

# The New Direction in Procurement

By Peter Provenzano, President and CEO, SupplyCore.com

SupplyCore has evolved with the major technological shifts affecting the purchasing industry. Once a traditional distributor to the defense and aerospace industry, SupplyCore now uses the Internet as a major tool in providing purchasing and logistics services to clients seeking to create efficiencies in their procurement process. SupplyCore's procurement solution also offers a unique blend of technology and service. The Web-based system is coupled with the knowledge of experienced sourcing, purchasing, and logistics professionals to provide comprehensive service to clients wanting to add dollars to their bottom line. It is this combination of technology, service and experience that will be increasingly valuable to purchasing professionals as their roles within the organizations become more strategic in nature.

SupplyCore is different than the all-too-familiar software companies that require substantial upfront costs and lengthy implementation times. Technology is only part of the solution. Without the supporting services, the organization must wrestle with IT challenges, implementation, catalog creation, data aggregation and integration with current business systems on their own. These obstacles stand in the way of a reasonable and timely Return on Investment. As organizations become more aware of companies that provide



technology and service, they will no longer need or want to buy stand-alone purchasing software or subscribe to ASP models. Complete business solutions will be provided over the Web or third-party supply-chain managers will integrate back-end systems across supply-chain members. Software and systems integration will simply be part of the complete business solution provided by these third-party supply-chain managers.

SupplyCore represents a marriage of e-procurement and integrated supply. SupplyCore's Web-based software is available to clients via the Internet at no charge and offers a host of options including private catalogs based on historical purchases, automated workflows, approval hierarchies and customized reports to track and show the spend by location, commodity group or throughout the organization. Through the efficiencies created by the SupplyCore system, clients realize reductions in operating costs, inventory carrying costs and product unit costs. SupplyCore is able to achieve these objectives by automating transactions, conducting business system integration, and reducing the supplier base. These savings add dollars to the bottom line quickly and effectively. As the single source for information and products capable of managing communications with many business systems, solutions like SupplyCore's will play an integral role in the supply chains of the future.