



## E-Procurement Solutions



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# Netsurf E-Procurement

## Introduction

- E-Procurement will Atomizes Procurement Processes using Internet
- E-Procurement will be Cost-Effective, Qualitative, Quantitative, Productive Model for Organization
- E-Procurement is for Fast Growing Competitive Market
- E-Procurement helps in Faster Processing of Direct/ Indirect Processes, Easy Accessibility & Availability of Information



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# Netsurf E-Procurement

## Why E-Procurement?

- Corporate Buyers are Ready to Procure over the Internet
- Very Large, Corporate Spending on Indirect Materials and Services
- Internet Procurement Solutions is Ideal for Indirect Procurements
- Increase in Corporate Buyers/ Market Share using Internet
- Tough Competition, needs Easy Accessible, Faster Processing Solutions



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# Netsurf E-Procurement

## The Benefits of eProcurement

Cycle time: Request to Pay	Days to Weeks	→	Hours
Order Accuracy	< 50%	→	< 90%
Percent of purchases under approved contract Maverick Buying	< 30%	→	< 80%
Processing cost	\$150	→	\$25

For a typical Fortune 500 company, cost to implement is between \$750K and \$4 million

- ◆ If spending = \$100 million per year on operating resources
- ◆ A 6% savings = \$5 million per year
- ◆ Typical payback period between 3 6 months

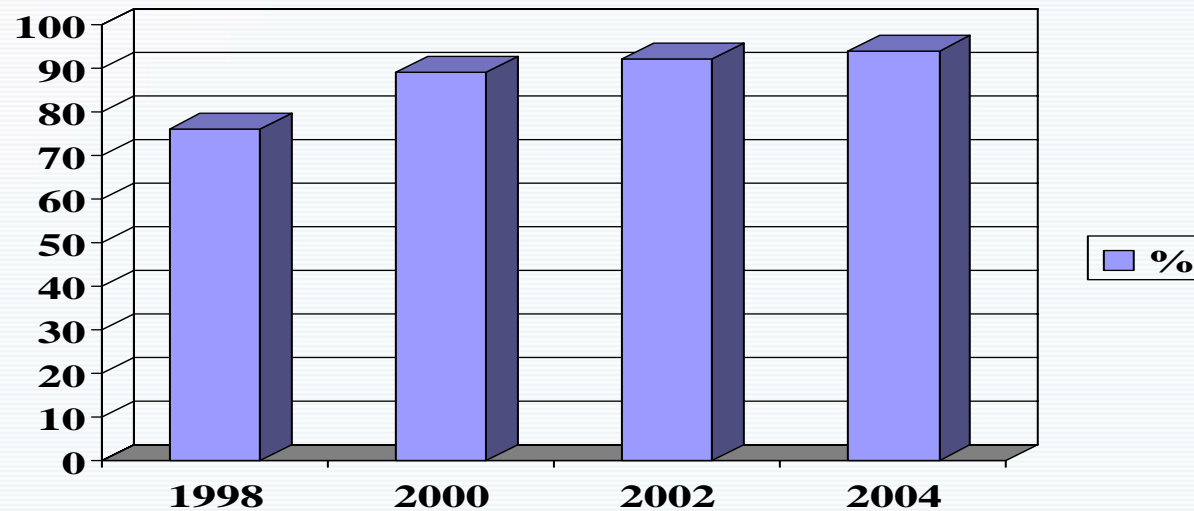


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# Netsurf E-Procurement

## Internet Access Usage Metrics

[% of Corporate Buyer With Internet Access/ Year]





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# Netsurf E-Procurement

## Netsurf E-Procurement as Solution

Broadly, the **Processes**, addressed:

- Spend Visibility
- Price Negotiations
- Supplier Management
- Supplier Fulfillment



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# Netsurf E-Procurement

## Consists of Three Sections:

- Administrator's Desktop
- Buyer's Desktop
- Supplier's Desktop



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# Netsurf E-Procurement

## Administrator's Section

- Latest Buyer Registration
  - List of Registered Buyers
- Manage Buyer Registration
  - Activate or De-Activate Buyer.
- Manage Main & Sub-Categories
  - Search
  - Add & Edit
- Attach Sub-Categories to Suppliers
  - Select Suppliers and Attach to Sub-Categories



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# Netsurf E-Procurement

## Buyer's Section

- Create New RFQ
- Manage RFQ
- Manage Supplier & Supplier's List
- Security:
  - Head Transaction Data Login
  - Purchasing Group Login



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# Netsurf E-Procurement

## Buyer's Section

- Two levels Security:
  - Head Transaction Data Login
    - Enables the BPH (Buyer Procurement Head) to:
      - Create, Manage & View Procurement Transactions
  - Purchasing Group Login
    - Access Data **Limited** to Purchasing Group



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# Netsurf E-Procurement

## Supplier's Section

- Accept RFQ Enquires
- Quote RFQ Enquires
- Regret RFQ Enquires
- Discuss RFQ Enquires
- Manage Supplier's Registration Information
  - Create New Categories & Sub-Categories
  - Edit Company's Specific Information
  - Edit Supplier's Specific Information



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# Netsurf E-Procurement

## Supplier's Section

- My Reports
  - Price Quote/ Buyer with Regret Status for Rejected RFQ
- Buyer's Profile
  - Client's Profiles in Non-Edited Mode.



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# Netsurf E-Procurement

## What Lies Ahead?

We see Future with Netsurf E-procurement:

- Compete Supply-Chain Management rather than Product Accordingly
- Netsurf E-Procurement Solution will:
  - Expand from Procurement Management to Total Supply-Chain Management
  - Technology, Platform and Supply-Chain-Management Portals will Converge
  - Big Money will be in Strategic Buying Solutions



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# Netsurf E-Procurement

## Conclusion

- Current Scenario:
  - Limited Trading Companies Available for Investors
  - To Capitalize, Significant Growth, We Foresee, Netsurf E-Procurement as Platform
- We Believe:
  - Large E-Procurement Market
- We Expect:
  - Investors will have Several Alternative Investments in the next 12-24 months
- We Vision:
  - Valuation, Business model, and near-term catalysts, our Favorite Idea