

# RFX MANAGEMENT

## working together on procurement results

In the current market, expectations of the procurement department are higher than ever. Purchasing plays a significant role in organisations. Now that turnovers are under pressure, management boards expect increased cost savings in order to keep the operational results at the right level. Savings which, for an important part, have to be achieved through competitive purchasing of products and services.

In addition to competitive purchase prices, organisations expect buyers to work in line with fixed procedures. The procurement processes have to be completed and documented in the company-prescribed manner to prevent uncontrolled developments in purchasing channels. In short, growing responsibility and an increased administrative burden.

Professional tools support the buyer in complying with the increased requirements and burdens, such as tools that support the tender and negotiation process with suppliers. Close support and the correct realisation of these processes provide purchasing results and transparency. Results for which you are engaged and with which you further define the purchasing.

### The ideal medium: the Internet

The Internet is the perfect medium for requesting information, sharing replies and working together more efficiently. With C-SOURCE from Commerce-hub you will be able to get the best out of these opportunities. You and your multi-disciplinary team continuously have access to the same information during the purchasing process. This makes collaboration and joint decision-making a lot easier.

Commerce-hub focuses completely on supporting buyers and has contributed its own purchasing knowledge in the development of C-SOURCE. The result is a personalised work environment that fits your activities like a glove. With C-SOURCE you can perform your daily activities faster and better. Such as, for instance, the monitoring of the completion time and the purchasing of the required quality. Furthermore, you are ensured a consistent, company-wide approach to procurement projects for which best practices were the model.

### Tool for e-sourcing

C-SOURCE is a complete tool that supports all the steps of the tender process, taking your purchasing project as a starting point. You define the purchasing project by including team members, reference documents, questionnaires and the project plan. Verification of the process and content are important aspects during the project. The type of quotation request makes no difference: from RFI, RFQ, RFP to complete BOM lists. C-SOURCE gives you uniformity in responses and gives the supplier clarity about the request.

Multi-disciplinary collaboration means that different persons have different angles of approach. This creates a well-considered decision, but guiding all these different viewpoints toward a single result is difficult, certainly without the support of evaluation models. To be able to make an adequate consideration C-SOURCE constructs a number of decision models based on the tender. Now it becomes a lot easier to make a decision as a team.

Working together on professionalisation, this means that the buyer himself has to be able to use the tools. Commerce-hub provides you with all the purchase information, clearly arranged in your own work environment. With the information from other tools like auctions, contract management and supplier evaluations, the results of C-SOURCE can easily be combined into a complete overview of your purchase projects. This means that everything and everyone is on the same page.

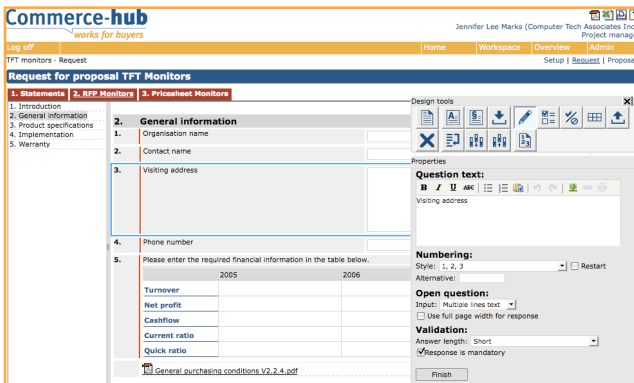


*“RFX management supports all the steps of the tender process”*

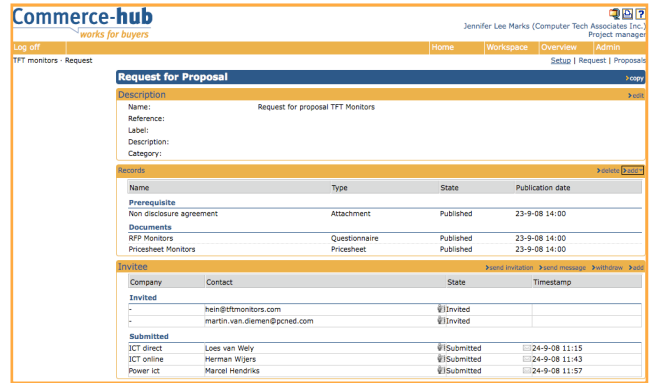
## Work environment for procurement



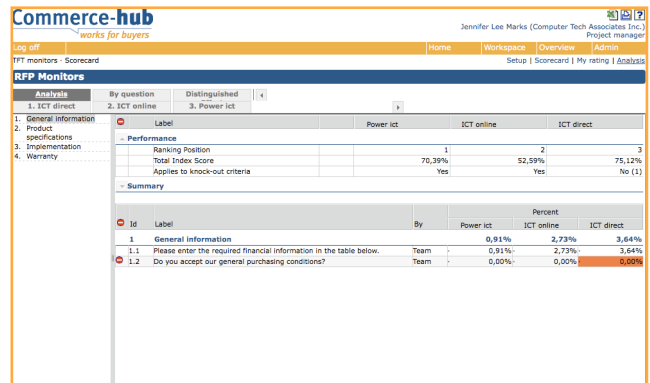
Your overview - The worksheet provides an instant overview of all the elements: quotes, evaluations, workgroup, planning and messages.



Your process - Insight into the status of the candidates, publication schedule and handling in one central location.



Your convenience - Easily put together a RFX using the intuitive tools. Reusing templates from the library or importing is also possible.



Your request - The end result: a substantiated evaluation of all the offers, centrally and digitally available to all parties involved.

### Advantages of C-SOURCE RFX management

- Standardises your methods of supplier selection
- Uniformises the way in which your organisation deals with suppliers
- Helps you to collaborate quickly and effectively because of an equal information basis
- Supports you in well-considered and substantive decisions
- Increases profits through improved collaboration between business units
- Increases the competency by completing more projects with the same resources
- Helps you to negotiate keenly and conduct an exhaustive analysis of your options

### Profile

Commerce-hub offers solutions for e-sourcing, electronic tenders, e-auctions, vendor and contract management. With success in the private and public sectors, as demonstrated by our customers ING, AEGON, UWV, NUON, IMTECH, SCA Nederland en Royal BAM Group. Integrated in a complete work environment, our solutions stimulate collaboration and transparent working.

You are not alone in making optimal use of the options we provide. We have a complete customer service department: from a helpdesk for quick answers to decisive consultants with in-depth knowledge of our tools and the procurement practice.

If you would like further information about our services or would like to make an appointment, please contact us on telephone number +31 (0)20 462 1920 or by e-mail: [info@commerce-hub.com](mailto:info@commerce-hub.com)