



## Enterprise Spend Management

Mercury Commerce Solutions is a market leader in online procurement software and services. We deliver electronic procurement solutions built from the ground up for ease-of-use, rapid time to benefit and compelling ROI. Our bidding, quoting and purchasing solutions and professional services enable our customers to reduce time and cost in their procurement and sourcing processes.

Mercury Commerce provides comprehensive electronic solutions and services tailored to the management of enterprise spend, from the sourcing of supplies and equipment contracts to the daily purchasing activities driven by organizational requirements and business rules. Mercury Commerce Solutions' powerful suite of online procurement software includes easyBid™, our fully automated sealed bid engine, easyQuote™, our electronic sourcing tool to automate the price quote process for buyers and for vendors, and easyPurchase™, our fully automated contract management and purchasing tool.

## Sourcing Enterprise Contracts

The challenge for purchasing managers is to establish cost effective vendor contracts and then ensure their usage by requisitioners and buyers across the organization. The first step towards achieving this goal is the bidding of enterprise spend contracts that represent accurate requirements, aggregated from across the organization, that electronically reach the most appropriate vendors.

Procurement managers use easyBid for its robust sealed bidding capability, designed to automate and streamline the costly, time-intensive and often error-prone manual sealed bid solicitation process. easyBid manages the entire bid process from aggregation of bid requirements, to electronic notification and receiving of bids, through evaluation and award of bids. easyBid enables constituents to input their requirements electronically, allows procurement managers to aggregate these requirements and solicit bid responses from their selected vendor community, including minority and women-owned businesses.

## Purchasing Against Enterprise Contracts

Faced with declining budgets, revenues, reduced administrative staff and increased accountability requirements, over 1,500 entities utilize easyPurchase to save time and money in their procurement processes. To leverage savings from an organization's negotiated contracts, Mercury Commerce Solutions provides enterprise-wide visibility to awarded contract catalogs and pricing.

With easyPurchase, supplies and equipment catalogs and content - with your organization's contracted pricing - are visible to all your requisitioners and buyers. easyPurchase automates the purchasing process, from contract management and catalog presentation, to online requisitions and workflow-driven approval routing, to purchase order generation and desktop receiving. easyPurchase is designed to interface with financial accounting and ERP systems, to capture all transactional information and communicate encumbrance, purchase order and receipt information to the general ledger.

## Request for Quote Management

Procurement organizations are demanding flexible tools to decrease time and cost in the sourcing process, to improve communication with their vendors and to increase buyer efficiency. To address the need for multiple price quotes that comply with regulatory and business requirements, Mercury Commerce provides the ability to generate and publish electronic requests for quote.

When multiple price quotes are required for supplies and equipment, easyQuote captures all the information required to publish a request for quote from new or existing vendors in an easy to use electronic format. The easyQuote solution allows buyers to create, view, modify and copy electronic quotes. Completed quotes with terms and conditions are published to a pre-selected vendor community for response. Vendors receive the quote request as an e-mail message and respond within the due-by date and time. Buyers can then award the quote online.



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### easyBid™ Create and Award Sealed Bids

The bid manager creates an electronic bid catalog. The catalog is distributed for requirements gathering to constituents within the organization and then published via e-mail to a pre-selected vendor list. Vendors respond to bid requirements online within the sealed bid date and time. Bid line items and lots are awarded to vendors according to the bidding entity's award criteria.



### easyPurchase™ Catalog and Process Management

Buyers search vendor catalogs and build requisitions, which are routed for approval according to the organization's pre-determined business rules. Approved requisitions are aggregated at the line item level by vendor and ship-to location into purchase orders. Authorized purchase orders are communicated to the vendor by hardcopy, fax, e-mail or XML.



### easyQuote™ Multiple Price Quote Management

easyQuote facilitates the buying process when multiple price quotes are required. Buyers describe the items to be quoted in an easy-to-use electronic format, which is then published to pre-selected vendors. Vendors complete the quotes and then respond online within the specified quote date and time.

