

Procure-to-Pay Solutions:

End-to-End e-Procurement

Enporion
2009

Presentation Topics

- Anatomy of Enporion's Procure-to-Pay Solution for 100% visibility into spend and cash
 - End-to-End e-Procurement
 - Procurement Manager
 - Catalog Manager
 - Transaction Manager
 - Order Manager
 - E-Invoicing (e-Finance) and “PO Flip”
- Results: Enporion customer, PPL, utilizing the e-marketplace for End-to-End e-Procurement (Procure-to-Pay)

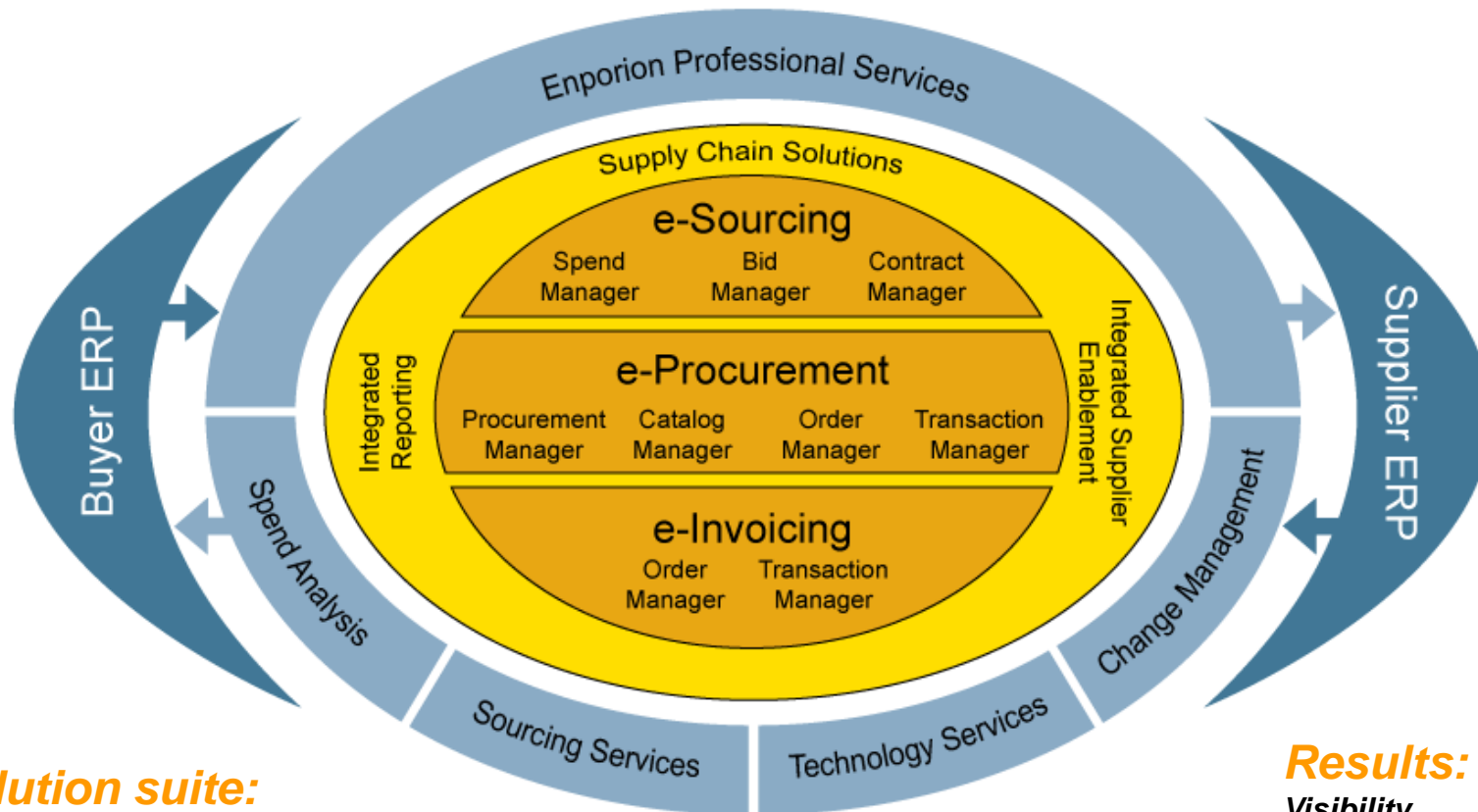
Enporion General Company Information

- Founded August 2000
- HQ Tampa, FL; IT team and operations site in San Jose, CA
- Customer set representing over \$100B in annual revenues, over \$10B in annual spend
- Originally focused on electric and gas utilities industry
- Thousands of suppliers participating

Enporion Customers Include:



Enporion: An end-to-end solution suite, supported with professional services and experienced support staff



Solution suite:

- *Modular yet integrated*
- *Choose one or all modules*
- *Integrated with all major ERPs*
- *Any file or transaction type*

Results:

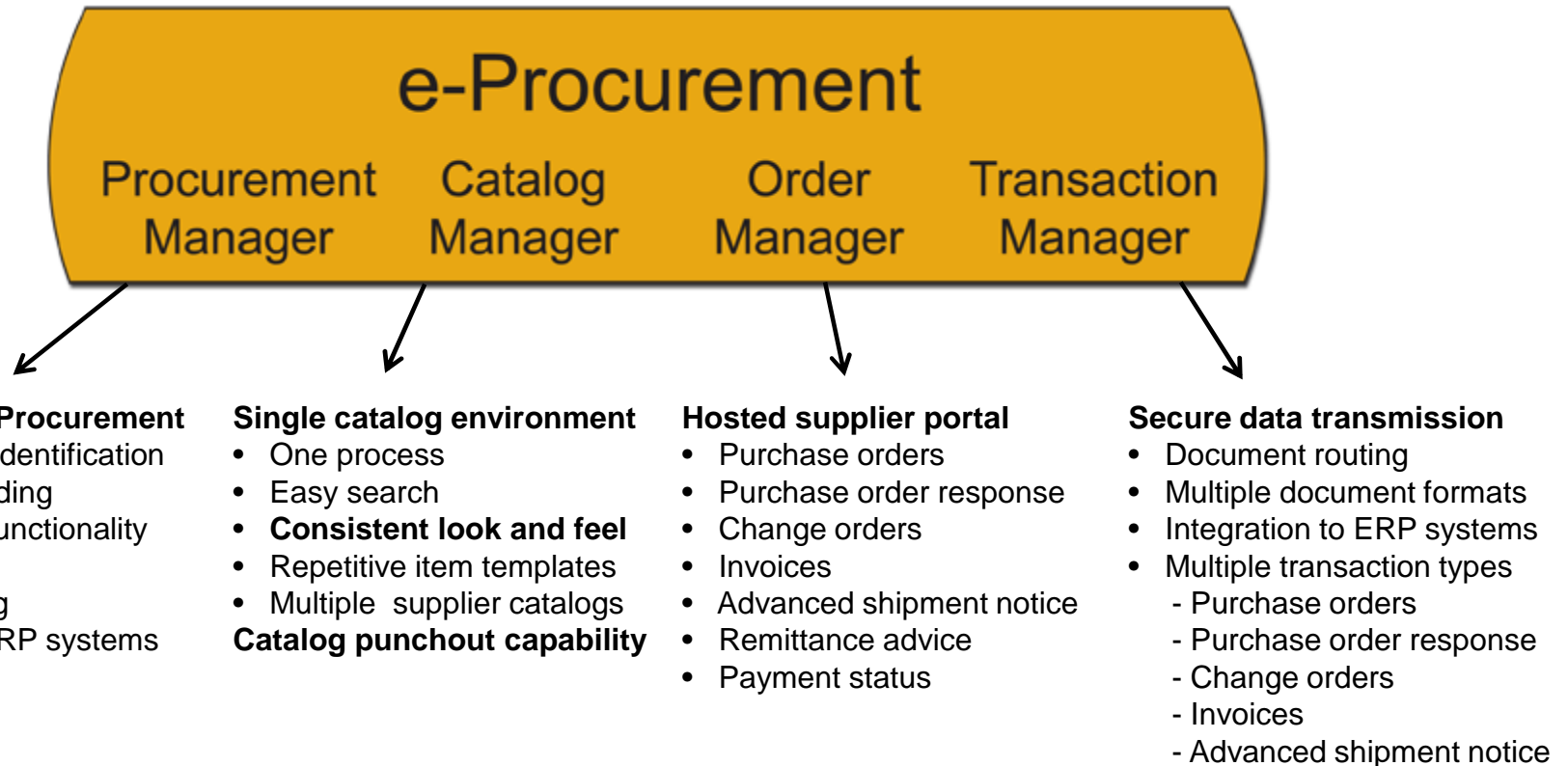
- Visibility*
- Price (Goods & Services)*
- Savings*
- Process Efficiency*
- Organization Efficiency*
- Compliance and Tracking*

Enporion Procure-to-Pay Solution

- End-to-End e-Procurement
 - Procurement Manager
 - Catalog Manager
 - Transaction Manager
 - Order Manager
- Designed to easily handle the flow of all purchasing documents (req. to invoice) and provides 100% spend visibility.

Enporion Solutions

e-Procurement



Enporion's e-Procurement solution provides
100% spend visibility
 to your organization

Enporion Procure-to-Pay Solution

E-Invoicing and “PO Flip”

- Suppliers can now “flip” an order into an e-invoice on Enporion’s hosted Order Manager website, or input e-invoices directly to Enporion/PPL by integrating their accounting system with Enporion
- Reduces input errors
- Eliminates US mail time
- Better ensures payment per order terms

Results: Improvements at PPL

Enporion solutions have improved PPL's internal processes in recent years in several ways:

PPL has seen substantial improvements in its buyer/seller interfaces through the use of the E-Marketplace including:

- **Fully transitioned from one-to-one EDI interfaces to XML (Jan. 2008)**
 - E-enabled 32% of “high volume” PO suppliers and are targeting 85%
 - E-enabled 45% of total PO transactions and are targeting 80%
- **Invoice processing time reduced from 21 days for paper to approx. 7 days for electronic, an average reduction of 14 days**
 - **Provides a basis for mutually beneficial discounted payment terms**
 - **Suppliers have seen on-time payment from PPL rise from 63% on paper invoices to 95% on invoices submitted electronically**

How to reach Enporion

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