

A large, orange, stylized bracket shape frames the central text. The bracket is composed of two vertical lines with short horizontal caps at the top and bottom, resembling a pair of square brackets.

**INCREASE COMPLIANCE
REDUCE RISK
SPEND LESS**

A horizontal bar at the bottom of the slide is divided into four colored segments: orange, blue, green, and red, from left to right.

SPEND MANAGEMENT SOLUTIONS

END-TO-END SPEND MANAGEMENT



ESM's intuitive spend management platform offers an integrated **suite of modular solutions** that automate sourcing, procurement, invoicing, analytics and contract management.

ESM's suite of spend management solutions offers:

- » **End-to-end visibility and control:** From sourcing to invoicing, information moves seamlessly and logically, providing full visibility and control at every stage.
- » **Intuitive features:** Built for today's savvy online shoppers, our customers enjoy high internal adoption rates with almost no training.
- » **Cloud-based application:** No big hardware or software purchases are required. Deployment is fast and non-disruptive. High availability, data protection and security are built in at every level.
- » **Positive ROI in weeks:** Cloud-based deployment and white glove professional services means you can be up and running in weeks with little expenditure, while our intuitive consumer-like interface means your people start saving money on their very first transactions.



ESM SOURCING

AUTOMATE YOUR BID, QUOTE
AND SOLICITATION ACTIVITIES

ESM's Bidding and Solicitation solution are your online portal to savings. Within our flexible software, you can:

- » **Prepare** bids, RFPs, RFQs, Tenders, or any manner of sourcing event.
- » Choose **templates** from the line library or start from scratch, determine sections to include.
- » **Weight** each section of the RFx based on your strategic sourcing requirements.
- » **Publish** the RFx to lists of preferred and prospective suppliers.
- » Vendors get **notified** of the RFx, and submit their entire response electronically.
- » Assign a **score** to each section of each RFx response from each vendor.
- » Evaluate each vendor holistically, and **compare** multiple vendors by section.
- » Make the **award** online and each vendor is notified accordingly.
- » An online solution, it reduces the use of paper, eliminates shipping, facilitates communication with vendors, and still provides sealed bid capabilities.

**“ ESAM TOOK CARE
OF US AND MADE IT
HAPPEN.**

**STRATEGIC SOURCING MANAGER
UNIVERSITY OF RICHMOND**



ESM PROCUREMENT

THE CONSUMER SHOPPING
EXPERIENCE YOUR USERS EXPECT

Controlling costs, managing spend and improving compliance is a breeze with ESM Purchase, an intuitive online ordering application. We're bringing a real consumer shopping experience to eProcurement. If your customers – the employees, staffers or faculty of your organization have shopped on any one of the hundreds of e-commerce sites on the internet, they will feel right at home in ESM Purchase.

Finance and procurement professionals enjoy added benefits:

- » Provide all users with access to approved vendors, contracts, products, and prices.
- » Guide spending to where you want it with prioritized and preferred vendors.
- » Turn procurement into a revenue stream with more suppliers, more p-card transactions, and faster payments, for more rebates.
- » Easy to manage - a single administrator can support thousands of users.
- » Automated workflows provide seamless approval routing and fewer errors.
- » Complete visibility with enhanced reporting
- » ERP or no ERP, the choice is up to you. We integrate with a wide range of ERP systems, but can also drive savings independently.

ESM's Invoice Management solution automates the time-consuming process of collecting, submitting, approving and paying supplier invoices. By electronically transmitting invoices and creating transparency in your payment cycle, ESM's Invoicing solution speeds up and simplifies the process.

- » Automates the collection, submission, approval and payment process in one **easy-to-use interface**.
- » Monitors and stores submitted invoices for **better data visibility**.
- » **Reduces time and costs** associated with the payment cycle.
- » Provides pre-defined reports and dashboards to find opportunities for **better deals** with suppliers.
- » Streamlines the entire accounts payable process through **automated matching and easy-exception management**.



ESM INVOICING

COLLECT, SUBMIT, APPROVE,
AND PAY. EASY.



**“ THIS PROJECT HAS HELPED US TO
SHOW REAL SAVINGS, VERY QUICKLY,
ALONG WITH IMPROVED EFFICIENCIES.
WE WERE ABLE MOVE QUICKLY AND
THIS RESULTED IN BETTER BENEFITS
THAN WE HAD EVEN EXPECTED.**

**KATHLEEN PRUNTY
DIRECTOR PROCUREMENT & SUPPORT SERVICES
CALIFORNIA STATE UNIVERSITY**

Easy to navigate and understand, ESM's reporting tools help you to identify cost- saving opportunities and operational efficiencies, as well as non-compliant, rogue spend. ESM collects and analyzes data directly from your spend cycle in a series of reports and charts. By presenting all of your organization's spend in comprehensive dashboards, ESM's helps you make better decisions.

ANALYTICS AS A SERVICE

Analytics from ESM pulls relevant data from our various solution modules to provide a more pragmatic approach to Spend Analytics for today's procurement professionals.

Work with our procurement experts to ask questions best suited for your organization. They have the tools and the knowledge needed to mine your data to find actionable answers?

We'll configure the dashboard specifically for your organization, for your strategic initiatives and your performance metrics. As your partner in procurement, we'll continue to adjust the dashboard as your questions and understanding evolve.



ESM
ANALYTICS
ASK QUESTIONS. GET ANSWERS.



ESM SUPPLIER MANAGEMENT

CENTRALIZE DATA. AUTOMATE WORKFLOWS. ELIMINATE FRAUD.

ESM's Supplier Management provides central location to streamline all aspects of working with your suppliers while simultaneously automating workflows, enabling supplier self-service and reducing exposure to fraud and theft.

SUPPLIER REGISTRATION

With preconfigured templates or your own forms, suppliers can register online and submit their information for review and approval.

SUPPLIER ACTIVATION

Configure your organization's supplier management portal to store important documentation and training material for your suppliers.

SUPPLIER ACTIVITIES

Within the ESM Supplier Management environment, you maintain a full history of pertinent relationship and transactional information.

SUPPLIER INFORMATION

Configure the environment with forms to maintain banking information, contracts, certifications and any other form of documentation you need.

ESM Supplier Management helps reduce the risks of data errors and fraudulent activity associated with increasingly connected networks and a faster pace of work.



**FOR EVERY DOLLAR SAVED ON
THE BUSINESS SIDE THROUGH EFFECTIVE
AND EFFICIENT BUSINESS PROCEDURES,
ONE DOLLAR IS RETURNED BACK TO THE
BALTIMORE COUNTY PUBLIC SCHOOLS
CLASSROOMS TO EDUCATE THE KIDS**

**PURCHASING MANAGER
BALTIMORE COUNTY PUBLIC SCHOOLS**




ESM CONTRACT MANAGEMENT

**WORKFLOWS, REPOSITORIES, AND
REPORTS KEEP THINGS MOVING**

Minimize risk, document the audit trail, improve negotiations and reduce errors with ESM's Contract Management solution. Organizations with ESM's Contract Management solution can:

- » Simplify the contract cycle with reusable templates, reminder notifications and search capabilities.
- » Automatically save contract drafts and eliminate contract handling and storage costs. It's all in the cloud.
- » Track, manage and receive proactive alerts about contract milestones, amendments and renewals.
- » Digitally initiate new contracts and electronically sign approved contracts.
- » Oversee contracts with sophisticated electronic management reports.



**“ “ OUR “GO LIVE” WAS
FLAWLESS. I AM CONFIDENT
THAT WE ARE IN GOOD HANDS
FOR THE FUTURE.**

**DIRECTOR OF PURCHASING
MOUNT HOLYOKE**

Our team guides customers through each step - from discovery kickoff to live production to ongoing support. That includes:

Collaborative sessions to understand your requirements and procurement practices and to review possible enhancements or best practices for your business.

Customized environment creation; user and supplier data upload; and personalization of your solution to reflect your spend management processes.

Onsite and/or remote training for administrators and select end-users who can then deliver training to end-users during enterprise rollout.

Building, testing and connecting the **catalog integration** of your chosen suppliers, or find the suppliers you need with our help.

Integration between your ESM platform and your ERP system or financial system of record for real-time information flow.

PROCUREMENT TRANSFORMATION SERVICES

**NO TIME?
NO RESOURCES?
NO PROBLEM!**

AUTOMATE NOW WITH ESM

A SUITE OF
CLOUD-BASED
SOLUTIONS

With ESM, organizations can automate the procure-to-pay process with a suite of cloud-based, mobile solutions that can be tailored to your specific business needs and requirements.

Implementation is easy. Adoption rates are high. Integration is key. And the benefits of more savings, improved visibility and better control come quickly.

Contact ESM to learn more about how our suite of spend management solutions can help your organization now.

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WEBSITE: www.esmsolutions.com



RAPID RETURNS | RAPID DEPLOYMENT | RAPID ADOPTION