

Why eProcurement?

THE FOLLOWING INFORMATION IS A DIRECT RESULT FROM RESEARCH OBTAINED FROM SEVERAL RELIABLE RESOURCE GROUPS

“Companies spend, on average, \$100 on paperwork alone each time they make a traditional purchase. Moving those processes to the Web could slash costs by as much as 90%.

- Fortune Magazine

“The results of this research indicate that eProcurement users have consistently been able to lower prices paid for goods and services. Primary cost savings can be attributed to the administration of orders through shortened acquisition cycles, reduction of internal paperwork, decreased suppliers, reduced “maverick” spending, and improved inventory management.”

- Aberdeen Group

“Aberdeen research suggests that automating procurement offers the greatest opportunity to improve processes, increase productivity, and reduce costs across the supply chain. Purchased products and services are the single largest expense at most organizations, accounting for a \$.50 to \$.55 of every dollar earned in revenue. Reductions in eprocurement costs translate into dollar-for-dollar increases in profits.

- Aberdeen Group

THIS RESEARCH HAS INFLUENCED THE OPINIONS OF YOUR PEERS

“Ninety percent of purchasing managers surveyed stated that they will be buying online by 2006.”

- Fortune Magazine

“Seventy-four percent of the organizations have an overall ecommerce strategy; online purchasing is among the top ten strategic issues for 62% of all companies surveyed.

- Aberdeen Group

“Two-thirds of respondents agreed that eprocurement is a top priority for senior management in their respective organizations.”

- Fortune Magazine

To Learn More about opportunities to save and grow more efficiently through eprocurement, contact:

MultiPrint Solutions LLC

4141 Blue Lake Circle
Suite 238
Dallas, Texas 75244
214.630.8735 P
214.630.8739 F
info@multiprintsolutions.com
www.multiprintsolutions.com

VALUE PROPOSITIONS RELATING TO ePROCUREMENT

BUYERS	TRADITIONAL	eCOMMERCE
Price of materials and services		5% - 10% Cost Reduction
Purchase and fulfillment cycles	8.36 days	2.27 days
Administration costs	\$114 per order requisition	\$31 per order requisition
Reductions of Maverick buyers		51%
Inventory		25% - 50% Reduction in Inventory Costs
Reduction in sourcing cycles		25% - 30%
Reductions in data errors		40% - 80%