



PNet Strategic Sourcing

- Sourcing expertise & technology to support your existing staff, reduce costs, and improve your bottom line
 - The PNet Discount Network leverages pre-negotiated volume contracts

Drive 10% - 30% Savings in Select Categories of Spend

Strategic Sourcing applies a rigorous methodology to a single category of goods or services. The goal is to achieve lower costs while still meeting your company's objectives.

Our team of spend category experts can tackle any Strategic Sourcing project for your company. PurchasingNet, Inc.'s Professional Services resources can provide the sourcing expertise, consulting, and training to help transform your organization's transactional buyers into Strategic Sourcing professionals.

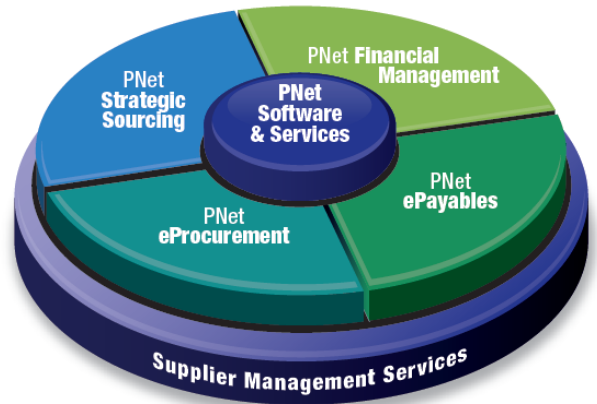
The PNet Strategic Sourcing suite includes:

- ✓ Spend Visibility Tool
- ✓ Sourcing Events
- ✓ PNet Discount Network
- ✓ eRFX Tool
- ✓ Contract Management

The **PNet Discount Network** leverages pre-negotiated contracts that are based on the combined volume of multiple companies. Participation allows PNet customers to reduce purchase prices by 10% to 30% per year in various spend categories. Unlike many Buying Co-operatives and Consortiums, the PNet Discount Network allows you to transact business directly with any supplier participating in the PNet Discount Network. Participation in the PNet Discount Network is optional and may not require you to modify existing relationships with preferred suppliers. The PNet Discount Network can be implemented quickly, thereby accelerating the realization of savings.

PNet Procure-to-Pay Solutions

Manage Spend. Cut Costs.



Partial List of PNet Discount Network Spend Categories:

- Telecom / Data
- IT Hardware & Services
- Office Supplies
- Energy & Utilities
- Transportation
- Temp Labor
- Printing
- Travel

Other PNet Offerings	Business Need	Benefits
PNet eProcurement	Streamline the requisition, approval, and ordering process, so your company can move faster without buying "off contract" or losing track of spend.	Spend under management increased by 36%. Maverick spending reduced by 36%.
PNet ePayables	Replace the manual, costly processing of both PO and Non-PO invoices.	Invoice processing costs reduced 63%-67%. Invoice processing time reduced 65%. On-time payments improved from 15% to 59%.
PNet Financial Management	Provide enterprise-level visibility and control to improve your company's ability to manage and leverage spending.	Improved reporting, audit capabilities, and internal controls.



PNet Strategic Sourcing

How do I get started?

- Contact your PurchasingNet, Inc. Regional Sales Manager to schedule a Strategic Sourcing planning discussion.
- You will be asked to provide some very basic data regarding your company's current spend in select categories. For current PNet customers, PurchasingNet, Inc. can access this information from PNet with your approval.

Other than lower prices, what do I stand to gain?

- The PNet Discount Network is managed by a partnership between PurchasingNet, Inc. and strategic sourcing consultancies. By participating, PNet Customers can gain cost-efficient access to strategic sourcing experts in various spend categories (IT, telecom, office supplies, utilities, etc.).
- Participation in the PNet Discount Network can include a Direct Catalog Connection (a.k.a. "punchout") and Electronic Invoice Processing.
- By putting the PNet Discount Network to work for you, your department can focus its attention on other sourcing responsibilities and business process improvements.

For More Information

For more information regarding PNet Strategic Sourcing capabilities or to learn how your organization can receive a Spend Analysis report, contact us at Strategic.Sourcing@PurchasingNet.com.

About PurchasingNet, Inc.

PurchasingNet, Inc. is a leading provider of Web-based eProcurement and ePayables software to mid- to large-sized companies. The company has over 1,400 customers in Financial Services, Retail/Consumer Products, Professional Services, Media/Publishing, and a variety of other industries.

Founded in 1983, PurchasingNet has focused exclusively on the development and implementation of Procurement and Payables applications since inception. In addition to building an extensive, blue-chip client base, PurchasingNet possesses deep domain expertise in Purchasing and Payables business processes.

PurchasingNet's customers include U.S. Bank, Navy Federal Credit Union, American Financial Group, Liz Claiborne, EarthLink, Avnet, Inc., Black & Decker, Kroger, and Church & Dwight.

Contact PurchasingNet, Inc.
1.732.212.1500
www.PurchasingNet.com