

## Tail spend management

## Spot Buy Center: next-level tail spend management

With our local knowledge and immediate availability, we do more than just centralize your spot buys, your tail spend and your c-suppliers. We also handle everything else: from catalogues and specific free-text requests, to digital invoicing and aftercare. The full service! Because that's what matters in our unique way of working.

Available in Belgium, the Netherlands, and France, our tail spend service and application were invented to simplify the purchasing process (purchase-to-pay) to a maximum, whether you're a user, in procurement, or in finance.



#### The problems with tail spending

# 80% of suppliers represent only 20% spent but also 99% of invoicing errors



#### 15 benefits of a centralized partner



Procurement team
focus on important contracts
time for proactive work
less suppliers to manage
better reporting
soft and hard savings



Finance team
fewer credit checks
100% digital invoicing
a PO on every invoice
fixed extended payment terms
working capital improvement



Corporate user
less manual work
access to any supplier and webshop
single point of contact for all
orders and follow-up
working capital improvement
EcoVadis silver rated

## 3 reasons to choose us as your tail spend partner

We aim to make a big impact, in a short time, by blending our way of working with yours, creating a seamless partnership. Our tail application integrates easily with your ERP or exists as a stand-alone solution

You benefit from one single creditor, while enjoying access to all suppliers in the world, and a network for both products and services that never stops growing.

The three reasons to choose us as your tail spend partner are:

- 1. Extended DIY application
- 2. Flexible catalogues filled with endless possibilities (covered)
- 3. The wonders of purchase-to-pay

#### 1. Extended DIY application

You can use our software and do your own sourcing and administration, if you're keen to keep the costs of the middleman down. Or make life easy and leave one or both to us.

Whichever you decide, you have full access to our network of suppliers, can convert quotations into a PO, request them directly from suppliers, and follow-up with ease.

Meanwhile, we work behind the scenes to ensure the most excellent service, implementing more suppliers, handling incoming invoices and payments, and maintaining our application.

#### Which option do you prefer?



#### Self-service feature

Benefit from one single creditor for all tail purchases. Execute these purchases and potentially RFQs yourself. Tail catalogues are included



#### **Full service**

This is our full tail spend management service. Both the sourcing and the operational administration is handled by us. Tail catalogues are included.



#### Admin service

Benefit from one single creditor with an extra service for administration and delivery follow-up. Tail catalogues are included



#### **Software**

Our purchase-topay feature is also available as a software. Tail catalogues are included and you can even add your contracts. Of course you can top it off with a Bronze, Silver, or Gold plan.

## 2. Flexible catalogues filled with endless possibilities (covered)

Our catalogues include tail spend products and services, and even your own contracts can be integrated. Really everything is possible.

#### Sales & marketing

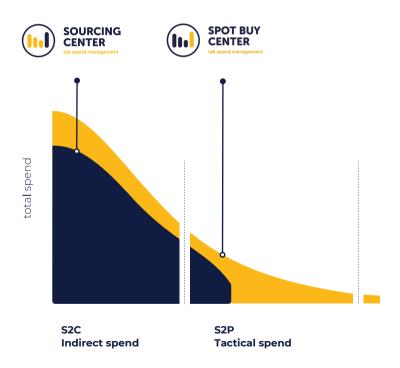
Commercial print, gadgets, signs and boards, fair stands, displays...

#### IT CPEs, fixed price projects, hardware & peripherals, IT training... **Special requests** + All internet purchases HR Office & facility Training, gifts, translations. Print. flowers, office stationary, supplies, small works, teambuilding... cleaning products... Industrial & logistics

Batteries, tubes, lab supplies, taxis, coaches...

#### 3. The wonders of purchase-to-pay

Working with Spot Buy Center means that you no longer have discussions about payment terms.



We visualize your tail spend with automation and data capture, to guarantee greater efficiency.

Invoicing costs are reduced and you will never again purchase anything you didn't need.

## Our software as the motor of your tail spend management success



Tail spend management service



Tail catalogues and own catalogues



Working capital optimisation



Self service



Reporting



P2P approval and GR

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