

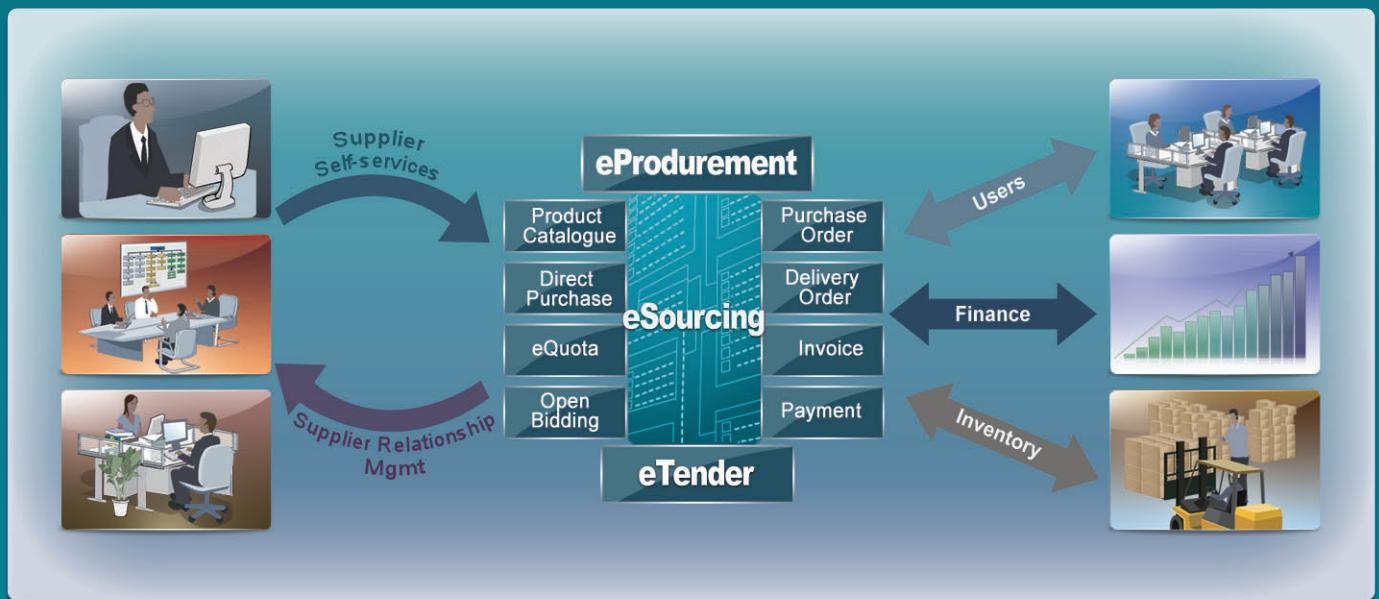
Supplier & Procurement Mgmt

eSourcing for strategy sourcing process and negotiation power

eProcurement for efficiency and operational savings

eTender & Outsourcing Mgmt for complex pre and post-acquisition mgmt

8thManage automates the strategic sourcing process to create greater procurement intelligence and negotiation power and avoid unnecessary human interventions which might create confidentiality issues. It automates transaction procurement activities to achieve higher levels of efficiency, compliance and cost-savings.



Besides eSourcing, eProcurement and eTender, 8thManage also supports Supplier Relationship Management and Portfolio and Project Management for the sourcing and acquisition of complex products and the management of the long-term services such as strategic outsourcing.

Supplier Info Mgmt

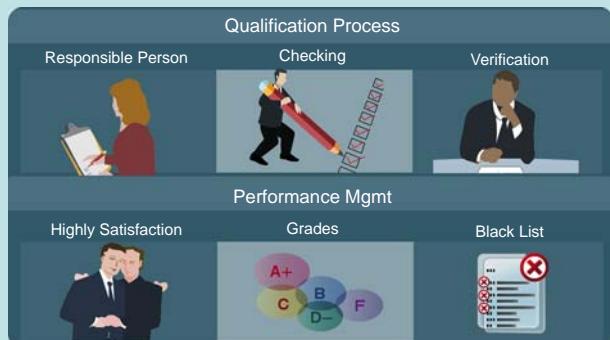
One of the crucial steps in supplier management is the ability to locate the best supplier quickly and have complete transaction history to support decision making. 8thManage Supplier & Procurement Management provides comprehensive supplier information in the following ways:

- Profile information including general information, organization information, contact information, legal information, financial information and credential information
- Products and services offerings
- Interaction records and action items, and opportunities
- Transaction information including revenue records, contract and order information



8thManage provides 360° supplier information in real-time and will increase your ability to find and work with suppliers.

Supplier Performance Mgmt



8thManage provides qualification management for new suppliers and performance management for existing suppliers. The following information for each supplier is updated and displayed when each transaction occurs:

- Derivation from standard price
- Late frequency
- Rejection rate
- Discrepancy in service level

An easy-to-use eSurvey feature is also provided to allow quick solicitation of the opinions of different people in different departments about the performance of a particular supplier and the results will be automatically aggregated.

Product Info Mgmt

8thManage provides the following basic and advanced product management features to manage supplier products:

- Product price control to ensure that products and services that are being purchased are within reasonable price ranges
- Comparison of prices, services and other terms and conditions of the same product offered by different suppliers to ensure the most appropriate selection
- Product and supplier approval mechanisms to ensure qualified products and services provided by qualified suppliers
- Supplier self-services facility to reduce the overhead of supplier product information and to allow it to be updated in a timely manner
- Real-time inventory update mechanisms based on transactions to reflect up-to-date product inventory
- Facility for setting and detecting minimum inventory levels and an automatic alert for replenishment



eProcurement Process

8thManage supports procurement plan, material plan and ad-hoc based eProcurements. 8thManage allows the business or procurement department to construct purchase plans and purchase orders can be generated automatically from the purchase plan or manually on the fly. 8thManage also manages pick-pack-and-ship, delivery and return as well as keeps track of invoices and payments. The whole process has strong finance connectivity and purchase orders are link to the budget, invoices are linked to account payable and payments are linked to the actual expenditure of the department.



Purchase Plan Mgmt

Using 8thManage, different departments can formulate different plans for their different spending categories for purchases. The 8thManage Purchase Plan provides the following features:

Name	Requesting Group	Requestor	Quantity	Total Cost	Planned Acquisition Dd	Target Delivery & Acceptance Date	Actual Delivery & Acceptance Date	Suppliers	Purchase Order	Supplier Contract	Printer Purchasing
Printer	Marketing & Sales	Ace Lee	500	150,000.0	2011-9-24	2011-9-28		Alice International Trade Co Ltd			
25V Desktop Computer	Marketing & Sales	Ace Lee	30	240,000.0	2011-9-24	2011-9-30	2011-9-25	Auchan Trading Co	25V Desktop Computer Purchasing		
Roll-film Camera	Marketing & Sales	Ace Lee	50	130,000.0	2011-10-26	2011-11-15		Hengtong Consulting & Trading Co.			
Memory	Marketing & Sales	Ace Lee	350	66,050.0	2011-11-7	2011-11-27		EOL Operation & Technology			
Monitor	Sourcing Dept	Henry Koo	42	460,000.0	2011-8-9	2011-8-28	2011-8-28	EOL Operation & Technology			Monitor Purchasing
Hard Disc	Sourcing Dept	Donny Lee	560	80,000.0	2011-8-29	2011-9-29	2011-9-29	Auchan Trading Co.			Hard Disc Purchasing
Microprocessor	Sourcing Dept	Donny Lee	60	330,000.0	2011-11-10	2011-12-10		EOL Operation & Technology			
Company Website	Business Development Dept	Henry Koo	80	470,000.0	2011-8-31	2011-9-25	2011-9-25	Hengtong Consulting & Trading Co.			Company Website Purchasing
Mainboard	Business Development Dept	Henry Koo	120	130,000.0	2011-9-13	2011-10-5		EOL Operation & Technology			
Acoustic Filtering System	Business Development Dept	Henry Koo	85	370,000.0	2011-9-20	2011-10-1		Hengtong Consulting & Trading Co.			
SL Desktop Computer	Business Development Dept	Henry Koo	35		2011-10-5	2011-10-24		Auchan Trading Co.			
Communication CPU	Business Development Dept	Henry Koo	500	10,600.0	2011-11-27	2011-12-10		EOL Operation & Technology			

- Identification of all items that need to be purchased and the ability to link items to a schedule for managing the timing of the purchases
- Integration with the product inventory function to effectively avoid overabundance
- Directly linkage with Purchase Orders to reduce manual input and errors
- Management of fulfillments according to the plan and tracking deviations
- Automatic alerts during the entire purchase planning and execution process

Benchmark Price

8thManage allows the establishment of the benchmark prices of products based on their historical prices and CPI adjustments. The benchmark prices are used to control the significant derivation from the price norms. In 8thManage, each supplier is being measured in **real-time** its cumulative price derivation from the corresponding benchmark prices. Each purchase order is being measured in real-time its total derivation from the corresponding benchmark prices. And each purchase item is being measured in **real-time** its derivation from the corresponding benchmark price. The procurement department can be easily see which requestor or procurement person has the highest derivation for single purchase or the highest cumulative derivation year-to-date.



Pre-selection Process

The most important element of pre-selection management is not what decision is made but the process employed to make it. The pre-selection process can help to validate the sourcing strategy, increase the understanding of the suppliers, and uncover pitfalls to avoid future problems. The pre-selection process involves extensive communication and documentation and the control of conflicts of interest. 8thManage provides a framework for effective supplier pre-selection based on industrial best practices to help organizations to conduct pre-selection in an diligent manner.



eTender Process



8thManage provides an effective framework for creating plans and strategies for different types of tenders. It supports the end-to-end process of eTendering and tracks the following:

- Short listing
- Document preparation
- Issuing
- Responses form Supplier
- Evaluation
- Final Selection
- Announcement

8thManage provides web access for tender solicitation, communication and submission for all parties.

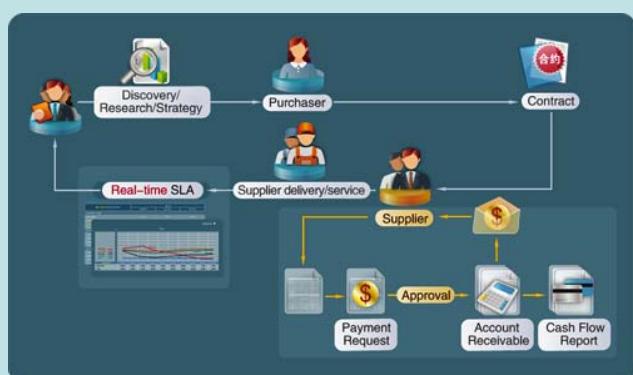
- Each bidder can log into the system and access the identical info.
- Tender information is electronically available to all bidders at the same time.
- Electronic discussion forums to ensure every bidder will receive the same Q&A info at the same time.
- Each bidder can submit its tender response to the system; the system will automatically cut off submissions at the deadline.

Procurement Contract Mgmt

8thManage supports the entire procurement process from purchase requisition to payment. Purchase orders, invoices and payment requests can be managed by each department separately and by corporate as a whole. 8thManage also provides a framework for sophisticated contract management for complex acquisitions.

- Define contract scope and deliverables
- Define measurements
- Cost budgeting and approval
- Managing execution
- Tracking change requests and resolutions
- Tracking results

8thManage contract management can be used to manage service level agreements (SLAs), penalties and performance based pricing for contract renewal.

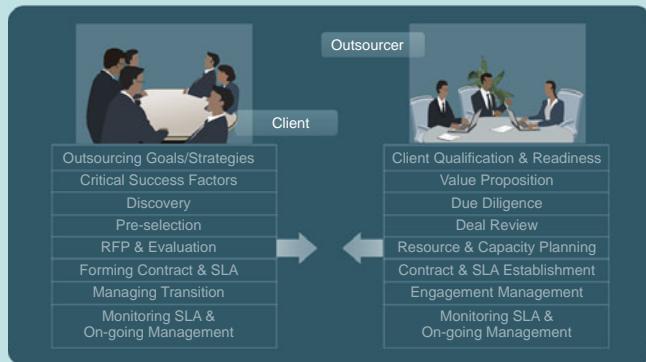


Supplier Relationship Mgmt

Supplier relationships can be convoluted and multi-dimensional (business, financial, legal, technical, product-related, service oriented). The common practice today is to assign a person to manage the relationships. Even if the person is experienced, without the transparency of information that allows both sides to clearly see and promptly resolve problems, distrust and frustration can build up. 8thManage is a powerful supplier management platform for creating and providing transparency for supplier-related information, helping people to establish and incrementally build up trust and stronger relationships over time.



Outsourcing Mgmt

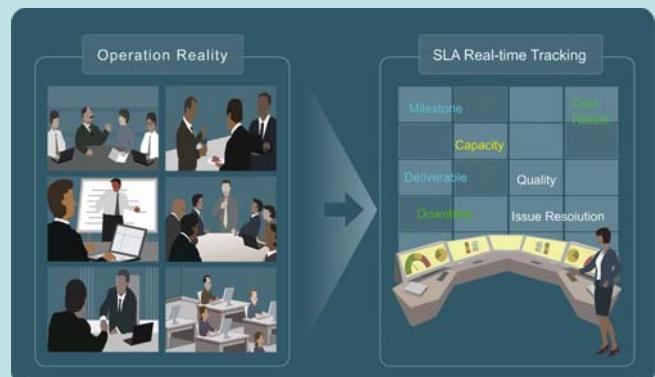


8thManage manages outsourcing in 4 stages, namely Goal Management, Discovery & Strategy Management, Transition Management and Monitoring, Tracking & Acceptance. The goal-setting phase has the greatest influence on the success or failure of an outsourcing initiative. The establishment of unrealistic or vague goals will result in shortfall in management expectations during execution. Discovery is the process of documenting the environment to be outsourced. In 8thManage, multiple discoveries allow goals to link to activities to ensure they are executed according to plan. Transition is the process of moving from the insourced environment to the outsourced environment. Beyond Transition

Management, 8thManage offers best practice to monitor progress, track deliverables and document acceptance records.

Complex Engagement Mgmt

In complex engagements, there will be different accountabilities associated with different people in buyer and supplier organizations. 8thManage supports the management of accountabilities across groups and enterprises; and the ability to monitor and track your resources and your suppliers' resources allocated for projects and programs. This includes the tracking of resource experience and expertise, resource commitments, allocation time vs. actual utilization time, planned resource cost vs. actual resource cost, detection overloaded and inadequate conditions and automatic calculation of resource costs in projects and programs. In all cross group project and program management, 8thManage supports all 9 areas of project management practices defined by PMI.



Security Mgmt

8thManage provides the eBanking equivalent level of security to protect eSourcing and eProcurement information and transactions. 8thManage Security features are highlighted as follows:

- User Authentication (Form login, SSO and 2FA)
- Access Control and Authorization
- Password Management
- Data Security (Sensitive Data Encryption)
- Network Communication Security



In addition, 8thManage provides the Audit Trail facility to allow the user to navigate the change history and trace business data changes.

Supplier & Procurement Mgmt

eSourcing / eProcurement / eTender & Outsourcing Mgmt

www.wisagetech.com

Wisage Technology is an international software product company with clients in many countries and regions, including the U.S., Canada, China mainland, Hong Kong, Macau, Taiwan, Malaysia and Singapore. All its products are mobile internet ready and can be accessed with IE, Firefox, Safari and Chrome browsers and we also provide different apps on Android and iOS. It offers perpetual licenses for all regions and SaaS in certain regions only for the following products:

8thManage® CRM : Mobile Internet CRM
8thManage® SPM : Supplier & Procurement Management
8thManage® Simple PM : Simple to Start & Extend PM
8thManage® PM : Advanced Tool for Project Planning & Execution
8thManage® PMO : High Performance PMO
8thManage® Finance : Strong Connectivity with Businesses & Operations
8thManage® HR : Human Capital Management
8thManage® OA : New Generation Office Automation
8thManage® BI : Point-and-click BI
8thManage® O2O : B2C, B2B, eExchange, eSettlement & eERP
8thManage® FAS : Knowledge Enterprise Full Automation Suite
8thManage® eERP2: Manufacturer eERP2

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