WA>> DIGITAL

iS2P

SOURCE TO PAY

web3

THE WEB'S FAVOURITE INTEGRATED SOURCE TO PAY SOLUTION

Wax Digital has been working with savings-focused organisations since 2001, building an intuitive spend management suite that delivers control, compliance and savings to large and mid-sized organisations globally.

Created from the ground up to deliver spend control across the entire Source to Pay life cycle, **web3** is available in a range of fully integrated modules:

S2C SOURCE TO CONTRACT

web3 Source to Contract is a powerful platform for private and public sector organisations delivering strategic sourcing success, including eTenders and eAuctions, Contract Management and Savings Tracker.

P2P PURCHASE TO PAY

web3 Purchase to Pay delivers control, compliance and visibility right across the purchasing process, accessed via an intuitive web interface that employees love to use.

C CONNECT

web3 Connect is unique in the eProcurement world, offering unrivalled integration capabilities with back-office systems and real-time integrations performance visibility.

A ANALYTICS

web3 Analytics provides powerful reporting and analysis capabilities, giving stakeholders across the organisation instant access to endlessly configurable dashboards and management information.

SM SUPPLIER MANAGEMENT

web3 Supplier Management delivers a comprehensive platform to drive more value and innovation from your suppliers through a joined up view of supplier information, performance and relationship management.

INTEGRATION:
THE MOST IMPORTANT WORD IN BUSINESS

Integrated working is at the heart of business success. Social media has made organisations much more closely connected to their customers, departments collaborate more effectively, and businesses work more closely with supply chains to mutual advantage.

All **web3** modules offer market-leading usability, features and performance in isolation. But we firmly believe that an integrated Source to Pay suite also offers far more than the sum of its parts to the increasing number of organisations that want a holistic view of all purchasing and related processes.

Integrated Systems

iS2P means seamless integration to back-office systems and third party data sources and, unique in the eProcurement space, Wax Digital has over a decade's investment in our own Integration Platform as a Service (iPaaS).

web3 Connect streamlines integration with existing finance and other legacy systems through out-of-the-box adapters and an intuitive toolset to enable custom routes and interfaces to be built and deployed quickly, robustly and securely, enabling interchange with any nature and number of remote systems.

Dashboard widgets provide clear and concise insight into the behaviour of every interface - whether it is running, document volumes and timings, as well as giving immediate visibility of any connectivity issues.

Integrated Business

Any software implementation is as much about people as it is about technology – all the more so when, as with many procurement software projects, the user community runs to thousands of stakeholders both within and outside your organisation.
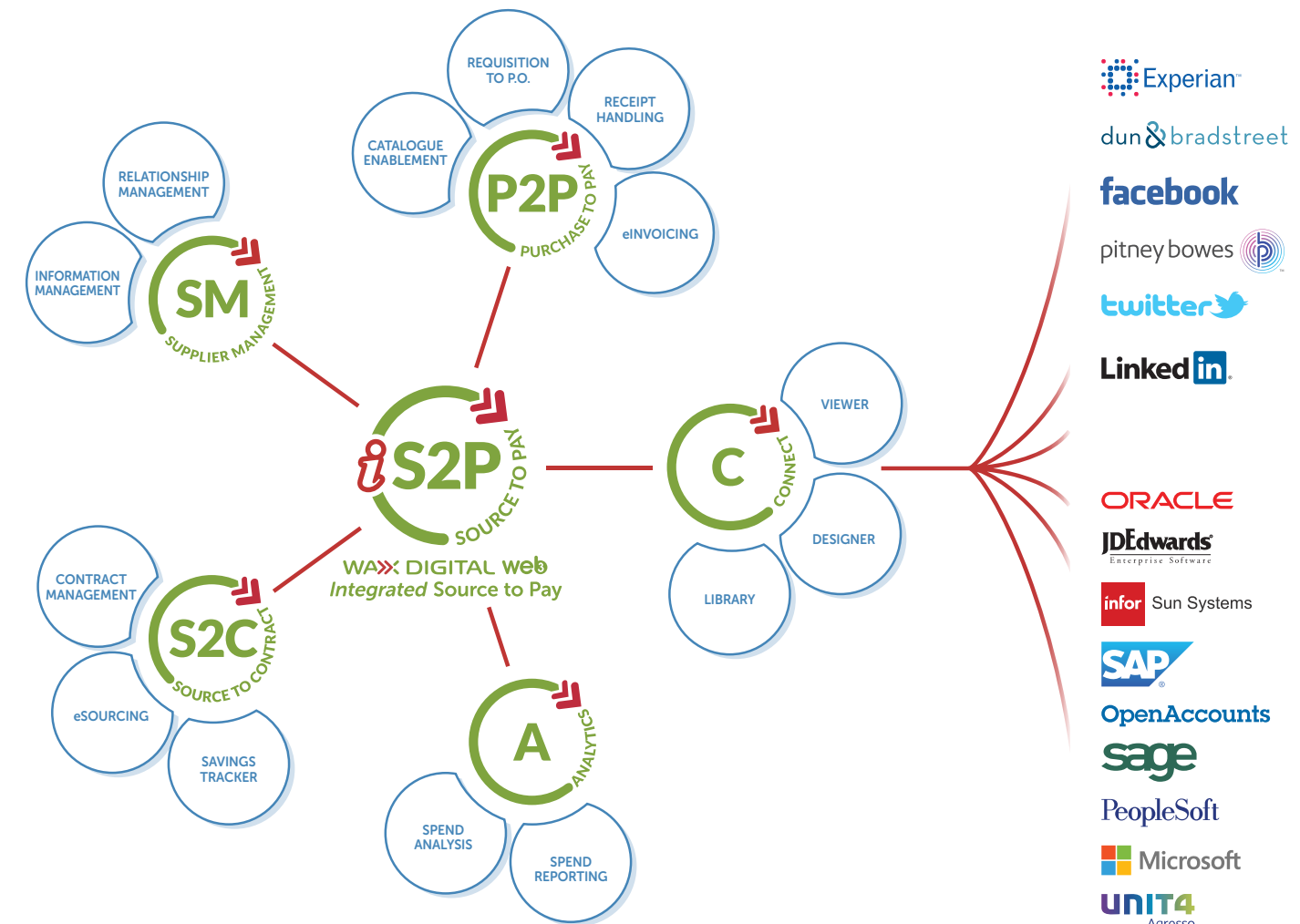
So we focus equally on ensuring **web3** integrates rapidly and successfully into the fabric of your organisation, bringing to bear 15 years of implementation expertise direct from the software author and underpinned by:

» The web's most intuitive user experience with a dedicated UI team focused on user experience enhancement to drive adoption by delivering software people love to use.

» Highly experienced project and business analysis professionals to support your implementation team every step of the way.

» Structured communications and change management processes to help ensure project success.

Wax Digital web3 is built from the ground up on a single code base to facilitate end-to-end integrated Source to Pay

Integrated Software

Integrated S2P (iS2P) delivers a seamless holistic purchasing process from source to pay, maximising efficiencies, savings and spend compliance throughout the entire procurement lifecycle.

Enabling the procurement lifecycle in a single integrated system means:

» **Total Visibility:** Data flows seamlessly between activities. Users get immediate access to 360° information, improving your spend control and visibility.

» **Better Supplier Management:** From initial tender and on-boarding through to matched invoice, enjoy a genuinely joined up view of supplier data, relationships and activities.

» **Improved Compliance:** Seamless interaction between demand and execution puts procurement best practice at the heart of the purchasing lifecycle.

» **Full Audit:** Integrated reporting functionality gives you a comprehensive end-to-end audit of the entire purchasing process at the push of a button.

» **Lower Administration:** Consolidated data, process and management interfaces means redundant administrative tasks and duplication are eliminated.

» **Improved Adoption:** A single cloud-based solution ensures a simpler and more efficient roll-out with lower training and support costs thanks to a common, consistent interface.

» **Coherent Analytics:** A consolidated view of spend data allows you to spend time on analysis rather than manual data consolidation and comparison.

INTUITIVE ELECTRONIC COMMERCE FOR BUSINESS

P2P
PURCHASE TO PAY

Now more than ever organisations are focusing on eliminating maverick spend, improving compliance and reducing manual processing and its associated inefficiencies. Wax Digital **web3 P2P** brings automation to the entire purchase to pay process, rapidly delivering cost and resource savings across the organisation.

web3 P2P brings the consumer shopping experience to employees across your organisation, ensuring they can quickly and easily meet their needs for products and services from the right suppliers at the right prices - without even thinking about it.

P2P success is measured in terms of spend under management. Wax Digital **web3 Purchase to Pay** leads the world in user adoption rates, driving amazing results for our customers including one of the leading global food manufacturers. With distribution spanning 80 countries and employing 1800 people they achieved some amazing results in just 6 months:

»	POs raised via catalogue	**78%**
»	Spend through approved process	**94%**
»	Spend through preferred suppliers	**87%**
»	% of invoices received electronically	**86%**
»	% of invoices into query	**3%**

Choice

Highly intuitive electronic commerce makes it simple for users to find and select goods and services for purchase, whether on the **web3** platform or through controlled access to remote supplier websites.
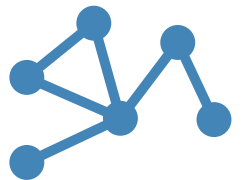
Simplicity

Build a purchase request however you like, **web3** takes care of all the back-end processing - from splitting and budgeting to approvals and purchasing process management. Everything is designed to ensure users can quickly, easily and effectively submit their requirements and get on with their day jobs.

Flexibility

However complex your business structure, accounting setup, authorisation rules and IT landscape, the highly configurable architecture underpinning **web3** makes setup simpler and makes management a business, not a technical task.

Visibility

Customisable dashboards deliver real-time windows on all key system and user activities, whilst powerful reporting facilities provide tailored management information to drive better business decisions.

Accessibility

From email approvals to dedicated mobile applications, **web3** is optimised for cross-device support to make access a breeze wherever there's demand, helping users and suppliers engage in the ways that best suit them.

Collaboration

Fully integrated, automated, audited electronic communications across your organisation and supply chain eliminates paper and process bottlenecks, making life easier, cheaper and more productive for every stakeholder.

THE MARKET'S MOST COMPREHENSIVE SOURCE TO CONTRACT SUITE

Wax Digital **web3 S2C** delivers a comprehensive Source to Contract suite, made available in discrete functional areas, as a single S2C package, or of course as part of a complete **web3 Source to Pay** solution. It features:

» **web3 eSourcing**: A powerful platform for private and public sector organisations looking to take control of electronic tenders and auctions in an intuitive, rapidly deployable package.

» **web3 Contract Management**: Host all your contracts in a single secure repository, ensuring contracts are visible, controlled, and managed in a timely fashion.

» **web3 Savings Tracker**: Record and approve savings initiatives, track spend against those benchmarks and provide in-depth analysis of estimated savings vs. actual spend.

Recognising that strategic sourcing success relies just as much on technique as on technology, **web3 Source to Contract** is accompanied by a unique service package as standard.

Expert Support

Technical support is provided on tap for all live events, while our Consultancy team is on hand to provide best practice advice, assistance and category support to help ensure you get the most out of your S2C investment
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Best Practice Network

We aim to foster a client community that genuinely delivers benefit to all through regular webinars which feature expert speakers and the opportunity for clients to share experience and knowledge in an open forum. Bi-annual user group meetings bring clients face to face and allow you to feed directly into the product roadmap.

Quarterly Upgrades

Working as client partners means constantly listening to what you want to see next in **web3 S2C**, and then making sure you get it quickly. That means a quarterly release cycle, providing every S2C client with a brand new update every three months as part of your on-going subscription agreement - it's a continuous cycle of sourcing innovation right through the contract term, all at no extra cost.

web3 Source to Contract is quick and easy to deploy and requires no IT involvement

YOU CAN'T CONTROL WHAT YOU CAN'T SEE

Getting hold of meaningful, accurate and comprehensive spend data is one of the biggest ongoing challenges faced by procurement teams and your colleagues across the organisation. All too often it is time consuming, frustrating and ineffective, telling only half the story and so making you only half as effective.

Successful spend management depends on good data, structured processes and insightful analytics. But trying to make sense of large volumes of data, usually from multiple sources and possibly in multiple languages, can seem a nigh on impossible task without the right tools.

This is where we can help with **web3 Analytics**, featuring our **web3** Spend Analysis and **web3** Spend Reporting modules.

web3 Spend Analysis allows you to accurately classify, enrich and understand all your spend data across the entire enterprise, regardless of its source or format. This means you finally have the insight you need to spot opportunities for spend savings, supplier rationalisation and new sourcing events.

web3 Spend Reporting brings your spend data to life with endlessly configurable dashboards and management information. For budget stakeholders, it means reporting visibility and transparency, and for purchasing professionals it provides an invaluable tool to help manage enterprise-wide compliance and inform strategic purchasing decisions.

web3 Spend Analysis

Achieve costs savings, operational efficiencies and spend management by aggregating, classifying and understanding all your spend data.

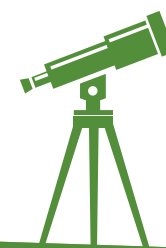Some of the features within **web3** Spend Analysis include:

» Customisable dashboards covering spend activities, supplier PO's, top spend and reduction areas, spend by categories, geographical regions, etc.

» Interactive and detailed reporting that can be drilled-down and shared with senior stakeholders across the business

» Management of cashflow and supplier payment terms through data analysis of supplier contractual terms vs invoice payment terms

» Access to spend patterns and behavioural information through Artificial Intelligence employed by **web3**

web3 Spend Reporting

Using latest Microsoft Power BI capabilities, we can bring your spend data to life, with interactive dynamic dashboard generation, and easy sharing with your stakeholders.

Some of the features within **web3** Spend Reporting include:

» The flexibility to slice and dice data at any level, build custom dashboards and create and share reports

» System-wide search and filter functions to view the status of reports and documents

» Data cubing capabilities that provide a four-dimensional view of reports enabling analysis of historic and current trends

Make faster, more well-informed and confident business decisions based on data-driven procurement insight

SMART SUPPLIER MANAGEMENT MADE SIMPLE

An intuitive Supplier Management solution is a key element for every organisation that wants to reduce risk, improve supplier performance and transform supplier master data management.

With our **web3 Supplier Management** software suite, you can drive more value and innovation by automating processes, harnessing your supplier's true capabilities and improving day-to-day management effectiveness. Supplier on-boarding is made less time consuming too, by allowing your suppliers to self-serve everything from registration to information maintenance.

Our **web3** Supplier Management features:

» **web3 Supplier Information Management:** Self-service supplier on-boarding and data maintenance, supported by automated milestone and alert management

» **web3 Supplier Relationship Management:** Build a 360° view across your suppliers, with tiered scorecards, comparative metrics meeting management and project planning

A seamless connection between our **web3 Supplier Management** suite and **web3 Connect** integration platform allows you to interface any supplier related marketing, environmental, financial, health and safety, insurance and contractual data sources directly with any of our **web3 Supplier Management** modules.
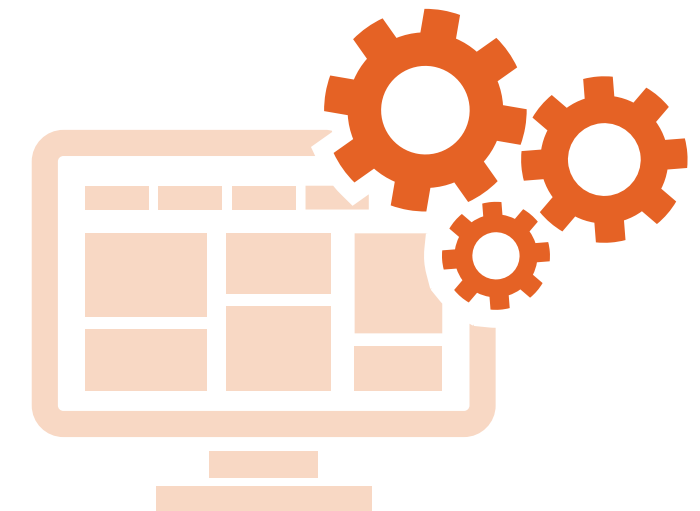
Our powerful **web3 Supplier Management** modules will help you manage your suppliers smarter, by giving you a joined-up and accurate view of each supplier's information, performance levels and relationship management activities.

Using **web3** Supplier Information Management users can:

» Point new suppliers to the intuitive **web3** portal to register and provide all the information needed electronically - online and by attachment

» Set configurable alerts to automatically trigger against any event and supplier

» Configure approvals that ensure new suppliers are authorised for trade by appropriate stakeholders

» Allow suppliers to self-serve master data maintenance, including bank account details, in a highly secure environment

Using **web3** Supplier Relationship Management users can:

» Build flexible questionnaires and scorecards to measure supplier performance

» Create and modify SRM processes by using a built-in intuitive process designer tool

» Automate meetings to drive structured and pre-scheduled supplier performance review meetings

» Configure an SRM dashboard to view a daily summary of all SRM activities relating to your suppliers with the option to drill down into each activity

A powerful tool to strategically manage all activities and information relating to your suppliers

PROCUREMENT PERFORMANCE IN A CONNECTED WORLD

The single biggest roadblock to a best of breed eProcurement implementation is the question over integration with finance systems and other data points such as third party spend data.

Unique in the eProcurement space, Wax Digital has made over a decade's investment in our own Integration Platform as a Service (iPaaS), **web3 Connect**.

web3 Connect streamlines integration with existing finance and other legacy systems through out-of-the-box adapters for common business systems and an intuitive toolset to enable custom routes and interfaces to be built and deployed quickly, robustly and securely.

Dashboard widgets provide real-time visibility of interface performance and allow authorised users to control schedules and even pause interfaces.

Intelligent routing allows business rules to be applied to messages in flight and means documents are only ever sent in the correct sequence - so a goods receipt note can never be delivered to your finance system in advance of a corresponding purchase order.

And utilising **web3 Connect** your IT team can construct, deploy and manage interfaces to and from **web3** modules, and even between remote systems that are completely unconnected to **web3**, with an opt-in integration network hosting a library of common integration adaptors to make interface deployment fast and intuitive.

Shifting the paradigm for back-office integration is only half the story when it comes to Connect's capabilities.

Future-proofing your investment in procurement software means acknowledging that we live in an increasingly interconnected and in many ways increasingly complex business world, where making joined up business decisions is only really possible with all the right data to hand in a format that it can readily be accessed and understood.

Connect makes it simple to build links to any third party system or application that holds relevant data, from supplier risk and finance analysts to social media sites and all points in between. Apply business rules and transform data in transit to deliver the desired outcome.
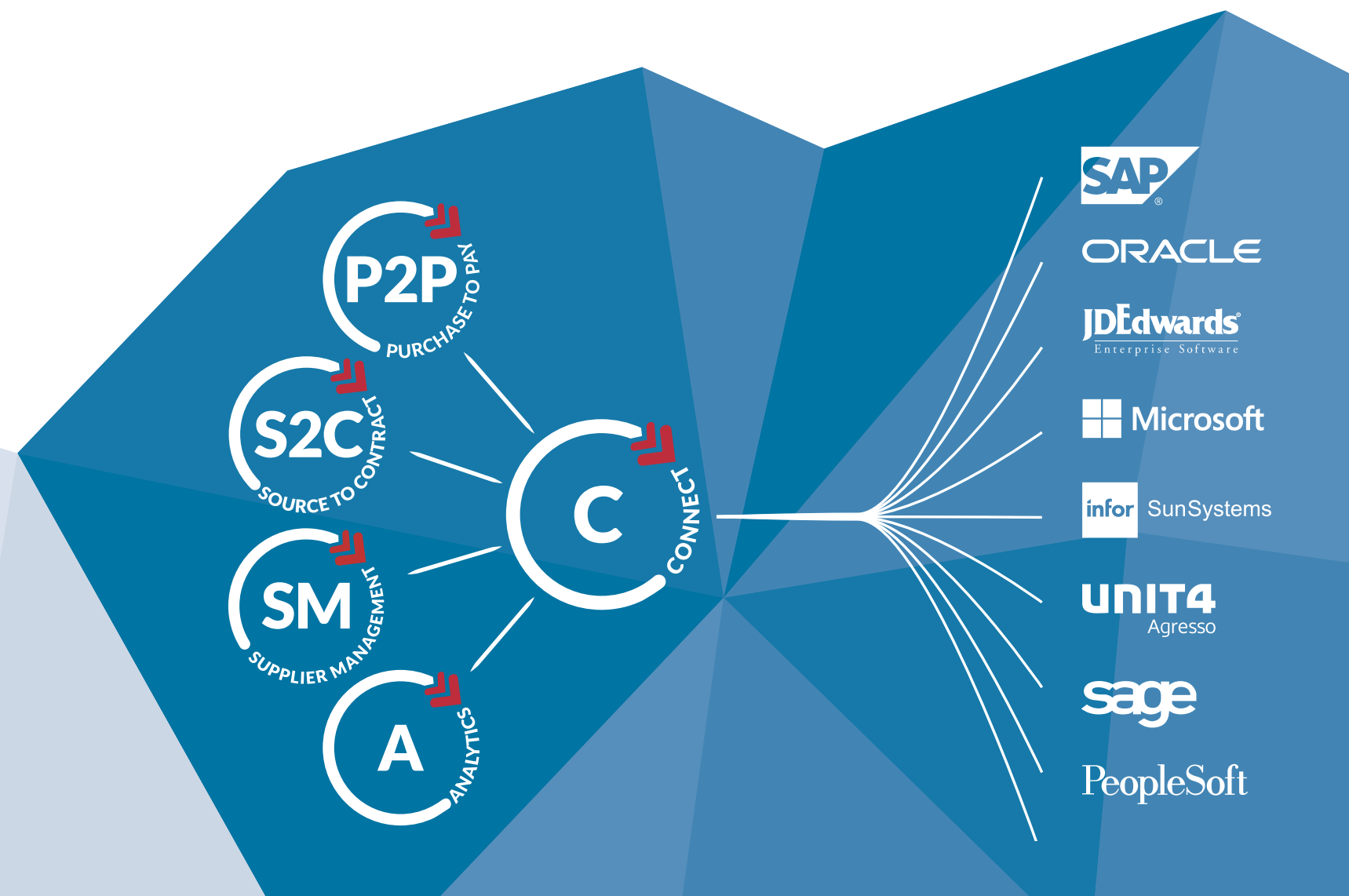
Your IT team can also leverage Connect to build interfaces between third party systems that are completely unconnected to your **web3** applications, delivering a complete middleware platform for the business to leverage in any way it pleases.

web3 can link to any relevant third party data source...

EQUIFAX®   Linked in®   dun & bradstreet

pitney bowes   facebook   twitter

...and every finance system under the sun

P2P PURCHASE TO PAY
S2C SOURCE TO CONTRACT
SM SUPPLIER MANAGEMENT
A ANALYTICS
C CONNECT

SAP
ORACLE
JDEdwards Enterprise Software
Microsoft
infor SunSystems
UNIT4 Agresso
sage
PeopleSoft

CONNECT

SERVICE
AND SUPPORT
EXCELLENCE

Whilst Source to Contract implementations can be rapidly delivered, with very little project overhead, P2P implementations are large scale projects and success is dependent on leveraging the expertise and process understanding of a team with decades of spend management implementation experience.

Wax Digital follows a highly structured project engagement and delivery programme with every customer, ensuring close engagement from a dedicated project manager and delivery team that is wholly focused on customer success.

Design

From project initiation through a series of workshops, the design element of the delivery programme focuses on developing a shared understanding of your business processes and how they are mapped to best practice **web3** configuration. Stakeholders emerge engaged, informed and invested as we deliver a design blueprint and project plan that details your delivery milestones.

Develop

Your **web3** system, put into production at the outset of the design stage, is configured by our client services delivery team who build out your business model, approvals hierarchies, financial coding and all the other facets of system setup. Our Integration Services team powers up **web3 Connect** to deliver the interfaces to your back office systems.

Your dedicated project manager is in continual contact and provides formal Highlight Reports throughout the life of the project. Testing and training get underway before moving to the next phase.

Deploy

Go live activity focuses on a number of small but critical tasks to be carried out in strict order and quick succession, from live data imports to integration activations. A detailed cutover plan covers these activities and, just as importantly, the stakeholder management and communications that are front and centre of an efficient and effective deployment.

Deliver

Handover to the Wax Digital helpdesk, a comprehensive delivery review and a roadmap for high performance procurement – driving adoption, spend under management and a keen understanding of performance against project goals – charts the path for our future relationship.
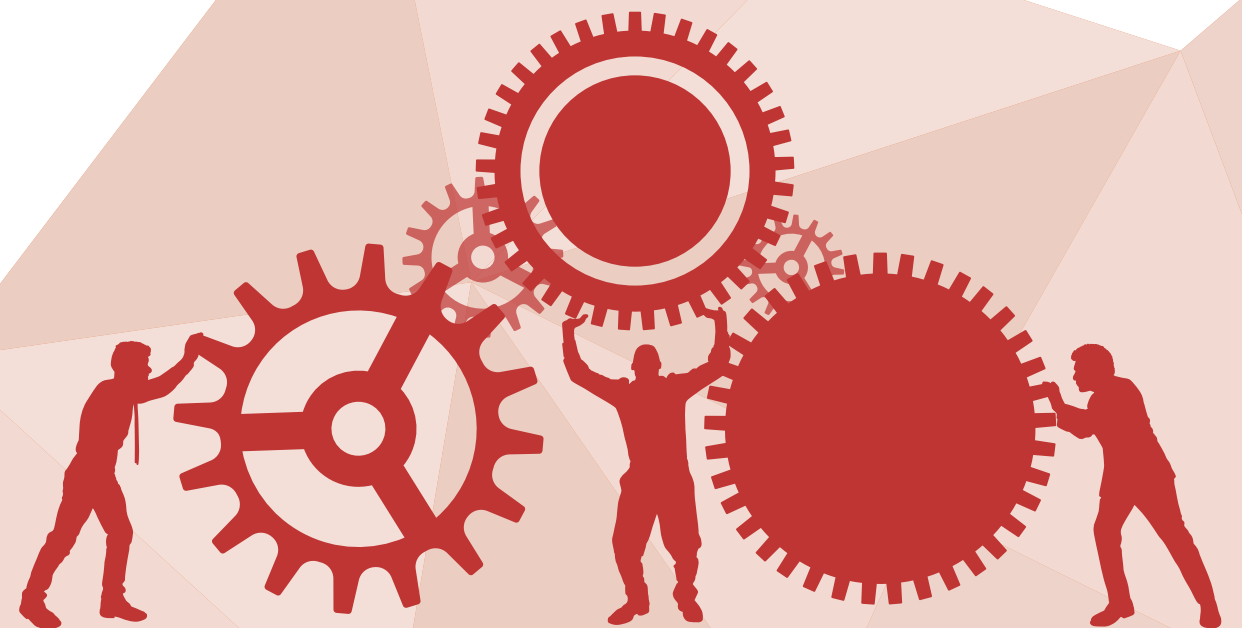
Our aim is to work with you for years and decades to come, on a journey of continual improvement that's reflected in a client retention rate of 98%.

OPERATIONAL
SUPPORT

Our aim is to deliver unbroken solution availability 24 hours a day, 365 days a year and live **web3** support standards reflect this commitment, delivering the highest level of technical and application support via state-of-the-art management processes and systems to log, track and resolve issues.

Get in touch with a support issue and it will be handled by a dedicated team of certified support engineers with deep product knowledge and the expertise to handle over 70% of inbound tickets themselves, and with direct access to the development team for the remainder. No call centres, no third parties, just great customer support from people who know what they are talking about.

And whenever you need access, wherever you are, **web3 Interaxions** our web-based customer support centre provides 24/7 self-service access for issue logging and access to service level performance statistics, updates on existing requests and a comprehensive support history.

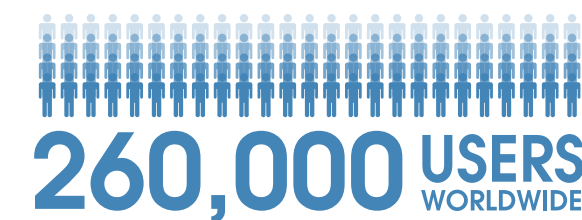# THE WORLD'S LEADING ORGANISATIONS TRUST OUR SOFTWARE

Our integrated source to pay solutions are used by organisations from a wide-range of industry sectors across the world. We pride ourselves on our experience and track record of delivering software that helps our customers achieve measurable value and success. And our 98% client retention rate shows the confidence and trust our customers have in us to help solve their procurement challenges.
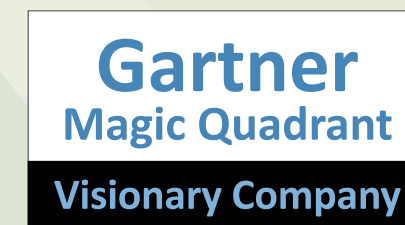
NISSAN Virgin Active WWF NHS CenterParcs CEVA hh global

Warburtons xerox BRITVIC soft drinks GUIDE DOGS Durham University

States of Jersey flybe. Dixons Carphone Mitchells & Butlers BARRATT DEVELOPMENTS PLC

EVERSHEDS BAE SYSTEMS The co-operative bank Thomas Cook

LateRooms.com electricity north west UNIVERSAL MUSIC GROUP the COVENTRY TLC not PLC NFU Mutual

"In **Wax Digital web3** we have found a system that has improved the way we do business with our supply chain across Europe and that has helped us drive significant process efficiencies, controls and savings."

Barry Wilmer, Purchase Systems Development Manager, Nissan Europe

WAX DIGITAL AT A GLANCE

SAVING TIME & MON£Y SINCE **2001**

30% ANNUAL GROWTH

£23bn SPEND UNDER MANAGEMENT

POWERING TRADE IN **102** COUNTRIES

98% CLIENT RETENTION

A GARTNER MAGIC QUADRANT VISIONARY COMPANY

260,000 USERS WORLDWIDE

18% OF TURNOVER REINVESTED IN PRODUCT DEVELOPMENT

A treble celebration!
Proud to be recognised for delivering eProcurement value and innovation to our clients.

Gartner Magic Quadrant **Visionary Company**

RED HERRING EUROPE **100** WINNER

50 TO WATCH **2016** Spend Matters ALMANAC

About Wax Digital

Wax Digital delivers the web's favourite integrated Source to Pay solutions to savings-focused organisations around the world.

Our intuitive **web3** software is deployed via the cloud to 260,000 users in over 100 countries, carrying tens of millions of transactions efficiently and securely every year.

Seamlessly integrated with back-office systems, suppliers and third party data points, **web3** creates a truly 360° spend management capability, bringing control, compliance and cost savings throughout the purchasing lifecycle.

G-Cloud | Crown Commercial Service *Supplier*

ASCB(E) Accrediting Certifying Bodies UK | IC ISO 9001

bsi. ISO/IEC 27001 Information Security Management

Microsoft Partner Gold Application Development

WA≫ DIGITAL

Wax Digital Ltd, Grafton House, Grafton St, Hyde, Cheshire SK14 2AX United Kingdom
www.waxdigital.com info@waxdigital.com
t +44 (0)161 3678375 **f** +44 (0)161 3678379