



Better Sourcing for Capturing More Spend Under Management

Our Experience & Results

Experience & Results

CombineNet for 11 years has provided a best-in-class sourcing product to help customers get more spend under management by adding enhanced capabilities to their solution environments. With the web-based CombineNet ASAP product, customers can quickly and easily create, launch, manage, and analyze sourcing events of any size, scale, or complexity.

Some quick facts about CombineNet:

- Our customers have sourced more than \$70 billion in spend through CombineNet ASAP, and have implemented approximately \$7 billion in realized savings.
- Over 95% of customers achieve 100% ROI and greater after running their first sourcing event in CombineNet ASAP.
- Pay-back savings average 10% of the spend size – often substantially higher.
- About 70% of customers use CombineNet ASAP as a complement to existing ERP, sourcing platform, and/or Transportation Management System (TMS) applications.
- CombineNet holds 16 U.S. patents for its technology and has received numerous supply chain, sourcing, and transportation/logistics industry solution awards.

Spend Categories Sourced in CombineNet ASAP

CombineNet ASAP is used by customers to get more enterprise spend under management, easily supporting a vast range of spend categories in indirect materials and services; direct materials and commodities; packaging; and transportation.

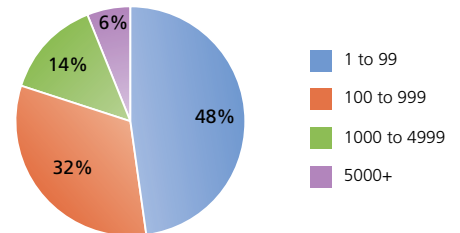
A sampling of spends from recent customer online RFPs, e-sourcing events, and sourcing scenario analytics conducted in CombineNet ASAP include:

Direct Materials & Commodities	Indirect Spend & Services	Packaging	Transportation
Absorbents Adhesives Chemicals Construction Cosmetic Solids Fats & Oils Gelatins Ingredients Liquids & Creams Soaps Pallets Paper Produce Silicones Spare Parts Steel Sugar Sunscreens Vitamins	Aerosols Appliances Capacitors Capital Expenditures Contingent Labor Diodes Displays Meetings Travel Fleet Flowerbulbs Legal Services Leaflets and Booklets Marketing & Advertising Medical Supplies Office Supplies Pallets Professional Services Resistors Semiconductors	Barrier Films Bottles Cans Cases Corrugated Flexible Films Folded Cartons Labels Vials & Tottles	Airfreight Bulk and Tanker Flatbeds Heavy Haul Intermodal LTL Ocean Rail Secure Transport Specialized Truckload
Real-World Results (Per Single Event)			
CPG Manufacturer <ul style="list-style-type: none"> • \$700 Million Spend • \$105 Million Savings (15%) 	Retailer <ul style="list-style-type: none"> • \$170 Million Spend • \$12 Million Savings (7.1%) 	CPG Manufacturer <ul style="list-style-type: none"> • \$281 Million Spend • \$42 Million Savings (15%) 	Food & Beverage Company (Truckload) <ul style="list-style-type: none"> • \$94 Million Spend • \$15 Million Savings (16%)
Food & Beverage Company <ul style="list-style-type: none"> • \$91 Million Spend • \$6.8 Million Savings (7.4%) 	Chemical Manufacturer <ul style="list-style-type: none"> • \$50 Million Spend • \$4.5 Million Savings (9%) 	Manufacturer <ul style="list-style-type: none"> • \$54.8 Million Spend • \$13.1 Million Savings (24%) 	Freight Forwarder (Air Freight) <ul style="list-style-type: none"> • \$800 Million Spend • \$50 Million Savings (6%)

Sourcing Event Sizes in CombineNet ASAP

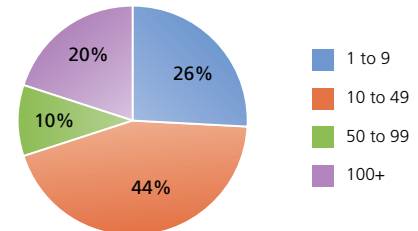
CombineNet has a long, proven history in supporting our customers' largest, more complex spend areas. CombineNet not only continues to deliver a solution for those larger events, but our customers use us extensively for smaller and routine spend areas, to improve productivity, find new untapped areas of ROI and innovation, and to standardize on best practices. Nearly half (48%) of sourcing events in CombineNet are under 100 items, and 20% are large events having more than 1,000 items (6% of which have more than 5,000 bid items).

Event Sizes: # of Items



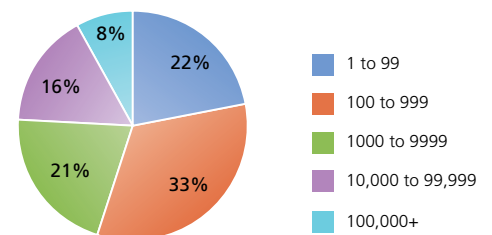
Notable is that 30% of events sourced through CombineNet ASAP have more than 50 invited suppliers, providing a centralized and automated web-based sourcing tool in which to communicate and collaborate with a large number of suppliers. The product also provides a mechanism to easily track and store all the related supplier bid data. Yet 26% of events involve fewer than 10 suppliers, further providing evidence that our customers obtain value for smaller-scale and short-listed supplier bid events.

Event Sizes: # of Suppliers



CombineNet is designed to just as easily handle and provide value for events ranging small in scale to those involving the collection of several thousands to even hundreds of thousands of individual bids. While 55% of events in CombineNet involve less than 1,000 individual bids, 24% have over 10,000 individual bids – and 8% with more than 100,000 bids per event.

Event Sizes: # of Bids Collected

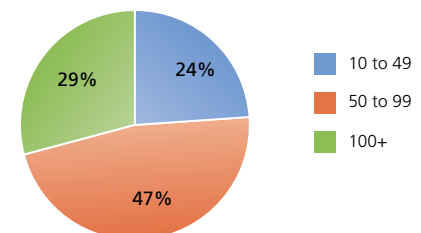


Expressive Bidding® in CombineNet ASAP

One of CombineNet's significant differentiators is our Expressive Bidding approach, which allows for the collection and analysis of not just an item's price attributes, but also non-price variables to help make buyers more informed as they make sourcing award decisions based on total value.

Many types of Expressive Bids may be collected in CombineNet, but those commonly used include Capacity (collected in 77% of events in CombineNet); Conditional Offers (collected in 34% of events); Alternate Bids (also in 34% of events); and Packaged Bids, also referred to as Bundles (in 16% of events).

Bid Attributes per Event



With the ability to now optimize sourcing decisions around a supplier's Expressive Bids, the majority of events created in CombineNet – 76% – collect at least 50 different bid attributes from suppliers, comprising both price and non-price factors for the items being sourced.

CombineNet Customer Feedback

Procter & Gamble



"CombineNet has been a valued source of technological innovation for many years and is now providing easy-to-use solutions which we believe will have broad application in our sourcing. We look forward to realizing the benefits of using this innovative platform."

- Vice President Global Purchases

The Schindler Group



Schindler

"Fleet Vehicles is a mature spend category for Schindler, one that we've strategically sourced for 10 years, and yet with CombineNet we were able to achieve excellent cost savings. We've tried other solutions that weren't capable of supporting this category, including Excel spreadsheets. Now I have a tool that works much, much better."

- VP of Purchasing Excellence & Indirects

Bayer MaterialScience AG



"As a customer of CombineNet, we receive benefits in reducing the data crunching time to a minimum and focusing on the analysis of the data by running different scenarios. In addition, it helps us to consider the service requirements of our regions."

- Lead Ocean Buyer

A.P. Møller - Mærsk A/S



"We selected CombineNet ASAP to provide us with a solution that can be adopted across multiple spend areas, particularly in complex categories. We believe it will improve our sourcing teams' capabilities in processing and simplifying the collection and analysis of bid data from our suppliers, support strategic sourcing plans, and ultimately drive more value and savings."

- Senior General Manager, Procurement Technologies.

Smithfield Foods



"Having used CombineNet for a variety of sourcing events over the past four years, the CombineNet ASAP web-based product will be leveraged by Smithfield Foods' Strategic Sourcing and Services team to improve sourcing decision-making across a range of spend categories and drive better supply chain and company performance."

- Manager of Strategic Sourcing

Viterra Australia



"Key factors in selecting CombineNet ASAP were its capabilities in supporting and optimizing sizable sourcing events with various complexities, while also enabling robust yet rapid scenario analysis."

- Strategic Sourcing Manager



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