



Expertise & Technology for  
Optimised Negotiations Online



Sourcing products and services used to be straight forward – you decided what you needed and you bought it.

It's now very different. Sourcing has become a strategic function that actively supports organisations' broader objectives.

It is just as complicated at operational level and buyers have to consider numerous factors – product specification, volume discounts, supplier location, regulation compliance, payment terms – before actually buying anything.

As the complexity of the job has increased so has the sophistication of the tools available and **Trade Extensions** is used by smart companies to help make the best sourcing decisions.

Trade Extensions provides an e-sourcing platform for organisations to run on-line negotiations and optimise the results.

Our sourcing suite covers all aspects of procurement – spend analysis; RFx; optimisation and contract management.

Ultimately we provide a powerful resource to help organisations match sourcing strategy to business strategy – it's not just a question of minimising costs.

This is easier said than done and effective strategic sourcing requires a way of collecting data and evaluating bids that can take this strategy into account. These are our strengths and will allow you to meet your strategic objectives while keeping costs to a minimum and without compromising quality.



**Our approach to data integration is simple – it's your data so you should be able to use it at every stage in any way you choose.**

**This is possible because we use one set of data for all phases of the process – spend analysis, RFX, optimisation and contract management.**

**It sounds straight forward but managing data in this way makes us unique and provides a level of data manipulation that sets us apart.**

**Your data is compatible at every stage so analysis is fast and it's easier to identify and achieve enterprise-wide buying objectives.**

Spend analysis identifies areas where it may be possible to reduce procurement costs or improve efficiency.

Manual checking and aggregation of spend data can take days and involve numerous software applications.

Our spend analysis automatically cleans and aggregates historical spend data to provide a model of spend across your organisation.

# Spend analysis



The success of any sourcing event is significantly determined by the ability to specify the information required from suppliers and the ability to collect and manage this data.

e-sourcing provides choice by making it easy to collect offers from many suppliers and our RFx process is infinitely customisable with limitless flexibility in the amount of data collected.

Flexibility also extends to the type of sourcing events we offer and we run projects ranging from auctions to simultaneous multi-round tenders that span the supply chain. Our sourcing projects also give suppliers the freedom to structure offers that exploit their own strengths instead of making offers to fit the buyer's rigid, and possibly incorrect, structure.

We pioneered the commercial application of this 'combinatorial' design in the early 2000s and used in conjunction with our world leading optimisation software it provides solutions to sourcing challenges that are impossible to achieve with traditional methods.

# Optimisation

Optimisation ultimately helps buyers make the best decisions and enables detailed analysis of the data collected at every stage of the procurement process.

A typical sourcing project will have tens of thousands of offers and millions of combinations so optimisation is essential.

**Thousands of items**

**Tens of thousands of offers**

**Millions of combinations**

Our optimiser is the best there is and buyers can run multiple scenarios that take into account as many or as few criteria as they wish and see the results in seconds.

The sophistication of our optimisation software also means the buying process is not compromised at the RFx stage by limiting the data collected. Buyers can collect the exact data they need from suppliers knowing it can be used to help inform the decision making process.

Contract management allows users to access the essential terms of contracts, headline information and renewal dates from one convenient location.

Significantly, it is possible to view contract data for all projects in one location so enterprise users can see the status of contracts across the whole organisation.

Our contract management is fully integrated with the other procurement stages which mean it is possible to respond to any operational changes that occur when a contract is running.

# Contract management

Trade Extensions provides a fully integrated suite of products that helps organisations achieve their strategic objectives through effective sourcing.

Get in touch to see how we can work together – you'll be in good company because we already work with some of the world's most respected organisations:

Coca-Cola

Kellogg's

AT Kearney

BP

Kimberly-Clark

INEOS Polyolefins

Scania

Impress

Huhtamaki

Rohm and Haas

Alcan

Danone

Schneider Logistics

Parker Hannifin

Agility Logistics

Hubwoo

Whirlpool



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