

Making e-Business Happen: Research on Solution Providers

April 2008

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Executive Summary

In the past decade, implementing systems such as eSourcing and eProcurement has become a widely accepted business practice to automate supply management activities and to develop a transparent supply chain. As organizations of all types and sizes continue to undertake strategic supply management initiatives, they should consider the best available “eSolutions” in Strategic Supply Chain Management, Procurement, Sourcing, Auctions, Supplier Management, and Contract Management. Various incentives driving strategic sourcing and “eSolution” initiatives range from lowering transaction costs to improving compliance and spend visibility in the supply chain. Automation in supply management is now viewed as necessary to effective, world-class excellence.

An organization’s selection of a provider begins with a decision for hosted/installed or on-demand solutions and ends with which features and offerings are required for their needs. The supplier landscape for the eSourcing and eProcurement market is very diverse. Calyptus researched such 39 solution providers ranging from local to global to international companies. Of the providers researched some offer specific capabilities such as eSourcing or eAuction, while others offer many elements as part of their offering suite or a comprehensive SRM offering and some that offer eSourcing and eProcurement capabilities within a collaborative product lifecycle management environment. Calyptus’ ‘Making e-Business Happen: Research on Solution Providers’ report includes a Supplier Product Assessment Matrix, an easy tool that shows worldwide supplier capabilities in the following categories: eSourcing, eProcurement/eRequisitioning, Category Management, Spend Analysis, eRFx, eAuction, Supplier Performance Management, Contract Management, and ePayables. Some of those suppliers are women-owned enterprises as well as international organizations. The matrix is followed by detailed descriptions of each provider including general company and contact information, the providers’ core functionalities, their solutions and solution features as well as a brief description of their target markets and key customers.

For more information or to obtain a full copy of the report, please contact us at info@calyptusgroup.com.

