



Business to Business e-Solutions



SOLUTION DATA SHEET
CATALOGUE SOLUTIONS

WWW.B2BE.COM

Managing catalogue and data content within your supply chain

Poor management of catalogue data and product information within your organisation is one of the leading issues associated with inappropriate inventory control, stock management and ultimately poor service delivery to your customers.

Accurate data and information will often be the root cause of excessive inventory or stock holding costs which can be associated with issues such as duplicate items and bin locations or carrying obsolete stock. This will affect supply chain order fulfilment cycles, your organisations ability to negotiate purchasing on volume discounts or rebates and your ability to margin manage sales to your customers affectively as you seek to fulfil orders outside standard buying contracts or because you're simply paying the wrong price for goods.

Incorrect data management processes within the supply chain has many flow on affects that will also fundamentally affect your bottom line and operating profitability.



Where is your organisation today?

Product master files and related content and the contracts that are set out to manage this information within the buy and sell side of an organisations is heavily reliant on a number of functions and individuals within and externally to the organisation to manage and typically this is managed poorly or at best in an ad-hoc manner.

Most organisations today don't manage supply contracts tightly so off catalogue spend occurs outside the contracts regularly, this is in part due to inefficient systems and processes which may not be rigorously enforced, utilised or available.

The lack, or misuse of systems is a fundamental reason why contracts become difficult to manage as data uploads, updates, the approval process and ongoing management of content becomes a manual process and is managed outside systems which lends itself to human error. Catalogue content and pricing becomes out of date and is reliant on the skills and availability of the resources managing this area to maintain.

“Typically organisations manage catalogue data and content in an hoc manner which exacerbates poor spend control, poor contract management and increases process errors within the supply chain.”

Typically organisations manage both buy and sell contracts in the same way, all be it by different functions and many products aren't even managed within a supply or buying agreement. Goods maybe bought from a supplier for example that aren't contracted and this may occur repeatedly so spend analysis becomes difficult to manage and report. Part numbers and other catalogue data sent or received in Sales Orders and Purchase Orders aren't accurate further exacerbates administrative issues.

Improve Customer Order Fulfilment and On-time and In-full Turnaround

Improving data content through the B2BE e-Cat content management and reporting tools ensures that data you transmit to customers or receive from suppliers is accurate, relevant and can be standardised by key attributes and coding variables which ensures that you are able to order goods from suppliers and know they will be sent accurately and on time and in turn enable you to supply goods to your customers accurately and on time.

Remove Administrative Errors and Issues

The B2BE e-Cat and content management solutions combined with B2BE's Purchase to Pay or e-Invoice solutions provide a robust environment where data and content can be managed efficiently while the administrative functionality of document exchange can be managed automatically which can also capitalise on data content to reduce errors and issues which add administration costs to processes.

Key drivers

- [Increase Purchase Visibility and Reduce Ex-catalogue Spend](#)

Effective catalogue and data content management solutions are key factors in increasing the ability of your organisation to better understand purchase spend and reduce the amount of off-catalogue spend with non-contracted suppliers.

Managing content effectively to ensure data is cleansed and maintained will provide better analysis of spend with key suppliers to ensure that when negotiating contracts volume discounts are maximised to better improve margin. The more you can purchase from a single or a small number of suppliers will help your negotiation position.

Likewise, if purchasing functions are able to purchase outside agreed contracts because systems and processes lack controls or visibility will erode this position further and may affect margin management when on-selling products to customers who will have negotiated prices with your organisation.

- [Reduce Invoicing Errors](#)

A key driver for increasing data content and catalogue accuracy is one that is often forgotten or not considered a relevant factor in managing spend and negotiating with suppliers.

If you order goods incorrectly from suppliers the supplier in good faith may amend the purchase order or simply let it pass if the mistake is in their favor. When the Invoice is sent to your organisation and is processed against the sales order and goods receipt this will cause matching errors which will require your accounts payable department to become involved at the transaction level which may lead to the creation of Debit Notes and corresponding Credit Notes.

These errors can not only affect your payment terms with the supplier and may find you in a position where you are put on stop but more importantly the longer the paper trail or the dispute drags on the more cost is associated with the transaction which means you may consume margin simply in administrative costs!

- [Standardised Content for Strategic Sourcing Initiatives](#)

Catalogue content if it is not managed accurately and systematically will make it difficult to renew contracts with suppliers. If you are not able to provide accurate and precise details about your purchasing requirements and trends then it becomes very difficult for prospective suppliers to either offer their best terms or respond accurately to tenders or requests for quotations.

Standardised catalogue data also means that supplier switching in the eventuality that one either performs poorly or is unable to supply the requested goods also makes it very difficult to manage.

Likewise, when you sell to your customers if they do not have accurate or standardised details they too will have issues ordering accurately from you as an organisation.



- Eliminate Order Issues

As with Invoice errors orders that do not contain the correct information will have a number of flow-on effects within the business which will culminate in slower delivery times and incorrect deliveries.

If information such as; part numbers, descriptions, units of measure and pricing do not match contracts set-up with suppliers purchasing staff will then have to deal with order fulfillment requirements manually while errors are rectified. This also means that if they aren't addressed correctly at a system level and either done verbally or outside the system Invoice matching rates will reduce.

Again, where customers order incorrectly from you the same process will ensue where customer services teams are rectifying problems based on poor data content.

When catalogue content and data cannot be maintained accurately the administrative requirements outside standard requirements become more onerous adding further to administrative cost and profit erosion.

- Shorten Order Fulfillment Times

As an organisation where you have clean and accurate product master file data the processing of documents sent to suppliers or from customers will mean that they can be processed with limited input from either side of the supply chain or within your organisation.

This has the net effect of reducing order fulfillment times which means goods and inventory tracking is more accurate and up to date. Customer satisfaction levels are maintained and revenue cycles are improved.

Improve Visibility and Compliance

The B2BE e-Cat enables your organisation to manage catalogues and contracts online to ensure that spend is only available to approved individuals within your organisation and is controlled based on a key range of variables which you can define and set.



- Prevent off-contract Spending with Key/Contracted Suppliers

Where systems and processes enable purchasing staff to spend outside negotiated contracts this also has a detrimental affect on both profit margin and also administration.

Spend outside negotiated contracts may not be at the best terms and purchasing staff may have limited or no visibility of contracts negotiated with clients by the sales teams. The disparity may mean that what was once a profitable transaction has become a loss.

Likewise, maintaining many suppliers within a system bears a cost administratively. Each supplier needs to be setup, terms setup within systems and then they need to be maintained.

- Reduce the Cost of Content Creation and Management

To maintain product master files and content is difficult as it maybe used in a number of different ways within the supply chain and your organisation.

Where it is also made available online to customer's data management is imperative. For example, where similar products are maintained with different attributes makes searching for products difficult or impossible.

Purchasing or contract management staff spend an inordinate amount of time being provided with data in many formats which need standardising before any comparative work can commence at the contract negotiation phase. For example, a supplier who sends through a new product master file when the contract has been re-negotiated and they have indicated there is a five percent price increase. This is usually managed through spreadsheets and external databases before it can be approved and uploaded into business system, all time consuming and prone to human error.

When you as an organisation need to provide data to customers your sales people will operate similarly, providing the customer with a spreadsheet and then trying to get the customer to update their records so the order request cycle is as error free as possible while then having to setup the contracts within your system.



- [Ensure Compliance](#)

The B2BE e-Cat solution enables buyers and sellers within the supply chain to interact with one another in real time ensuring information is managed and processed efficiently so your organisation's contracts remain relevant and up-to-date.

The e-Cat enables self fulfilment functionality, approval processes and the ability to interface with many accounting and ERP systems. Data within this environment, should you use B2BE's Purchase to Pay or e-Invoicing services can also be used to enrich and validate documents passing through the system to reduce administrative issues.

The B2BE e-Cat solution also supports punch-out capabilities so customers who don't wish to load your items within their systems can simply access our catalogue online.

The e-Cat supports contract and content management which maybe relatively simple or highly complex and can also form the basis for your online B2C presence to increase your organisations reach.

What can B2BE do for your organisation?

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Summary of B2BE's Capabilities:

- Online contract process management
- Contract review and maintenance
- Workflow and spend approval processes
- Online B2C catalogue management
- Catalogue and content management and reporting
- Integration solutions between catalogue content and interfaces with back-end ERP or accounting systems
- Catalogue self fulfilment and management processes

How does B2BE provide your organisation with catalogue and data content management solutions?

- [B2BE e-Cat](#)

The B2BE e-Cat solution is a fully outsourced and maintained solution enabling companies to manage both their buy and sell environments as a stand alone solution or as a fully integrated solution with your organisations back office systems.

The B2BE e-Cat solution is fully scalable and enables relevant parties within the supply chain to manage content by key attributes through self fulfilment functionality ensuring data can be loaded, manipulated and approved quickly with limited human intervention.

- [B2BE Transaction Delivery Network](#)

The B2BE Transaction Delivery Network (TDN) provides an automated, secure, reliable electronic document communication environment within the data content management process for catalogue and data transmission through the Internet between you and those within your supply chain or to enable interfacing with the B2BE e-Cat product and with other B2BE products.