

## LUPC E-COMMERCE GROUP MARKET UPDATE – SEPTEMBER 2016

GROUP CONVENOR: Darran Whatley, Senior Contracts Manager, LUPC

GROUP CHAIR: Chris Philpot, Head of Procurement, University of East London

### Background

On the 27<sup>th</sup> June and 5<sup>th</sup> July 2016, the LUPC hosted two presentation days at its office in 179 Tottenham Court Road.

These suppliers attended presented a short summary of their systems:

Company	Contact Name	Contact Details	Summary of Systems
ADB	Steve Quinn, Sales Director	Email <a href="mailto:steve.quinn@adb.co.uk">steve.quinn@adb.co.uk</a>  Landline Phone: 0151 482 9235	<b>Maia – Intelligent Buyer</b> Maia automatically cleanses, categorises and sources your expenditure. Maia is an AI Agent working on Big Data using Machine Learning. Maia has been trained on 10 years of procurement data and distils the intelligence and knowledge of buyers. Maia is always learning, monitoring and improving results.  <b>Supplier Marketplace</b> MultiQuote is a dynamic real-time supplier marketplace to obtain product information, pricing and availability. There are 10,000s of active sellers, competing transparently and compliantly, across all category areas ensuring fast and simple interaction between buyers and sellers.
Bravo-Solutions	Bill Bohling, Account Development Manager	Email <a href="mailto:b.bohling@bravosolution.com">b.bohling@bravosolution.com</a>  Landline Phone 020 7796 4170  Mobile 07717430576	<b>BravoAdvantage</b> includes: Savings Management, Spend Analysis, Supplier Value Management, Sourcing and Sourcing Plus, Contract Lifecycle Management, Catalogue, Purchase Management, and Invoice Management.  As LUPC's e-sourcing portal provider, significant savings are available by accessing this system under the LUPC BravoSolution Portal
Delta	Anthony Feagan Senior Business Development Manager	Email: <a href="mailto:anthony.feagan@bipsolutions.com">anthony.feagan@bipsolutions.com</a>  Land line: 0207 923 8925  Mobile:07983 521 143	<b>E-sourcing:</b> The solution comprises of modules including, Tender Manager, Supplier Manager, Contract Management suite (inclusive of Contract Register, Contract Change Control and Contract Performance), Quick Call, Workspace Manager, Buyer Portal, eAuctions and the brand new Dynamic Purchasing System (DPS).
Proactis	Christine Buckley Account Manager	Email <a href="mailto:Christine.Buckley@proactis.com">Christine.Buckley@proactis.com</a>  Land line 0207 539 2813  Mobile 07774 995665	<b>Parabilis Marketplace</b> enables an organisation's buyers to access authorised and pre-determined supplier catalogues and supplier websites, within the controls of the finance system. The Marketplace is complimentary to a finance system and integrated with it to ensure all commitments remain within it. The Marketplace is designed to provide end users with a shopping experience and interface similar to B2C, which is fast, intuitive and supports an increase in compliance with good practise and use of contracted suppliers.

Other companies who didn't present but are interested providing their systems to your organisations:

Company	Contact Name	Contact Details	Summary of Systems
QinetiQ	<b>James Pamphlion</b> , Account Manager	Email: jpamphlion@cd.QinetiQ.com  Land line 08456 520252  Mobile 07818 580298	Commerce Decisions deliver the AWARD supplier evaluation suite as a partner of Bravosolution. AWARD is particularly suited to large, high value procurements where multiple evaluation stages, geographically dispersed assessors/stakeholders and complex scoring methodologies are prevalent.  In addition, AWARD captures the decision process of every evaluator and moderator to deliver full audit trail and rich reporting capabilities, supporting an overview of user progress right through to supplier debrief. In short, AWARD provides a transparent, compliant and collaborative approach to every stage of evaluating bidders on major procurement programmes.
Science Warehouse	<b>Jamie Middle</b> Sales Manager	Email Jamie.middle@sci-ware.com  Mobile 07467 953 358	<b>Modular Offering</b> eCatalogue: Search, compare & select from over 17 million products in 3,500 categories eRequisitions: Permissions setting, workflow control and order visibility Free Format Ordering: Manually input free-text orders to all suppliers irrespective of whether they are eCatalogue enabled eInvoices: Receive and process invoices from suppliers electronically including PDF to XML Conversion

Next Steps:

If you wish to see any of these systems close up at your institution and invite your colleagues for a more in depth review of what's on offer, there may be other LUPC Members who have the same thoughts, if you contact me I can facilitate others who might like the same review.

Thank you for your time.

**Darran Whatley**

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