

# ADVANCED CATALOGUE from Marrakech



**Getting buyers and suppliers together... working smarter.**

## The Problem

Current Enterprise Resource Planning (ERP) solutions are often seen by procurement professionals as unwieldy, yet necessary systems for managing their business.

Many report difficulties in getting user buy-in. The result is behaviours such as off contract spend and retrospective purchase orders causing problems with invoice matching.

The knock-on effect is that companies:

- Do not get an accurate picture of spend across the business.
- Do not achieve the full benefit of ERP.

## The Solution

The Marrakech Advanced Catalogue product works in harmony with large corporate ERP systems, creating a web shopping experience for catalogue buyers (business users).

The web based application delivers formatted product information in an easy to navigate, configurable environment, enabling users to find, view and select the products available for purchase.

## Advanced Catalogue Benefits

### For Procurement Professionals and Your Business

- Simple integration to ERP systems – leverage benefit from ERP as well as Advanced Catalogue
- User acceptance and adoption high
- Improved visibility of spend across the business
- Opportunity to use the information gained through increased visibility and control to: reduce costs; improve contract terms and more accurately budget and forecast
- Control over spend and usage of suppliers – approved contracts, control over access to suppliers and products for different users
- Supports purchasing of items with multiple variables (e.g. lease car make, model, colour etc)
- Reduction in errors/wrongly ordered products – direct cost and time saving
- Augment supplier data from across your supply chain with your buyer specific data giving you a complete single source of information
- No supplier set up cost/joining fees
- Rapid deployment across the business, with minimal training
- Items can be purchased through catalogue without the need for a user to have an ERP licence
- Can be provided as hosted solution – low capital outlay and full knowledge of ongoing opex costs

### For the Catalogue Buyer

- Familiar web shopping look and feel
- Easy to use, quick to learn
- Common look and feel across different suppliers
- Only see products and information that is relevant to them
- Search facilities enable sourcing to meet exact requirements, alternatives and associated items
- Able to buy items with multiple variables
- Less likely to order wrong product - more efficient overall process and no need to seek advice or ask questions
- Able to access the catalogue on mobile devices or via the internet – no need to return to office or depot to order products
- Removes need for parts or product manuals



## Features for Procurement Professionals:

- Flexible set up to meet procurement needs of organisation
- Automatic workflow, event control and secure access
- Fully brandable with point and click branding kit
- Easy to set up, use and maintain product and supplier information
- Control over user views and access to products
- Flexible product information e.g. assembly codes or part numbers, descriptions and component prices
- Can allow suppliers to load data, products and prices for your approval and publishing, reducing administration
- Easy extract of data to spreadsheets to analyse information
- Changes to catalogue can be automated
- Supports multiple-languages and currencies



## Features for Catalogue Buyers:

- Familiar web shopping experience
- Easy to find the product required
- Keyword search
- Pictures of products
- Favourites/quick pick lists
- Parametric search
- Wildcard and combination search
- Display of product information can include images, CAD, links to internal resources, market features and benefits



## ABOUT MARRAKECH

Marrakech, a company of AMT-SYBEX, is a consultancy and technology provider specialising in Procure-to-Pay and Product Information Management solutions. We drive real performance improvements through the delivery of faster, more flexible access to critical business information.

We have a proven track record implementing successful eProcurement and Advanced Catalogue projects within both the private and public sectors, in organisations such as Tesco, Premier Foods, BBC, NHS PaSA and the Identity and Passport Service.



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