



Executive Overview

Increase savings

Expand participation

Improve compliance

Procurement professionals' focus is shifting from transactional/operational to strategic/sourcing. This change in focus brings a greater need for the utilization of tools and programs that will:

- equip staff with capabilities to shift from transaction based work to strategic sourcing
- adopt more centralized methods of procurement
- focus on vendor negotiations
- increase visibility of spending providing greater leverage to negotiate savings with vendors

Tonto Verde Software developed Spend Viz to provide an [affordable solution that meets the requirements and demands specific to the higher education market](#).

Spend Viz brings the hidden information in your institution's spend profile to the forefront:

- canned reports allow you to monitor participation in your programs and compliance to policies
- ad hoc reporting tools provide flexibility to develop specialized campus-specific reports

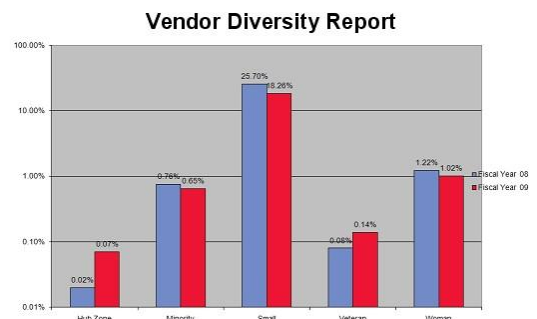
Spend Viz [transforms your spend data](#) into information that can be utilized to identify saving opportunities.

Vendor data is enriched

- Attributes supporting university-wide goals, contract status, small business classifications, preferred vendor flag, and regional information can all be tracked for each vendor.
- Supports reporting of diversity spend, contract management, preferred supplier participation, e-procurement tool utilization, and economic impact

Vendor Diversity report

- Includes, but is not limited to, minority, woman, or veteran owned businesses, hub zones, and small business options
- Monitor goals relative to small business administration



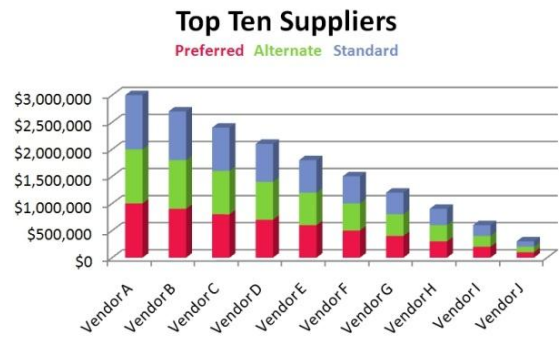
- Allows you to track and report efforts towards small business goals specific to each attribute

Contract Management

- Promotes a consistent approach to the contract process
- All information and documents are easily accessible from a single screen
- Customizable contract expiration warnings
- Contract status can be viewed based on any combination of filters including; sourcing agent, expiration date, contract stage, and supplier
- Savings associated with the contract can be represented either as a percentage or a fixed dollar amount. The savings information is linked to the [“run rate” savings report](#). This reports campus-wide savings and can be filtered to the organization, department, and account level; providing insight into the recipient of the procurement savings

Preferred Vendor Report

- Allows you to monitor campus participation in contracts
- Vendors can be specified as “preferred” for particular UNSPSC codes
- Report at any level of your organization to gauge participation on contracts and preferred vendors



E-Procurement Vendor Report

- Identifies e-procurement vendors
- Monitors the utilization of your e-procurement tools
- Provides a view into the transactional spend across vendors and which systems are being utilized (e.g. ERP system, procurement card, e-procurement, etc.)

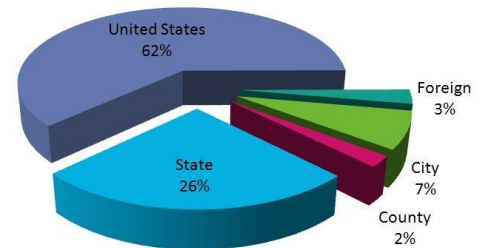
Economic Impact Report

- Grants insight into your institution’s impact on a region
- Each transactional spend record tracks vendors’ remit to zip code

Regional Profile Report

- Identifies the city, county, and adjacent counties that are associated with your campus location.
- Summarizes spending at each regional level

Simple Regional Profile



Relationship Management

Communication with suppliers and campus stakeholders is a key to successful procurement organizations. Spend Viz is equipped with relationship management tools that allow you to efficient increase your efforts in these areas:

- **Customer** Relationship Management (CRM) offers you the ability to provide segmented, timely, and relevant messages to your campus stakeholders. Messages are delivered via rich html emails and can be sent based on various customizable interests (e.g. lab supplies, technology, policy updates, general messages, etc.)
- **Supplier/Vendor** Relationship Management (SRM) provides the ability to communicate effectively and efficiently with suppliers. Messages are can be based on vendor attributes and are delivered via email and/or fax. Notifications can be established to alert vendors when certificates of insurance are near expiration.

Spend Viz is distributable and can be extended to the campus community to:

- enable the collection and analysis of procurement data campus wide
- develop reports that identify department specific spend trends and opportunities for collaborative procurement related savings
- positions the procurement department as a strategic partner on campus

If you have any questions or are
interested in more information
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