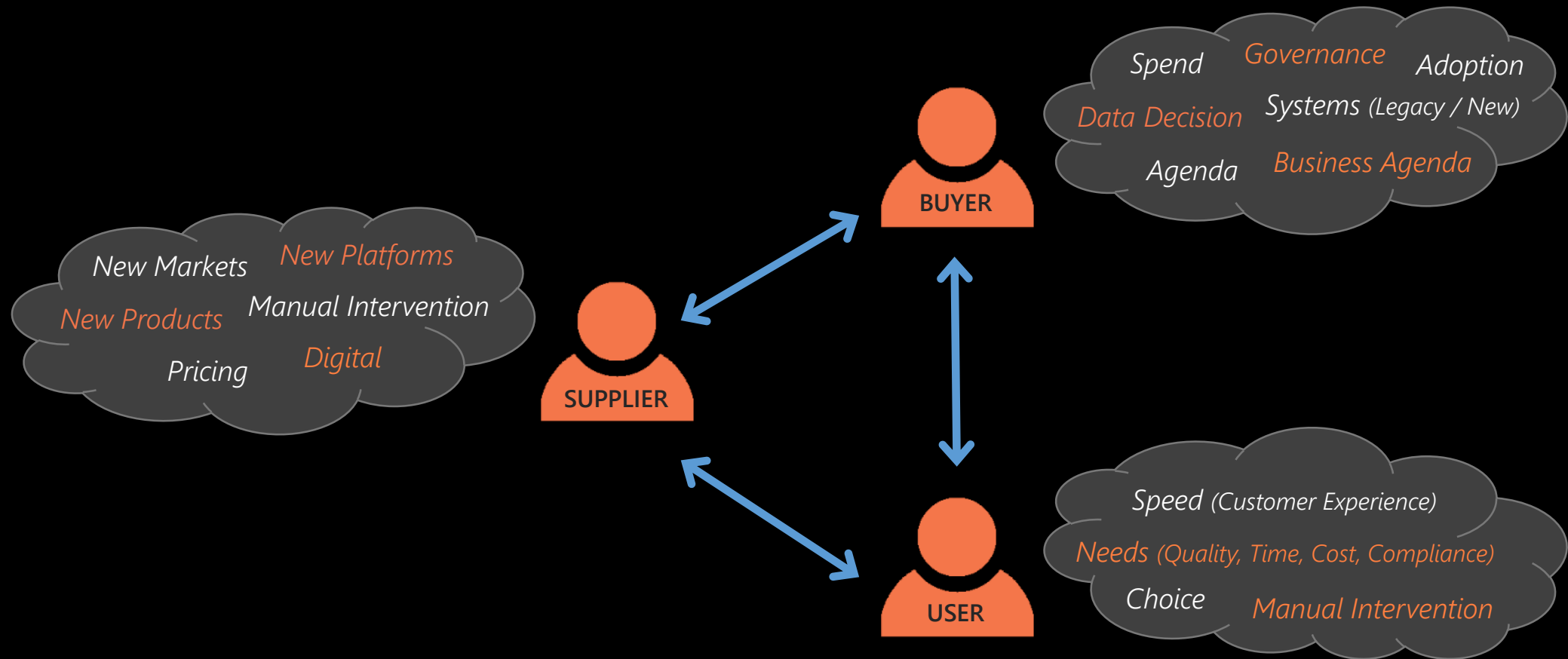




Create your own **business marketplace** for all your users and suppliers across **products and services**.

Digitise, automate and **enhance** new and existing procurement processes, working seamlessly with your existing systems.

Current procurement processes and systems are **time intensive** for Buyers and Suppliers, this results in many unnecessary interactions between the **Buyer** and the **End User (Consumer)**



Progora is a cloud based marketplace technology that makes it easy to achieve more with less



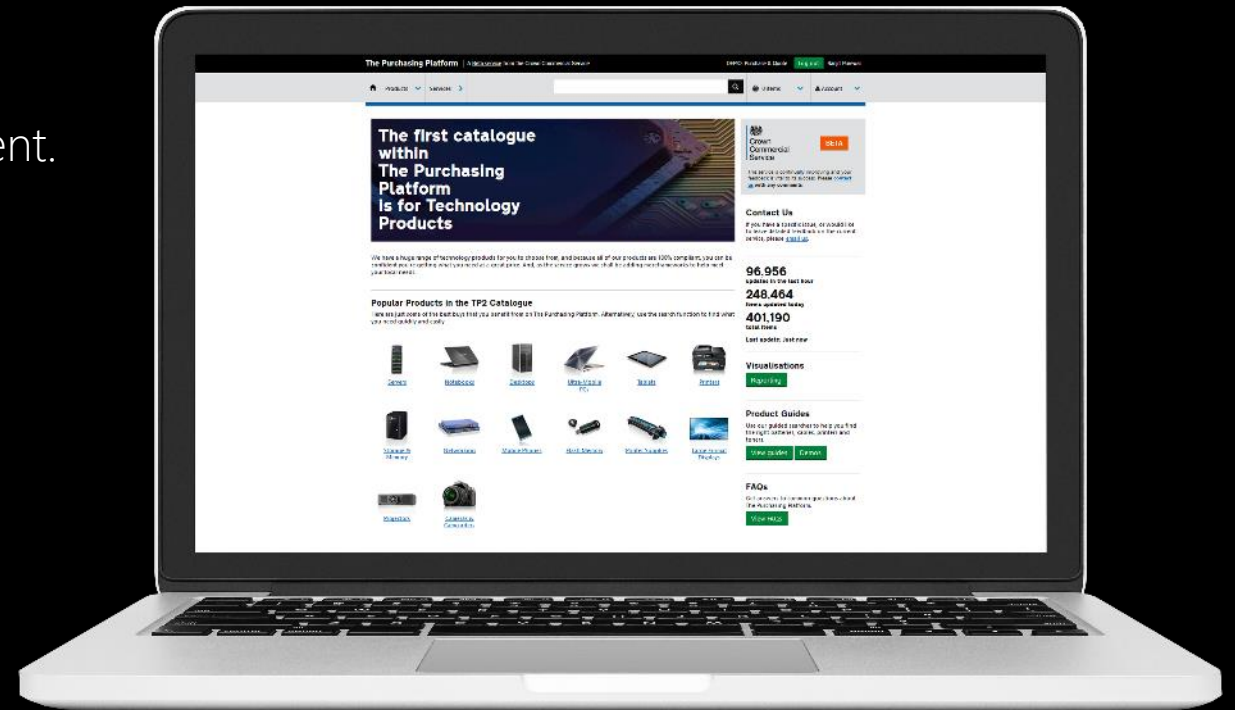
Organisations are under pressure to cut expenditure and increase service levels, you can't afford to waste budget during procurement.



Progora brings buyers and suppliers together in an innovative digital environment.



Facilitate smart purchasing with a centralised marketplace configured to your requirements and frameworks.



What does Progora really enable me to do?



Increase Productivity & Efficiency
of Buying / Finance Departments



Improve User Experiences

Roles Based (Authentication)
Guided User Journeys
UX / CX – High Fidelity
Gating & Automation
Needs Based
Better Adoption



Source & Manage Suppliers with
better Governance & Compliance

Feed & Data Management
Benchmarking
Dynamic & Flexible
Services
MI, Data Analytics
Compete Requirements



Progora is feature packed...



Real-time Price & Stock Checks

Algorithms automatically calculate the **most economical way** to purchase.



Centralised Purchasing Platform

Aggregation & automation enable you to **save money & reduce rogue procurement**.



Fast Deployment

In just **12 weeks**, you have a robust platform that simplifies purchasing & delivers cost savings.



Flexibility & Scalability

Easily add new categories, frameworks & functionality, like **guided experiences** & purchase-to-pay workflows.



Enhance Buyer – Supplier Collaboration

You foster **strong working relationships** across your supplier community, from SMEs to large businesses.



Utilise Existing Assets

Integrate with **Legacy Procurement Systems**, Finance and Purchase-to-Pay Systems.



Management Information and Analytics

Real-time spend, **price comparison** and availability, supplier performance and benchmarking.



Tail-end Spend

Control tail end spend through **dynamic catalogue management**.

Progora is feature packed...



Smart Basket Functionality

Aggregate departments, groups and companies spend through **smart basket** functionality.



Punch-in, not Punch-out

Punch in approach means users do not leave your **centralised sourcing environment**.



One-to-Many Environment

Consolidated views of preferred suppliers, off contract (e.g. Amazon) and your own internal supply catalogues.



Product and Services

Product and Services capability with guided match and rules based decision making.



Envelopment **not Complex** Integration

Envelopment of all your **existing systems and providers**.
No complex integration of existing systems and processes.



Better User Experience

High fidelity customer user experience **ensures adoption**.



Personalised Solution

Highly configurable to enable your **own development** of your marketplace for sourcing.



Global Compatibility

Multi-currency, multi-country capability.

The Complete B2B Marketplace Platform

Complete Platform

- Data Management
 - Products and Services
 - Catalogues
 - Prices
- Marketplace Functions
 - Smart Basket
 - Price Comparison
 - Rich Product Content
 - Add your own rich content
- Extensibility
 - KnowledgeKube low code platform integrated into Marketplace
 - Build any type of application
 - Build your own applications and workflow
 - Guided Advisors
 - RFX processes
 - Basket processes

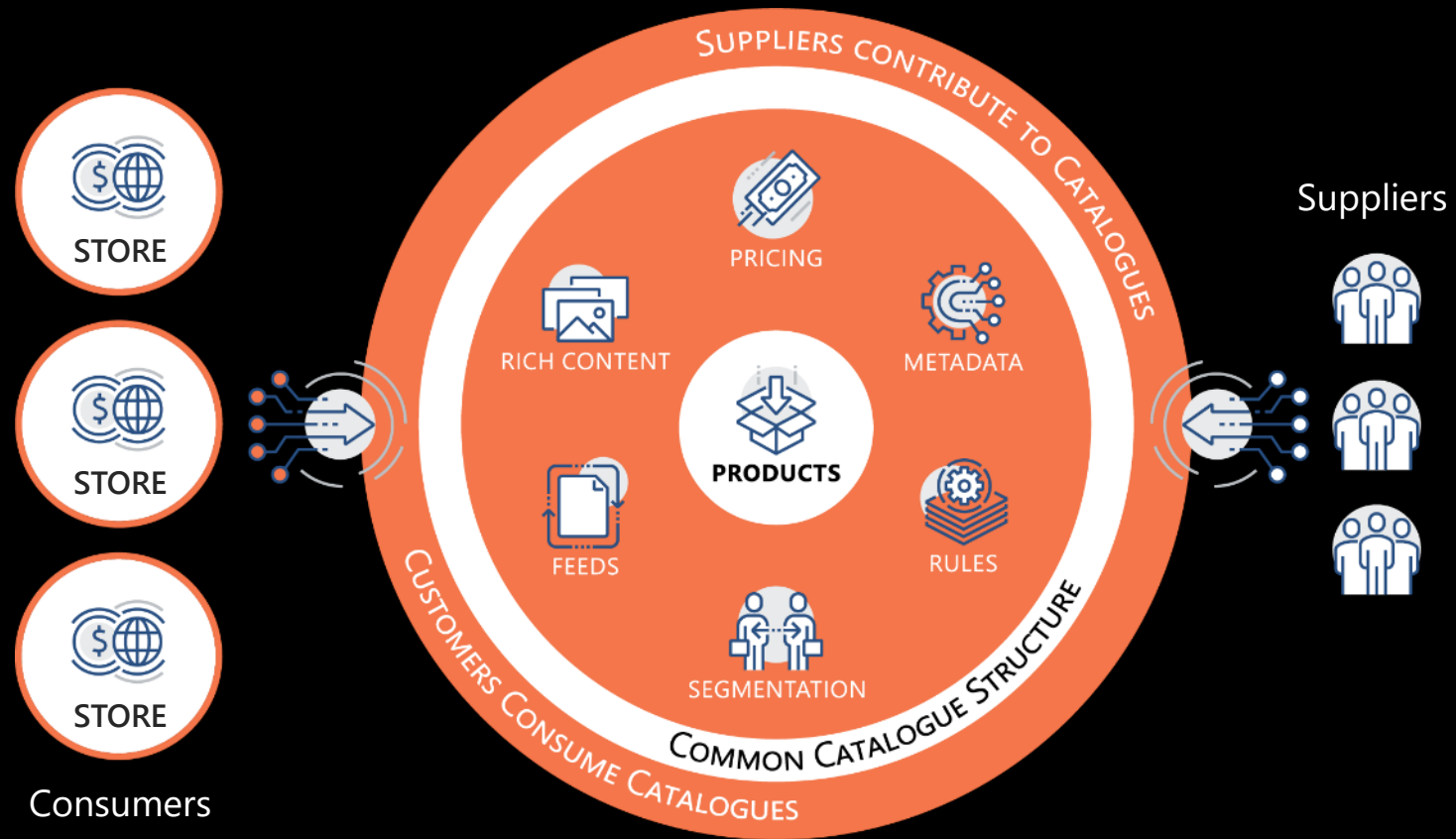
Service Orientated

- Supplier and Feed Services
- Data Processing Services
- Catalogue and Product Services
- Customer Services
- Static Data Services

Services accessible from extensibility layer

- Make the platform work for you

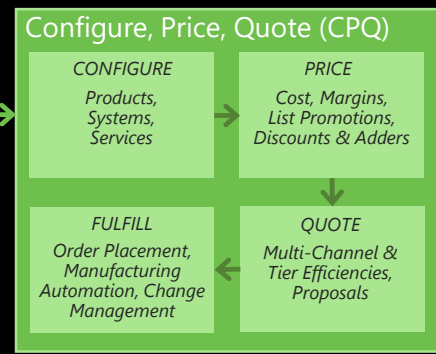
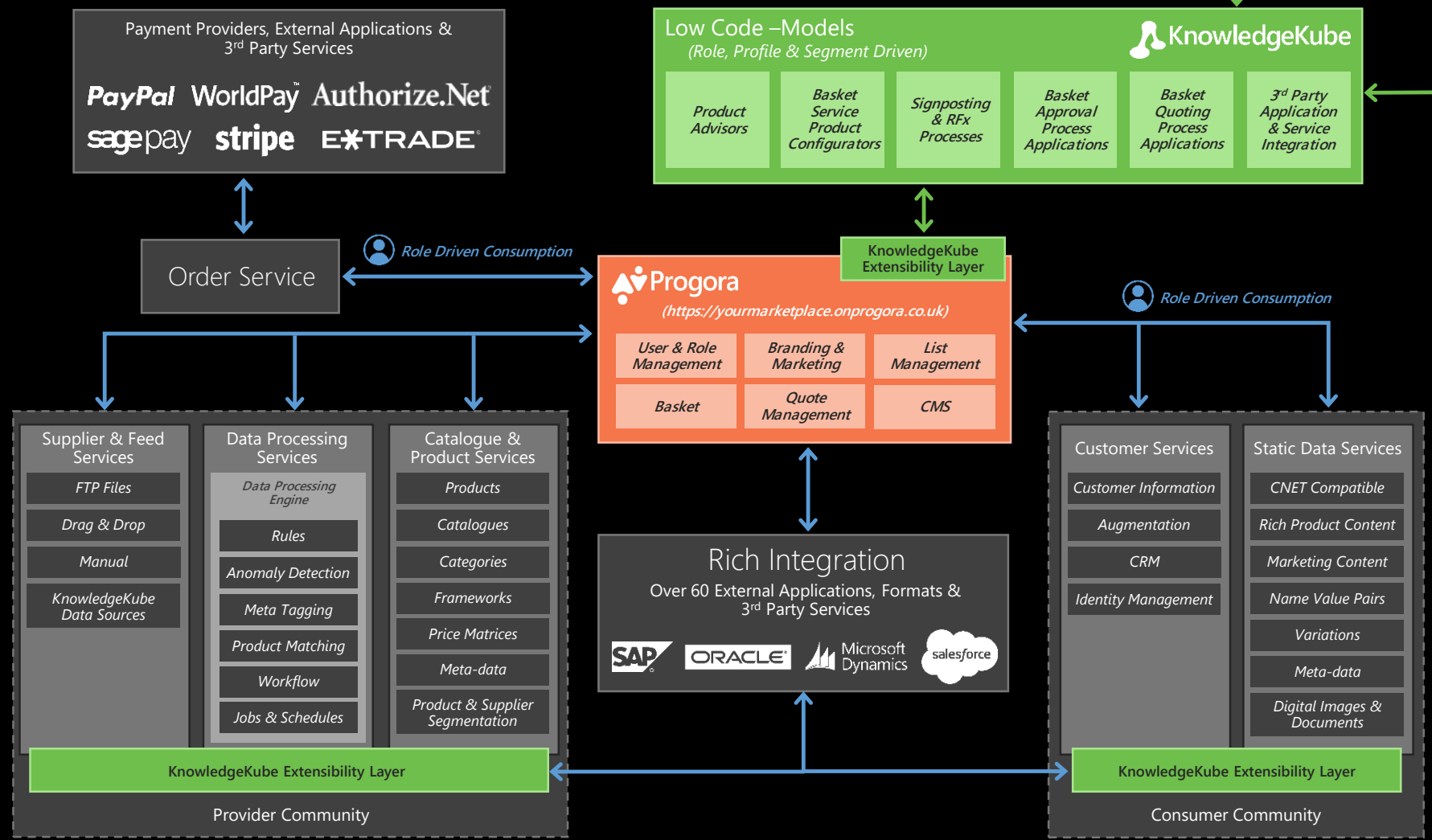
The Complete B2B Marketplace Platform



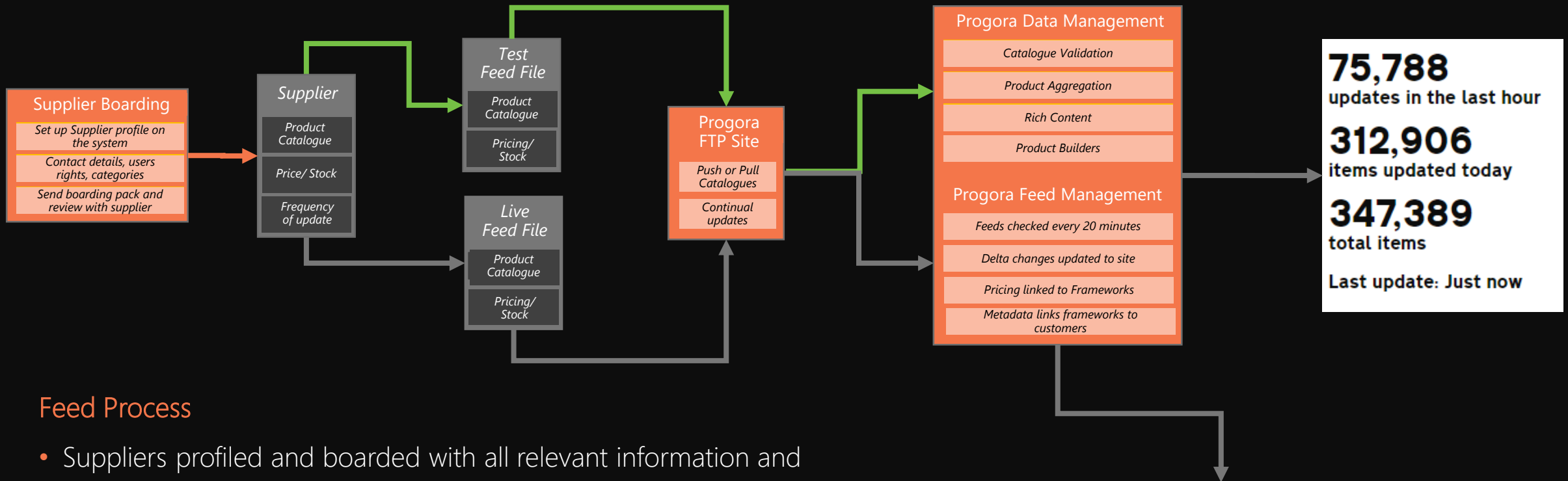
Your Community - The Marketplace Platform



(Analytics, Devops and Dashboards)



Progora Feed Management Process



Feed Process

- Suppliers profiled and boarded with all relevant information and contacts
- Test files are loaded to ensure process works
- New products pass through Data management engine before being processed and passed to the site
- Supplier can define expiry length of their pricing
- Over 10m price checks daily – fully automated

Supplier Name	Framework Name	Last Checked	Stock	Price
Supplier 1	RM3703 Office Supplies	02/10/2017 10:40:00	293	£2.66
Supplier 2	RM3733L6 TP2	10/10/2017 08:50:08	303	£3.96
CCS Benchmark Price				£3.98

Progora Product Information Management (PIM)

Probrand

File Settings View Help

Create New Import Grid Explorer Script Part Matching New Products All Products Frameworks Manage Company Create Catalogue Data Sources

Start Ingram Micro UK Ltd - Ingram Micro UK Ltd Explorer - Allied Telesis Public Sector [Allied Telesis Public Sector] Tech Data Ltd - Public sector UK C2K Import

Clear Filter Clear Grouping Search Run Rule Applied Steps

Validate Import Refresh Use Cache Safe Mode Test Mode Ignore Bad Rows

Process	SAP Material Nu...	Manufacturer M.†	Sell Price [Sellin...	currency_code	Framework	End Customer Name [Catalogue Reference(Frameworks)]	Version [Bid Ver...	UAN	Valid from [Start...	Valid to [End Da...	Max Qty	Used Qty	Product Descrip...
<input type="checkbox"/>	4617167	1AA81A4#ABU	598.2	GBP	OPG 41558577	ULSTERBUS LIMITED	012	4212600	21/08/2018 00:0...	29/01/2019 00:0...	15	0	HP Z32 - LED mo...
<input type="checkbox"/>	4617168	1AA85A4#ABU	551.36	GBP	OPG 41558577	ULSTERBUS LIMITED	012	4212600	21/08/2018 00:0...	29/01/2019 00:0...	10	0	HP Z43 - LED mo...
<input type="checkbox"/>	4163983	1CB63ET#ABU	561.25	GBP	OPG 41662876	FIELDFISHER LLP	005	4180993	04/10/2018 00:0...	28/02/2019 00:0...	50	0	HP EliteDesk 80...
<input type="checkbox"/>	4293749	1DT93ET#ABU	133.01	GBP	OPG 41635140	THE LOWELL GROUP	008	4157313	24/09/2018 00:0...	10/03/2019 00:0...	80	0	HP Elite 90W Th...
<input type="checkbox"/>	4556990	1EP77EA#ABU	939.6	GBP	OPG 41540244	CAMBRIDGESHIRE POLICE	014	4119174	13/08/2018 00:0...	31/03/2019 00:0...	8	0	HP EliteBook 10...
<input type="checkbox"/>	4676785	1EP86EA#ABU	1244.39	GBP	OPG 41540244	CAMBRIDGESHIRE POLICE	014	4119174	13/08/2018 00:0...	31/03/2019 00:0...	9	0	HP EliteBook 10...
<input type="checkbox"/>	4432399	1FH45AA#ABU	114.38	GBP	OPG 41113853	ENGIE	075	4066477	16/02/2018 00:0...	31/01/2019 00:0...	80	0	HP EliteDisplay ...
<input type="checkbox"/>	4432399	1FH45AA#ABU	114.38	GBP	OPG 41889935	ENGIE	003	4293877	11/01/2019 00:0...	10/01/2020 00:0...	80	0	HP EliteDisplay ...
<input type="checkbox"/>	4425097	1FH45AT#ABU	111.79	GBP	OPG 41515630	FIELDFISHER LLP	008	4102895	01/08/2018 00:0...	08/04/2019 00:0...	50	0	HP EliteDisplay ...
<input type="checkbox"/>	4425097	1FH45AT#ABU	111.79	GBP	OPG 41558577	ULSTERBUS LIMITED	012	4212600	21/08/2018 00:0...	29/01/2019 00:0...	23	0	HP EliteDisplay ...
<input type="checkbox"/>	4425097	1FH45AT#ABU	111.79	GBP	OPG 41757013	TTT MONEVCORP LIMITED	003	4273401	12/11/2019 00:0...	01/02/2019 00:0...	100	0	HP EliteDisplay ...
<input type="checkbox"/>	4425097	1FH45AT#ABU	111.79	GBP	OPG 41852199	TTT MONEVCORP LIMITED	007	4307588	18/12/2018 00:0...	07/03/2019 00:0...	100	0	HP EliteDisplay ...
<input type="checkbox"/>	4432402	1FH46AA#ABU	106.75	GBP	OPG 41113853	ENGIE	075	4066477	16/02/2018 00:0...	31/01/2019 00:0...	16	0	HP EliteDisplay ...
<input type="checkbox"/>	4432402	1FH46AA#ABU	106.75	GBP	OPG 41889935	ENGIE	003	4293877	11/01/2019 00:0...	10/01/2020 00:0...	80	0	HP EliteDisplay ...
<input type="checkbox"/>	4425094	1FH46AT#ABU	106.75	GBP	OPG 41113853	ENGIE	075	4066477	16/02/2018 00:0...	31/01/2019 00:0...	355	0	HP EliteDisplay ...
<input type="checkbox"/>	4425094	1FH46AT#ABU	127.36	GBP	OPG 41515630	FIELDFISHER LLP	008	4102895	01/08/2018 00:0...	08/04/2019 00:0...	50	0	HP EliteDisplay ...
<input type="checkbox"/>	4425094	1FH46AT#ABU	125.11	GBP	OPG 41540244	CAMBRIDGESHIRE POLICE	014	4119174	13/08/2018 00:0...	31/03/2019 00:0...	321	0	HP EliteDisplay ...
<input type="checkbox"/>	4425094	1FH46AT#ABU	119.4	GBP	OPG 41558577	ULSTERBUS LIMITED	012	4212600	21/08/2018 00:0...	29/01/2019 00:0...	25	0	HP EliteDisplay ...
<input type="checkbox"/>	4425094	1FH46AT#ABU	132.57	GBP	OPG 41807644	SCHOOLS OPG FOR MM LONDON	005	4256702	30/11/2018 00:0...	31/01/2019 00:0...	500	0	HP EliteDisplay ...
<input type="checkbox"/>	4425094	1FH46AT#ABU	132.57	GBP	OPG 41808062	SCHOOLS OPG FOR MM SOUTH OF ENGLAND	005	4256703	30/11/2018 00:0...	31/01/2019 00:0...	500	0	HP EliteDisplay ...
<input type="checkbox"/>	4425094	1FH46AT#ABU	132.57	GBP	OPG 41808106	SCHOOLS OPG FOR MM NORTH OF ENGLAND	005	4256704	30/11/2018 00:0...	31/01/2019 00:0...	500	0	HP EliteDisplay ...
<input type="checkbox"/>	4425094	1FH46AT#ABU	132.57	GBP	OPG 41808534	SCHOOLS OPG FOR MM NORTH, MIDLANDS AND WAL...	005	4256705	30/11/2018 00:0...	31/01/2019 00:0...	500	0	HP EliteDisplay ...
<input type="checkbox"/>	4425094	1FH46AT#ABU	132.57	GBP	OPG 41808204	SCHOOLS OPG FOR MM DUMMY ENGLAND COLLEGE	005	4256706	30/11/2018 00:0...	31/01/2019 00:0...	500	0	HP EliteDisplay ...
<input type="checkbox"/>	4425094	1FH46AT#ABU	132.57	GBP	OPG 41808593	SCHOOLS OPG FOR MID MARKET WEST OF ENGLAND ...	005	4256707	30/11/2018 00:0...	31/01/2019 00:0...	500	0	HP EliteDisplay ...
<input type="checkbox"/>	4425094	1FH46AT#ABU	106.75	GBP	OPG 41889935	ENGIE	003	4293877	11/01/2019 00:0...	10/01/2020 00:0...	3200	0	HP EliteDisplay ...
<input type="checkbox"/>	4423970	1FH47AT#ABU	125.7	GBP	OPG 41515630	FIELDFISHER LLP	008	4102895	01/08/2018 00:0...	08/04/2019 00:0...	50	0	HP EliteDisplay ...
<input type="checkbox"/>	4423970	1FH47AT#ABU	125.7	GBP	OPG 41558577	ULSTERBUS LIMITED	012	4212600	21/08/2018 00:0...	29/01/2019 00:0...	25	0	HP EliteDisplay ...
<input type="checkbox"/>	4423970	1FH47AT#ABU	125.7	GBP	OPG 41807644	SCHOOLS OPG FOR MM LONDON	005	4256702	30/11/2018 00:0...	31/01/2019 00:0...	500	0	HP EliteDisplay ...
<input type="checkbox"/>	4423970	1FH47AT#ABU	125.7	GBP	OPG 41808062	SCHOOLS OPG FOR MM SOUTH OF ENGLAND	005	4256703	30/11/2018 00:0...	31/01/2019 00:0...	500	0	HP EliteDisplay ...
<input type="checkbox"/>	4423970	1FH47AT#ABU	125.7	GBP	OPG 41808106	SCHOOLS OPG FOR MM NORTH OF ENGLAND	005	4256704	30/11/2018 00:0...	31/01/2019 00:0...	500	0	HP EliteDisplay ...
<input type="checkbox"/>	4423970	1FH47AT#ABU	125.7	GBP	OPG 41808534	SCHOOLS OPG FOR MM NORTH, MIDLANDS AND WAL...	005	4256705	30/11/2018 00:0...	31/01/2019 00:0...	500	0	HP EliteDisolav ...

Information File Source Data Scripts Configuration

The details below describe the Feed Owner:

Tech Data Ltd
Is Supplier (Can add aliases to parts)

The Feed Status is listed below:

Contents Last modified : 24/01/2019 01:50:00 (0 days ago.)

Previous filedate : 24/01/2019 01:50:00

File no newer than previous import.

View History of this process View History for this Company Force this to Reload on next Run

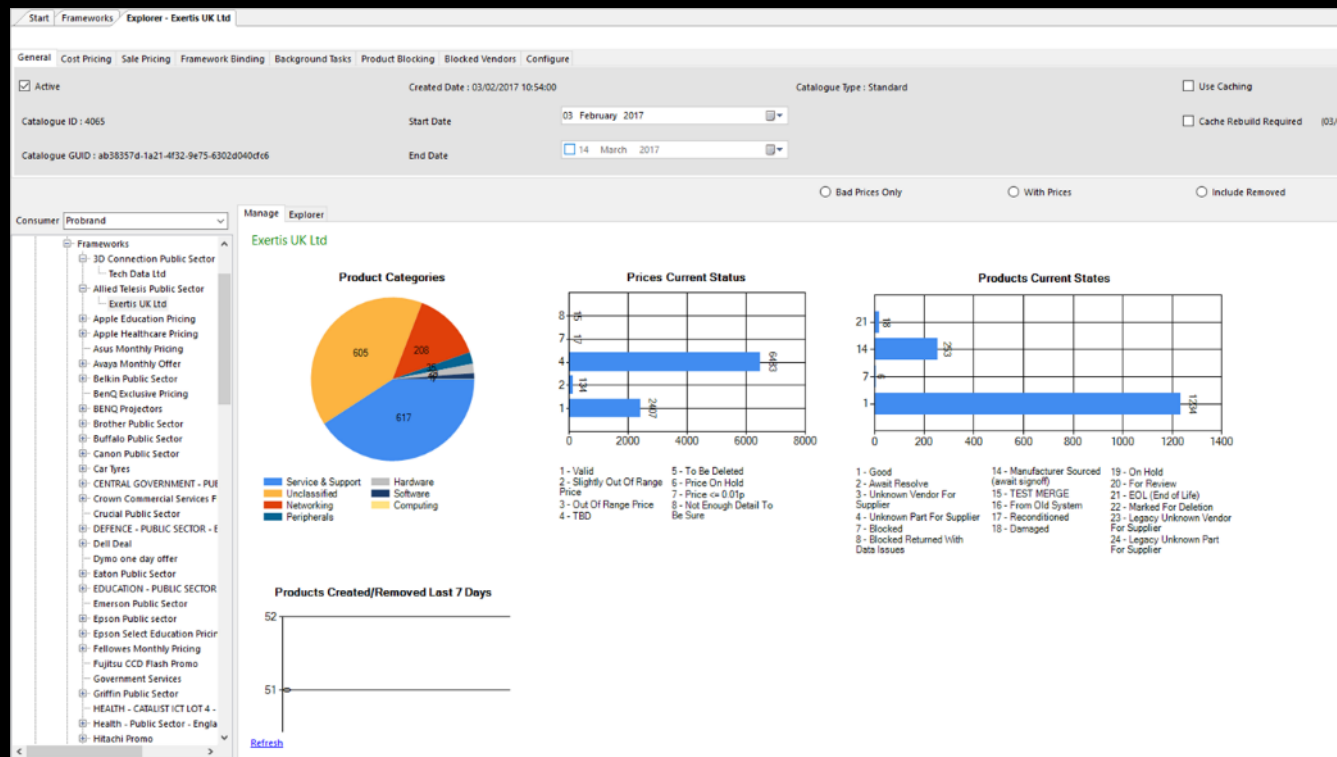
Running Probrand Feed Control Version 1.9.4.1 Copyright © 2006-2019 Mercato Solutions Ltd 484 records

Product Information Management (PIM)

Mercato's PIM solution provides an **enriched data** management service for catalogue products and configured solutions covering all category types.

Powerful **supply chain management** tools provide buyers with the relevant content and real time pricing and stock levels to make informed procurement decisions.

- Supplier & Catalogue Management
- Product Management
- Community benefits



Product Information Management (PIM)

- Supplier & Catalogue Management
 - Supplier boarding and feed management
 - Data management and aggregation
 - Auto-allocation of rich content
 - Health & hygiene data mgt. processes
 - Customer and vertical specific products & prices
- Product Management
 - Key attribute data and categorisation
 - Rich content
 - Multiple images
 - Extended descriptions & specification
 - Documents and videos
- Community benefits
 - Simple supplier engagement (local SME's)
 - Standardised product content
 - Improved search and rich data
 - Competitive "live" marketplace platform

The screenshot shows a software interface with a sidebar menu on the left containing categories like 'Main Catalogue', 'Delivery', 'Other', 'IT', 'Computing', 'Displays & Projectors', 'Printing', 'Storage & Memory', 'Networking', 'Peripherals', 'Service & Support', 'Software', and 'Sound & Vision'. The main area displays product details for 'Gigabyte BRIX GB-BXBT-2807' and a 'Supplier Prices' table.

Supplier	Supplier Part Code	Price	Price Type	A	Price Last Changed	Stock	Stock Last Changed	Updated Date	Start Date	End Date	Previous Price
1 CMS Peripherals Ltd	114957[Gigabyte]	£82.76	Supplier Feed	Yes	04/03/2017 05:01:11	94	13/03/2017 22:12:04	13/03/2017 22:12:29	13/03/2017 22:12	16/03/2017 22:12	£82.76
1 Ingram Micro UK Ltd	E081741[GIGA-BYTE]	£95.78	Supplier Feed	Yes	14/03/2017 06:30:33	0	14/03/2017 06:30:33	14/03/2017 07:15:56	14/03/2017 07:15	17/03/2017 07:15	£95.77
1 Enta Technologies Ltd	GA-GB-BXBT-2807[Gigabyte]	£77.25	Supplier Feed	Yes	14/03/2017 13:50:24	285	14/03/2017 13:50:24	14/03/2017 14:41:19	14/03/2017 14:41	18/03/2017 14:41	£77.25

Supplier Name	Framework Name	Last Checked	Stock	Price
Supplier 1	RM3703 Office Supplies	05/06/2017 07:16:00	44	£25.60
Supplier 2	RM3703 Office Supplies	10/04/2017 11:11:00	10	£32.61
Supplier 3	RM3733L6 TP2	05/06/2017 07:19:00	1	£39.65
Supplier 4	RM3733L6 TP2	31/05/2017 09:39:00	0	£58.55
Supplier 5	RM3733L6 TP2	02/06/2017 07:01:00	44	£59.50
CCS Benchmark Price				£60.25
Supplier 6	RM3733L6 TP2	05/06/2017 07:30:00	44	£60.62
Supplier 7	RM3733L6 TP2	05/06/2017 07:44:00	44	£61.86
Supplier 8	RM3733L6 TP2	02/06/2017 13:29:35	58	£62.68
Supplier 9	RM3733L6 TP2	05/06/2017 05:59:00	13	£62.95
Supplier 10	RM3733L6 TP2	05/06/2017 07:44:00	44	£63.00
Supplier 11	RM3733L6 TP2	01/06/2017 09:41:00	44	£63.57
Supplier 12	RM3733L6 TP2	05/06/2017 07:32:00	45	£64.10
Supplier 13	RM3733L6 TP2	04/06/2017 07:04:00	3	£64.96
Supplier 14	RM3733L6 TP2	05/06/2017 07:20:00	44	£69.38
Supplier 15	RM3703 Office Supplies	30/05/2017 12:41:53	15	£93.61



Offers a high fidelity user experience to ensure total adoption, combined with the ability to digitise manual and complex supply chain scenarios to **increase user productivity**.

Don't punch out – punch in, to **maintain ultimate user experience and gain deep analytics and management information, enabling you to flexibly and dynamically build better procurement strategies.**

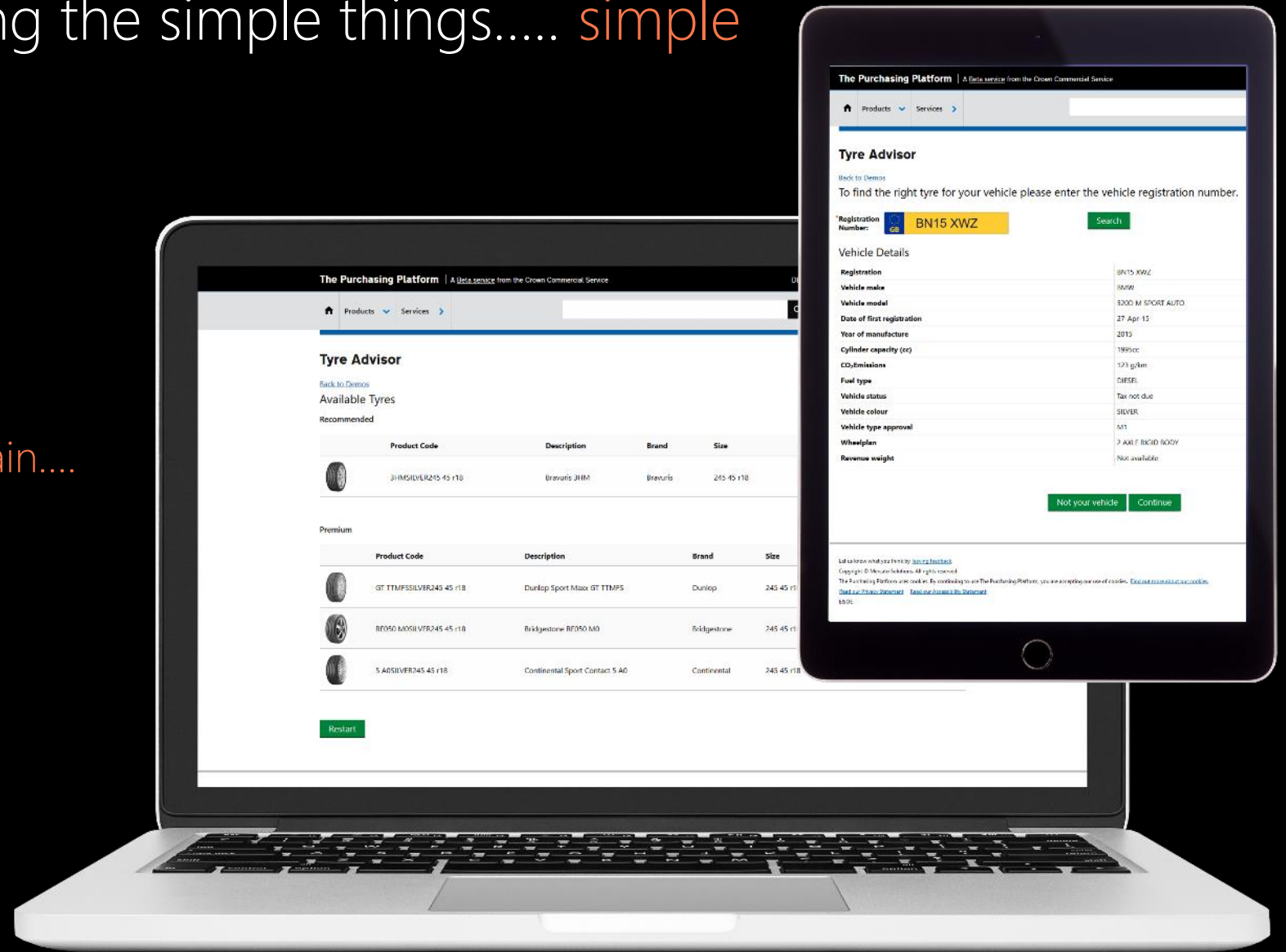
- Digitise and manage compliance and governance to reduce rogue spending
- Identify trends and new supplier categories**
- Manage multiple catalogues easier
- Provide role based procurement**
- On-board your suppliers faster
- Benchmark suppliers better**

Guided Experiences, making the simple things..... simple

Because of the **rapid extensibility** Progora offers, we can do just that...

Make the simple things..... **simple again....**

And with better usability and easier buying experiences...comes better user adoption...



Legacy Systems

We understand organisations have existing systems and **legacy** data...

We know the **frustration** mammoth and legacy systems bring...

...the lack of, or **high cost** of extensibility and future-proofing.

Unoptimised processes and **inefficient** daily tasks.



Progora is different, offering **envelopment**, not complicated integration of your existing systems and providers.

We are able to do this through...



A **platform envelopment solution** that combines the best of your existing systems and processes for a seamless user experience for both suppliers and clients.

Digitise, streamline and automate any current workflow or process using KnowledgeKube our unique integrated technology.



True '**punch in**' design to have control and flexibility of choice married with a high fidelity experience for users.

Real time analytics and management information including benchmarking, supplier performance with decision engineering.



Deal with **complex supply** chains irrespective of them being product or service orientated.

What are the **Benefits** for You?

- ✓ **Greater Purchasing Control**
 - Better compliance.
 - Increased quality of service.
- ✓ **Increased Business Productivity**
 - Joined up supply chains – services and products.
 - Guided experiences and matches.
 - User self service, less demand on sourcing and category management.
- ✓ **Cost Reduction**
 - Management Information, and Analytics in real-time.
 - Flexibility to drive a marketplace with integrated basket options.
 - Unit price reduction.
- ✓ **Sourcing Transformation**
 - New supply chain options and connections.
 - Support multi company, multi group internal trading.

What are the Benefits for You?



Functionality	User	Supplier	Buyer	Progora	KnowledgeKube	Benefits
Centralised Purchasing Platform	✓	✓	✓	✓		No need for multiple sites or systems to procure.
Standardised Supply Chain		✓	✓	✓		Aggregation, price comparison, simple engagement (SME's).
Competitive Supplier Environment	✓	✓	✓	✓		Drive pricing down, especially when used with the Analytics and Summary of the overall spend / opportunity.
Reporting and Analytics	✓	✓	✓		✓	Role based Analytics provides Summary or detailed view of procurement.
Order Approval and Compliancy	✓	✓	✓		✓	Configurable Workflows to manage roles, compliancy and approval levels.
Configurable 'Smart Basket' Rules		✓	✓		✓	Basket rules may vary by product / service or value. Basket rules can be defined to suit the various Customer Journeys.
Role Driven Purchasing Control	✓	✓	✓	✓	✓	Quote / Buy / Product Set / Spend Limits can all be driven by role.
Integration of Legacy Systems or Processes		✓	✓		✓	Use existing assets and processes to save money and upheaval of users learning new systems – digitise, not re-invent (<i>Unless Required</i>).
Real-time Pricing and Stock Levels	✓	✓	✓	✓		Price and Stock Levels change daily, provides access to latest information without having to contact or check suppliers, unlike flat ERP catalogues.
Guided Advisors, Digital Pre-Sales	✓	✓	✓		✓	Select the right product to meet your needs, not the needs of the sales person. De-skill the product selection process or digitise Pre-Sales Support.
Price Comparison		✓	✓	✓	✓	Aggregation of supplier prices means easier comparisons, compared to traditional catalogues. Comparison Grids can be utilised for both products and services. Drive pricing down by targeting high prices suppliers.
Enhanced Product Content and Guides	✓	✓	✓	✓		Enhanced and standardised product content allows users to make informed decisions with all required information in one location (<i>no need to go to multiple vendor websites or other suppliers</i>)
Benchmarking		✓	✓	✓		Helps users buy with confidence, no need for additional checks. Giving suppliers visibility of the benchmark, increases competition and drives the price down. Can be set at any calculated value to meet the business.
Commodity Items, Products or Services	✓	✓	✓	✓	✓	Catalogues not limited to products and commodity items, services and solutions can be configured and defined into commodity items, allowing consumption by ERP or Finance Systems.



www.progora.co.uk