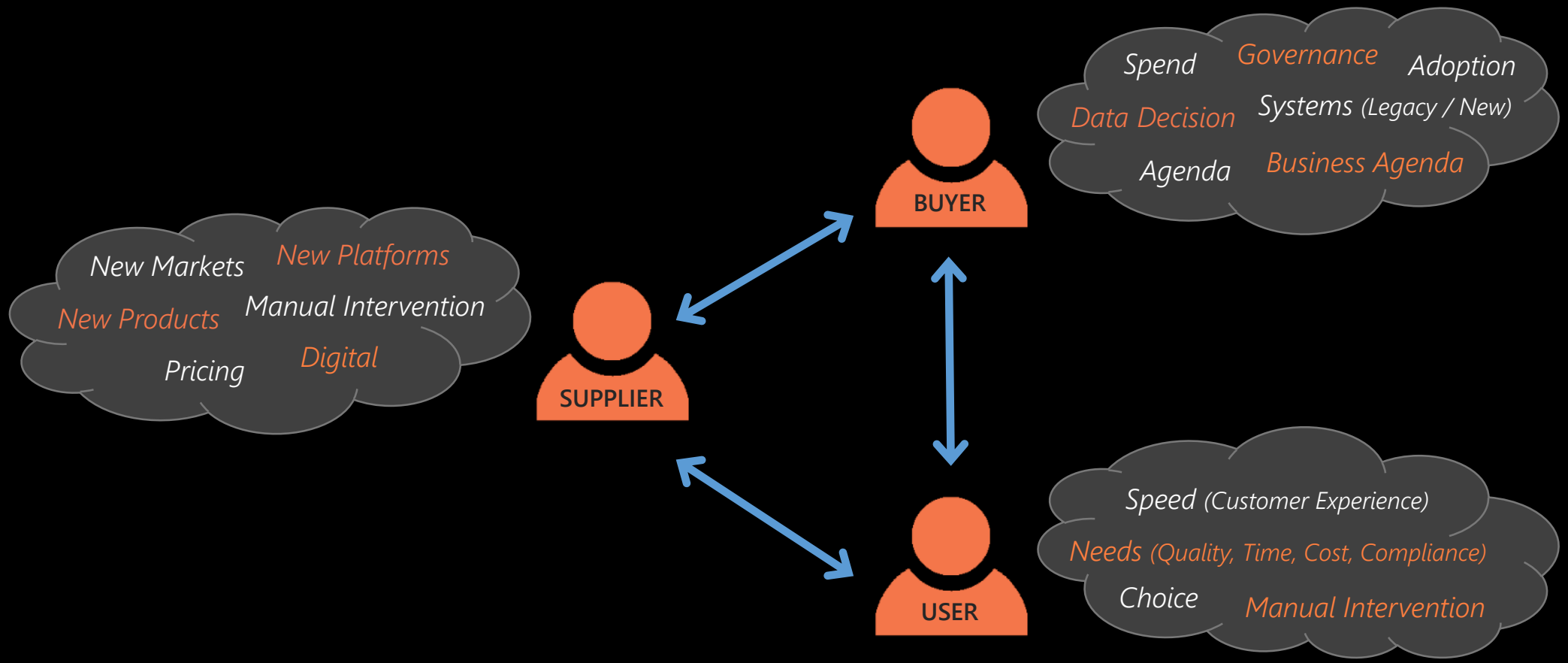
Progora
Create your own business marketplace for all your users and suppliers across products and services.
Digitise, automate and enhance new and existing procurement processes, working seamlessly with your existing systems.

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)*



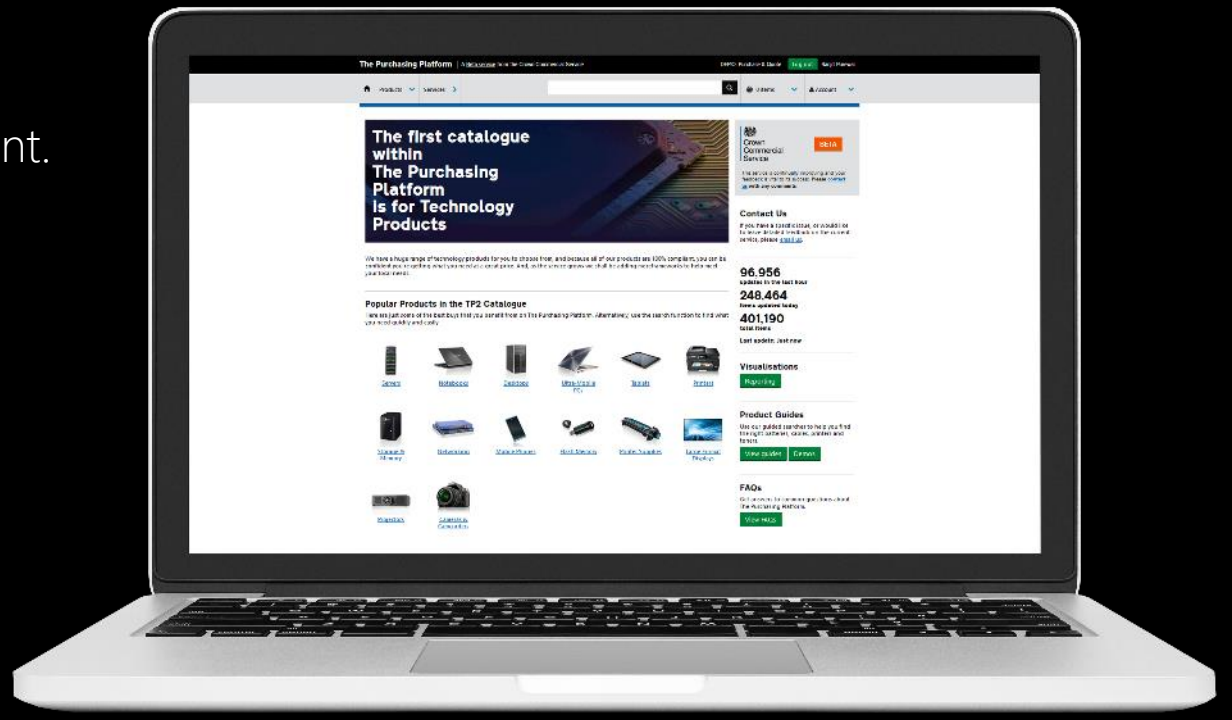
Progora

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.



Progora

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

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.

Progora

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

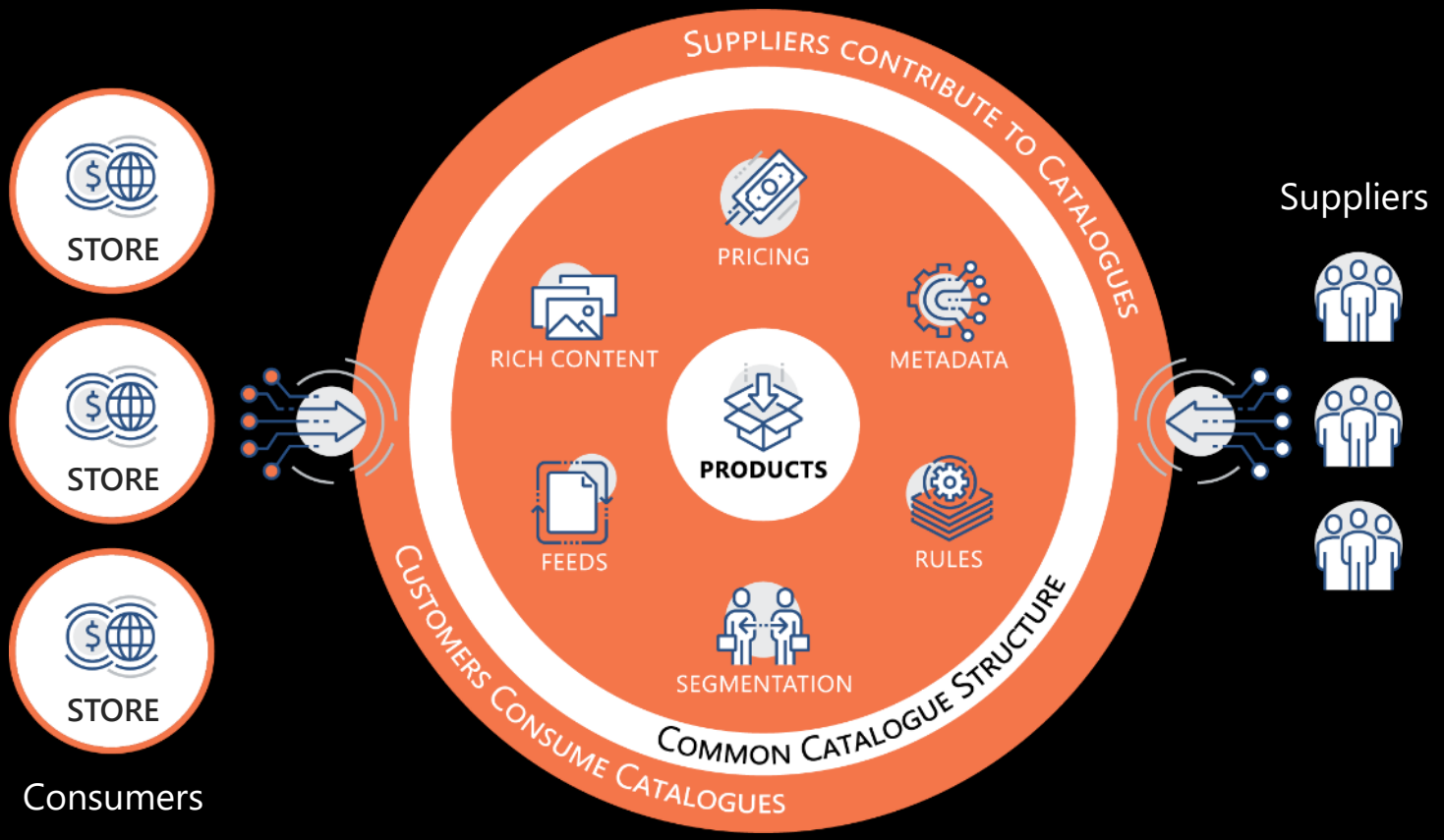
- Supplier and Feed Services
- Data Processing Services
- Catalogue and Product Services
- Customer Services
- Static Data Services

Services accessible from extensibility layer

- Make the platform work for you

Progora

The Complete B2B Marketplace Platform



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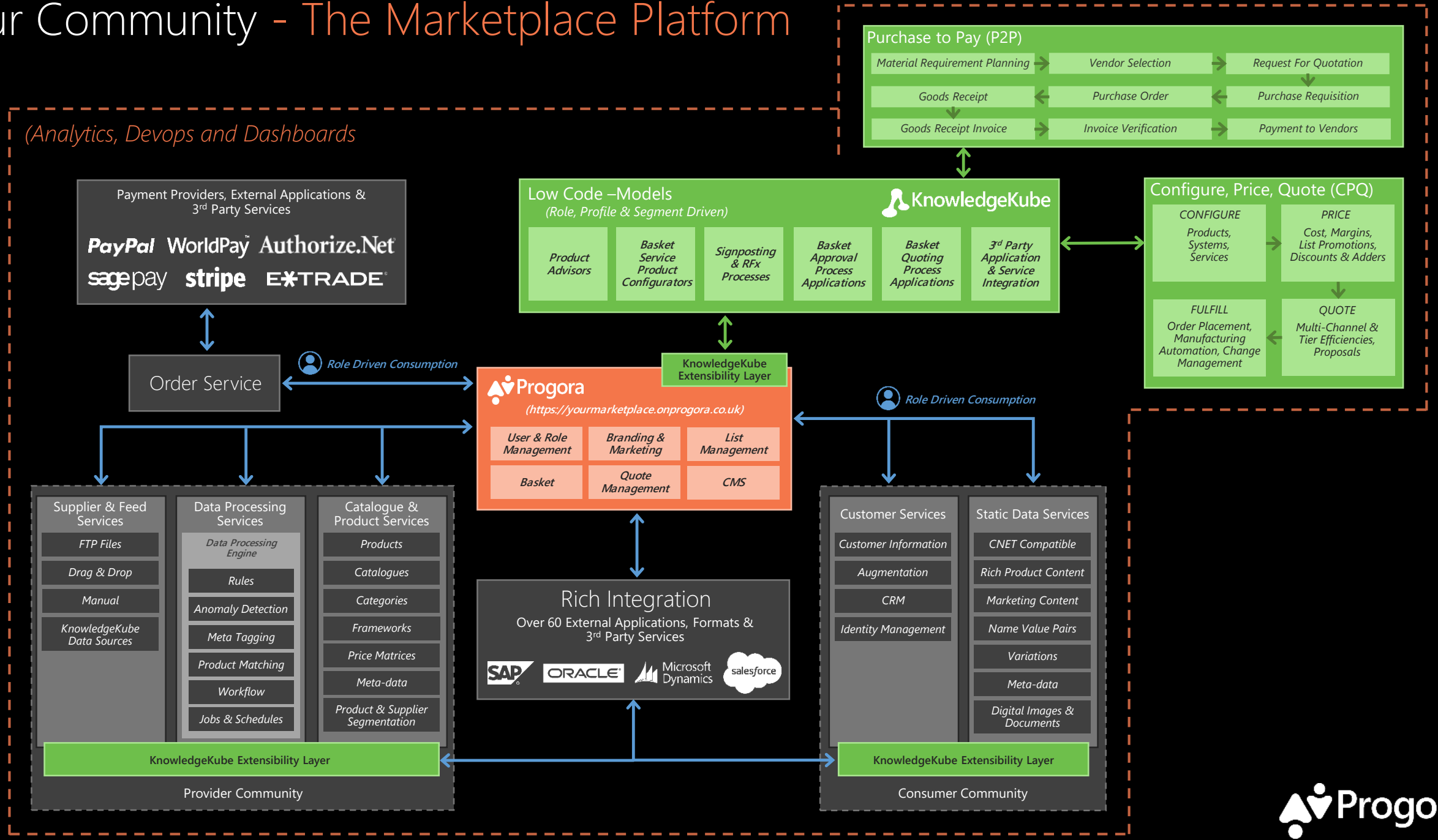
Your Community - The Marketplace Platform



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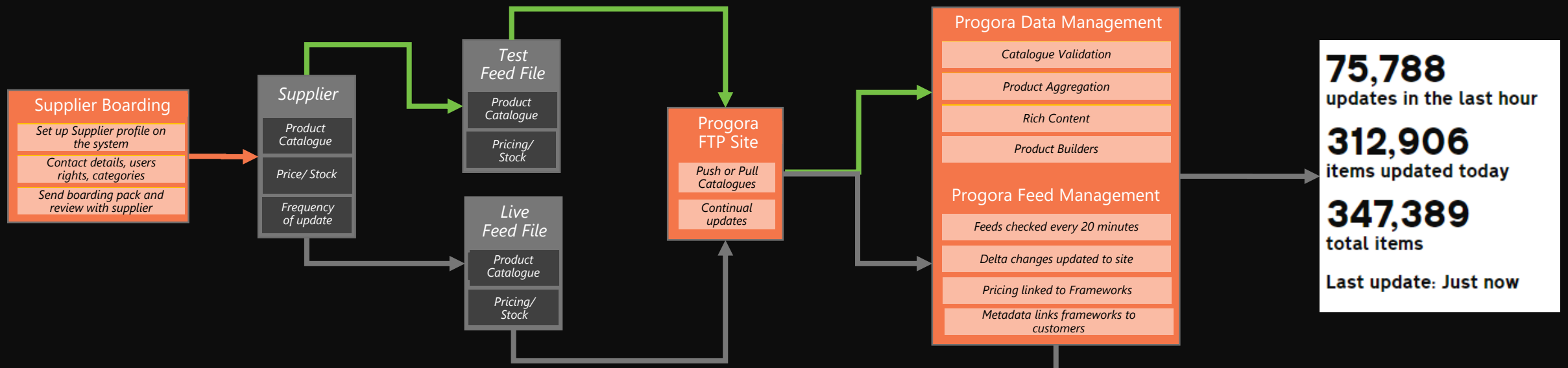
Progora Feed Management Process

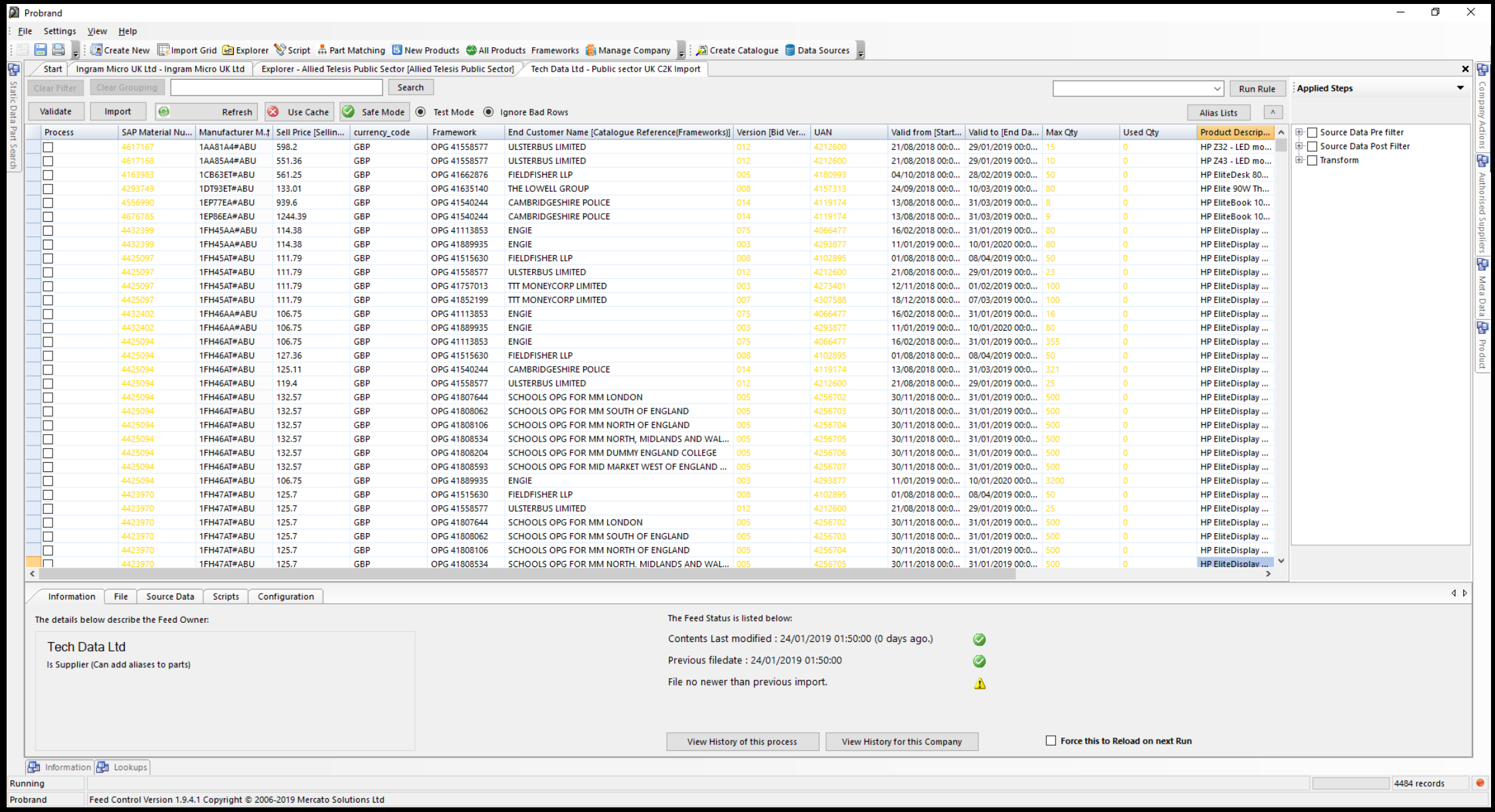


Feed Process

- 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)

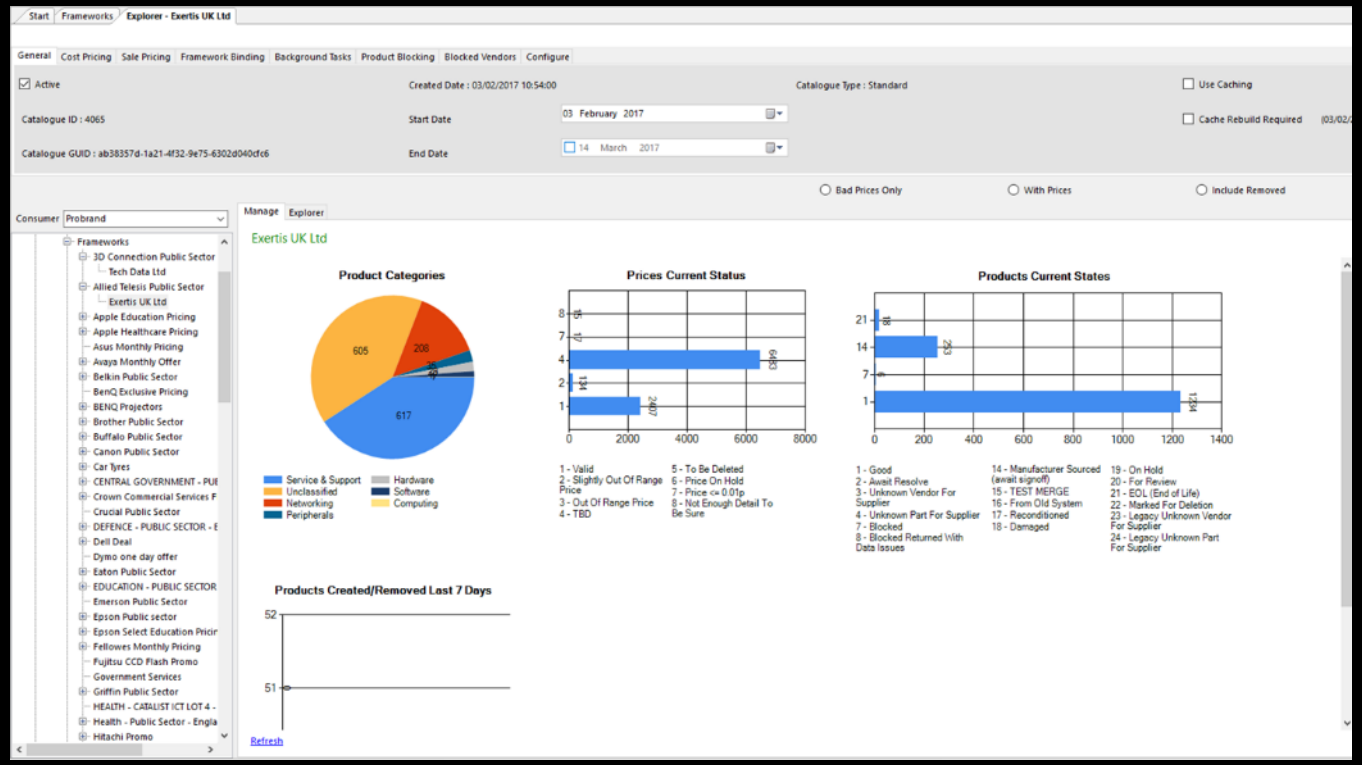


Product Information Management (PIM)

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



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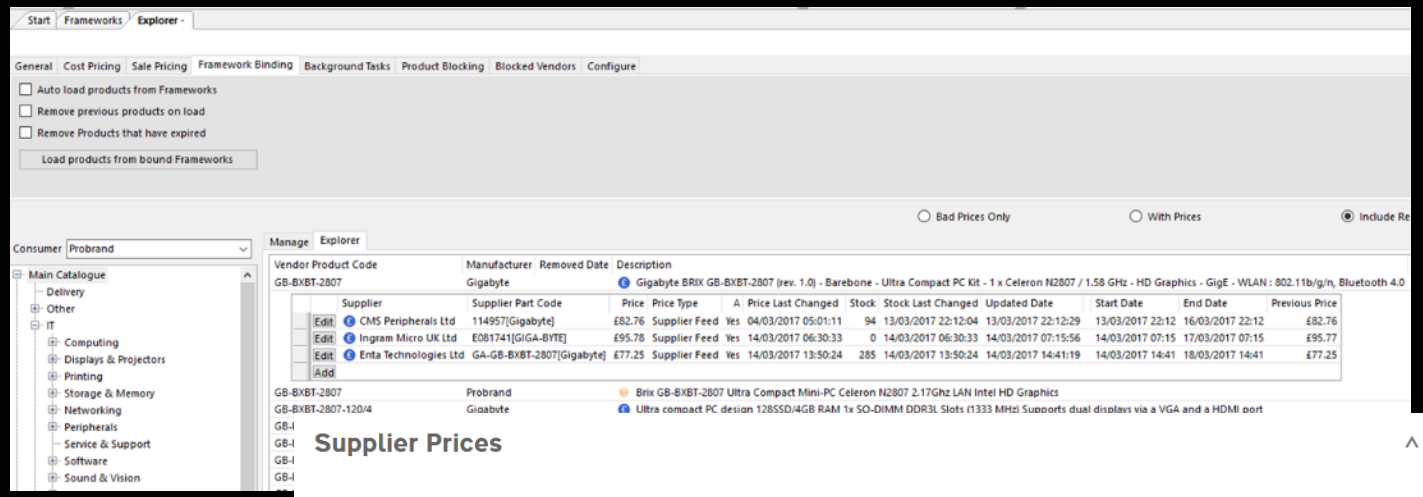
Product Information Management (PIM)

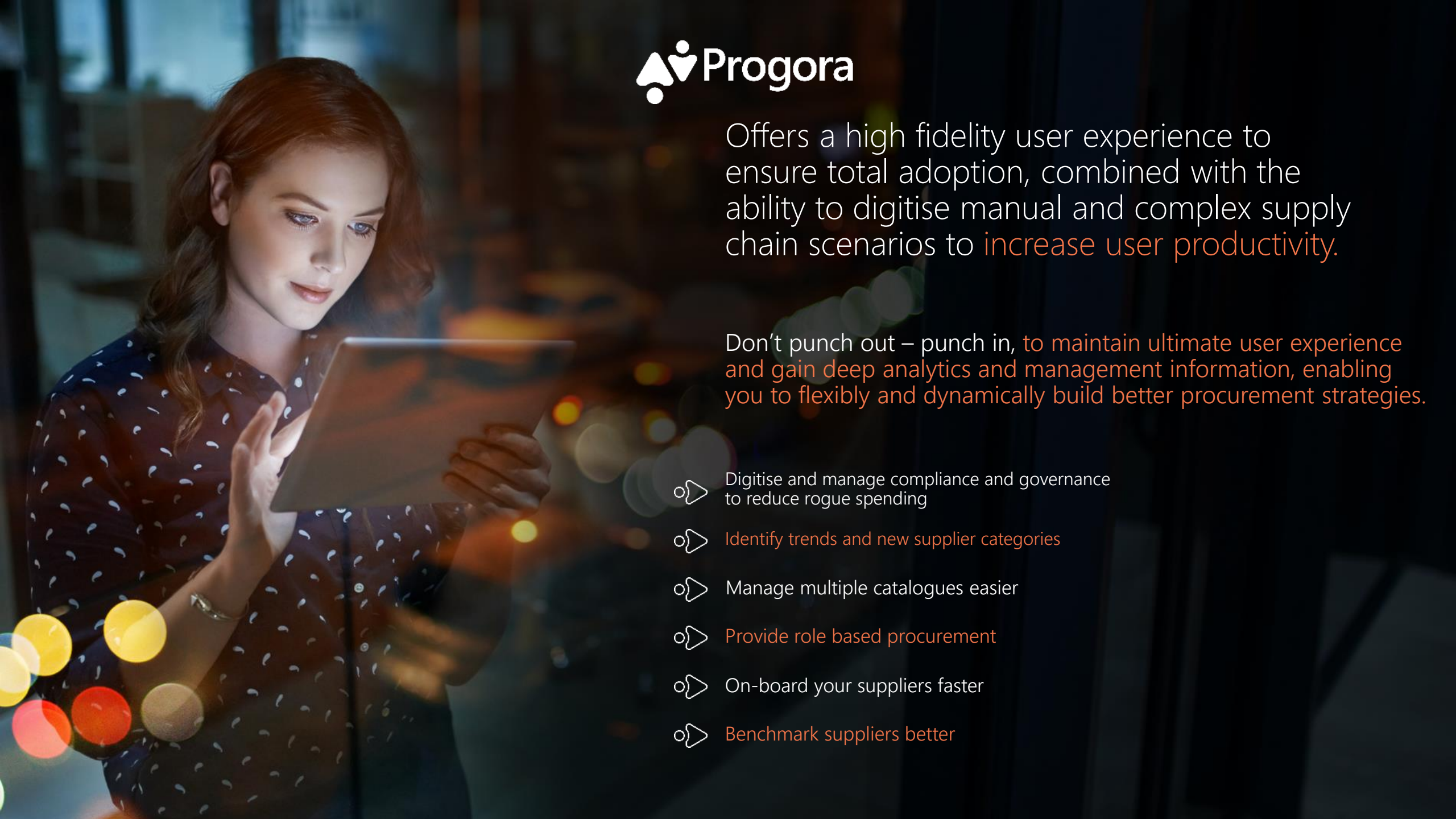
- Supplier & Catalogue Management
  - Supplier boarding and feed management
  - Data management and aggregation
  - Auto-allocation of rich content
  - Health & hygiene data mgt. processes
  - Customer and vertical specific products & prices
- Product Management
  - Key attribute data and categorisation
  - 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



Supplier Prices

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

Progora



Progora

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.

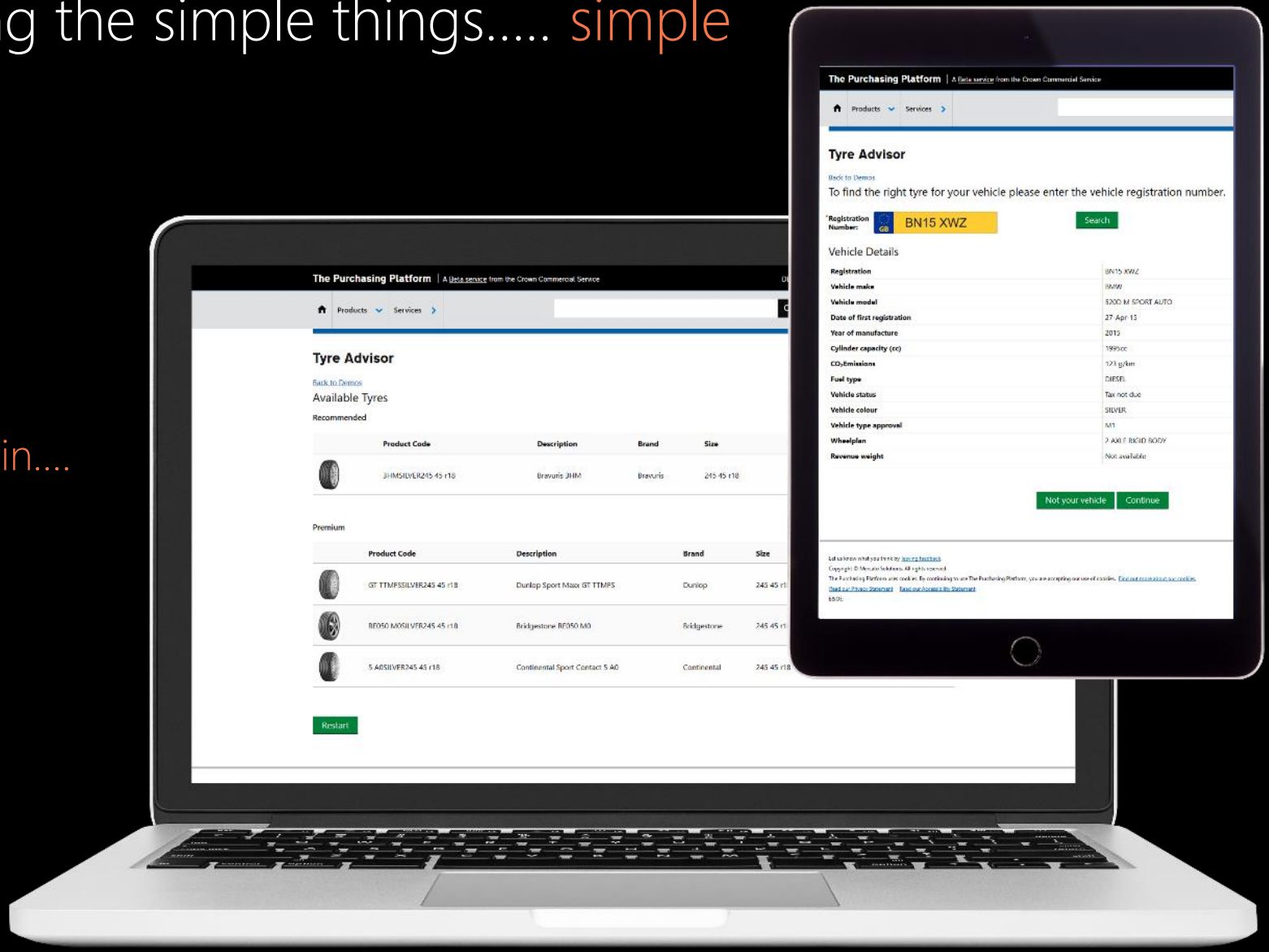
- Digitise and manage compliance and governance to reduce rogue spending
- Identify trends and new supplier categories
- Manage multiple catalogues easier
- Provide role based procurement
- On-board your suppliers faster
- Benchmark suppliers better

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...



Progora

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.

Progora

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.

Progora

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.

Progora

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 *(Unless Required)*.
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 *(no need to go to multiple vendor websites or other suppliers)*
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