

# RealystPortal

## Supplier

*A simple, cost effective means to leverage your spend*

Many enterprises are faced with enormous challenges as revenues plummet and pressure mounts to cut costs at an unprecedented rate. Realyst has developed the tools and methodology to assist organisations in meeting this challenge.

## RealystPortal Benefits

RealystPortal is a tool in a suite of solutions which is aimed at providing a simple, cost effective yet efficient way to:

1. **Bring more spend under management.** This alone, according to the April 2009 Aberdeen Report, CPO's Agenda, can drive a cost savings of 8.5% on your total spend
2. **Increase the competitive environment within your existing supplier base** by increasing the number of available suppliers for a service or commodity
3. **Reduce the cost of procurement administration** as suppliers enter and manage their own data on RealystPortal
4. **Speed up supplier weighting and assessment** through the use of automated predetermined selection criteria
5. **Manage supplier documentation** such as BEE and VAT Certificates with automated alerting for expiry
6. **Improve supplier performance through improved communication**

## Quick and Simple

The RealystPortal is offered as a hosted service so there is zero impact on internal IT infrastructure and is capable of being established within days. We have ensured that the portal can be adapted to meet client specific procurement requirements such as selection criteria for specific commodities.

RealystPortal is simple to use and is fully supported by the Realyst technical and consulting teams to ensure that you achieve your procurement goals.



## Commodities Managed

The portal is aimed at those areas of spend where there a number of suppliers available to the client. In the typical procurement matrix below the targeted suppliers would operate in the left hand quadrants.

		Difficulty of Supply	
		MANY	FEW
Strategic Importance	HIGH	<b>Leverage</b> <ul style="list-style-type: none"> <li>• Economies of Scale</li> <li>• Supplier Consolidation</li> <li>• On contract</li> </ul>	<b>Joint Venture/Partner</b> <ul style="list-style-type: none"> <li>• Strategic Relationships</li> <li>• Global Sourcing</li> <li>• Demand Management</li> <li>• Joint Process Improvement</li> </ul>
	LOW	<ul style="list-style-type: none"> <li>• Best Price Analysis</li> <li>• Volume Leveraging</li> <li>• On contract</li> </ul>	<ul style="list-style-type: none"> <li>• Look to exit</li> </ul>
		<b>Shop</b>	<b>Reduce/Non-Critical</b>

The portal can be opened for:

- Acquiring certain specific goods or services at a point in time, for continuous use or for a specific project
- Acquiring a selection of suppliers for accreditation to drive BEE spend
- Suppliers to register and update their services and details
- Placing of RFQ's, tender information, communication, "how to contract with us" and other related information.
- As part of a supplier consolidation or cost containment initiative
- By applying a supplier registration fee, portals can become self funding

## About Realyst

Realyst provides software and skills to deliver best practice contract management. We have been providing focussed solutions since 1998 and have worked closely with more than 28 of the largest organisations in the country.

For more information on this product or to discuss any other products and services please contact:

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CONTRACT MANAGEMENT

