

*Compaq eProcurement*

**Compaq NonStop™ eBusiness Solutions  
for Oracle® Internet Procurement**



***Automated*** procurement  
that ***impacts***  
your ***ROI***

**COMPAQ**

**NonStop™**



# Take control of your e-business challenges



## With Compaq and Oracle, you can:

- Acquire goods and services at the lowest total cost
- Automate procurement procedures, processes, and workflow
- Reduce maverick buying, improve and extend efficiencies
- Exercise purchasing intelligence by using key performance indicators (KPIs) for strategic analysis in negotiating, consolidating, and evaluating
- Deploy the most comprehensive solution on the market that offers the broadest range of procurement functionality

**ORACLE®**

## Leverage your purchasing power

With the Internet changing business-to-business (B2B) transactions, the traditional supply chain model is becoming a thing of the past. Today, companies across the globe are turning to electronic procurement solutions to succeed in the Internet economy. The impact of embracing this e-business model can be significant – reducing the cost of acquiring goods and services – consolidating suppliers and transactions – and leveraging purchasing intelligence for preferred pricing.

Compaq and Oracle can help you take advantage of the Internet-connected world through powerful, comprehensive procurement solutions that include high-performance Compaq servers for your 24x7 e-commerce environment. Together, we'll help turn your company into an e-business with highly available, scalable solutions that grow as your business needs grow.

## Control procurement costs

With organizations spending as much as 60 percent or more of their revenues buying goods and services, savings from spend rate reductions go directly to the bottom line. To reduce total spending, procurement professionals need to identify savings opportunities as well as premier partners with whom to do business. Using purchasing intelligence to analyze spending across the enterprise and self-service solutions to implement corporate purchasing policies, Compaq and Oracle solutions can help your organization optimize purchasing spend and automate purchasing processes.

## Solve procurement challenges

Combining Compaq enterprise-class servers and Oracle Internet Procurement software helps you address purchasing challenges that include:

- Expensive, unauthorized buying from non-contract suppliers
- Cumbersome internal approval processes
- Difficulty in finding preferred suppliers and acceptable prices
- Time lost searching through multiple catalogs
- Outdated catalogs, pricing, and availability
- Difficulty in comparing vendor products and prices



### Put powerful tools in the hands of your experts

By providing self-service applications to employees, Oracle Internet Procurement software releases procurement experts from the management of routine purchases. Using browsers to access powerful, online, self-guiding catalogs, employees can procure items they need quickly and efficiently.

These increased efficiencies enable your procurement professionals to focus on strategic activities such as procurement analysis and supplier relationship management.

### Support for a successful implementation

Developing a cross-platform e-procurement solution that integrates easily into your existing environment can be challenging. Compaq and Oracle are working to solve that challenge by focusing on your e-commerce requirements. Compaq and Oracle have tested and validated Compaq *ProLiant™* and *AlphaServer™* platforms running on Microsoft Windows NT® and Compaq *Tru64™* UNIX operating systems, respectively – enabling seamless integration and interoperability for your environment.

As a result of this joint engineering, Compaq and Oracle have developed a Compaq *ActiveAnswers™* solution that offers proven methods for planning, deploying, and operating a comprehensive e-procurement application. Tested and validated in Compaq labs, *ActiveAnswers* can reduce the time and resources required to implement a fully automated procure-to-pay process in an enterprise-computing environment.

### Realize a faster ROI

Compaq industry-standard servers with Oracle Internet Procurement software help you reduce the costs related to acquiring goods and services by automating the entire purchasing lifecycle from planning to procurement to payment. This comprehensive solution helps companies lower procurement costs with complete purchasing activity analysis, and 100% procure-to-pay process automation, as well as full support for both production and non-production procurement.

### Realize substantial benefits

A winning combination, Compaq enterprise-class servers and Oracle Internet Procurement software enable you to:

- **Streamline the entire purchasing process**  
From analysis to requests, to contracting, administration, and payment – through 100% lifecycle automation – e-procurement streamlines the entire purchasing process. You can empower users, accelerate the procure-to-pay process, and effectively implement and monitor purchasing policies with workflow-enabled self-service.
- **Achieve efficient transaction processing**  
Reduce cycle times and cost of processing transactions by automating RFQ's, quotations, requisitions, purchase orders, receipts, and payments quickly and efficiently with Internet-based self-service procurement.
- **Optimize purchasing by leveraging an e-business community**  
Oracle Exchange and Oracle Supplier Network create efficient new business models that optimize the buying and selling process for companies in all industries. Together, Oracle Supply Management Portal, Oracle Exchange, and Oracle Supplier Network extend efficiencies to a larger base of trading partners – improving communication and collaboration.

**Optimize  
the *power* of  
Compaq and  
Oracle**



# Proven e-commerce solutions



## Rely on the strengths of a world-class partnership

Compaq and Oracle share a long history of successful partnering, offering best-in-class functionality, performance, scalability, and availability – all of which are critical success factors for online procurement activities. Our programs, tested solutions, and regional solution centers dedicated to planning, implementation, and program management have met the needs of enterprises worldwide for many years.

Compaq is a uniquely qualified Oracle partner for online procurement solutions because we have significant internal experience successfully implementing Oracle Internet Procurement for our own use. Compaq chose the Oracle procurement solution because Oracle met stringent procurement criteria that included easy end-user operation, robust catalog search, and requisition and approval functionality as well as the ability for comprehensive information query and reporting. The Oracle procurement application integrates into Compaq's existing global ERP, e-mail, and HR systems and supports a diverse set of purchasing strategies such as a corporate procurement card system as well as ad hoc purchasing (non-catalog goods and services).

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## Get all the details

For more information on Compaq e-procurement solutions with Oracle Internet Procurement, please visit [www.compaq.com/oracle](http://www.compaq.com/oracle).

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