

PUNCHOUT

What is it and how it helps you save \$

360° Overview



What's in it for me?

- ✓ Faster order processing
- ✓ Lower overall procurement costs
- ✓ You don't have to maintain the catalog
- ✓ Reflects current, negotiated pricing
- ✓ Keeps more purchases under your direct control

"Procurement organizations can reduce procurement process costs by up to 24% by implementing cloud-based procurement applications and other digital transformation approaches."

Hackett Group 2017 report "Raising the World-Class Bar in Procurement Through Digital Transformation"



How does PunchOut work?

1. Select the PunchOut supplier catalog from within your procurement software
2. Shop the supplier's catalog, see your pricing, place items in cart
3. Upon checkout, items are added to the requisition in your procurement software
4. Once approved, a PO is created and sent to vendor / supplier to fulfill

[Listen to "What's PunchOut?" 10-minute recording](#)

[Read "What's Punchout?" blog post](#)

What is PunchOut?



- An eCommerce website hosted by your suppliers
- You access site through your own procurement software - single sign on
- Includes your negotiated pricing and real-time product availability
- Upon checkout, items are automatically transferred onto a requisition in your procurement and requisition software

PunchOut catalogs communicate with your procurement application using cXML (commerce eXtensible Markup Language).

Does my supplier offer PunchOut?



Increasingly, suppliers are adding PunchOut capabilities to capture their share of the lucrative market. Ask your suppliers if they're PunchOut ready.

"B2B eCommerce transactions to reach \$6.6 trillion by 2020"

Frost & Sullivan, U.S. B2B ECommerce Platform Market, Forecast To 2023

"According to 2018 e-commerce transaction volumes and compound annual growth rates (2012–2018) across the six channels of B2B online commerce, \$600 billion in e-commerce sales transaction are transacted through "punchout" systems that link procurement systems and suppliers' e-commerce sites."

B2B E-Commerce world



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