



### Make Suppliers Compete for Your Business.

#### Impact cost, quality, risk, and performance.

According to research by Aberdeen group, automation can help companies cut their sourcing life cycles in half, reduce sourcing administration expenses by nearly 60%, and lead to an average of 14.3% reduction in goods and services costs.

Yet many organizations use a manual process to manage sourcing, which increases the length of the sourcing cycle, makes it difficult to significantly expand the number of suppliers being evaluated, increases errors in ranking and evaluating RFX responses, and creates 'leakages' in negotiated savings. Furthermore, manual processes do not easily support the implementation of powerful mechanisms such as reverse auctions.

#### Automate requisitioning, purchasing, and receiving.

The Ketera Sourcing Smart App is an automated, web-based strategic sourcing solution designed to help organizations manage the entire end-to-end sourcing process. Users manage events such as Requests for Information, Proposals, or Quotations (RFI, RFP, or RFQ) and reverse auctions from event creation to evaluating responses and finally supplier selection. The solution is specifically designed to enable any organization to be up and running in minutes and to start getting value immediately. Customers have saved over 20% on average in events run on Rearden Sourcing.

#### Benefits

- Discover and invite qualified suppliers directly from the Rearden Network to participate in events
- Reduce sourcing cycle time with document templates and automated responses
- Utilize reverse auctions for more high-value low cost agreements
- Improve efficiency, predictability, and quality of the process through standardization for all stakeholders
- Accelerate deployment and time to value with an On Demand (SaaS) delivery model

**Sourcing:My Events**

My Events Created Received

Show All | Draft | Open | Closed

Type	Event	Status	Responses	Opened	Close Date	Created By	Actions
RFX	Bus Services	Composing		06/23/2011 01:14 PM ET	06/06/2011 03:00 PM ET	Marisela Rosiles Manager	[Icon] [Icon] [Icon] [Icon]
RFX	Laptop Computers	Ready		06/22/2011 10:26 PM CT	03/30/2012 02:00 PM CT	Sarah Gerleman End User	[Icon] [Icon] [Icon] [Icon]
	Advertising Services	Live	0	06/21/2011 06:58 PM ET	07/11/2011 07:50 PM ET	Marisela Rosiles Manager	[Icon] [Icon]
	Pricing on Inventory Management	Composing		06/21/2011 06:54 PM ET	07/19/2011 04:00 PM ET	Marisela Rosiles Manager	[Icon] [Icon] [Icon] [Icon]
RFX	Pricing on Inventory Mgmt Systems	Composing		06/21/2011 06:32 PM ET	07/30/2011 03:00 PM ET	Marisela Rosiles Manager	[Icon] [Icon] [Icon] [Icon]
RFX	Level I IT Service Desk Outsourcing	Closed	2	06/06/2011 03:16 PM PT	06/06/2011 04:00 PM PT	Marisela Rosiles Manager	[Icon] [Icon]
RFX	Zoom Apparel - Logo	Closed	0	05/23/2011 04:03 PM PT	06/17/2011 03:00 PM PT	Brian Finn End User	[Icon] [Icon]
RFX	RFP for Rain Jackets	Composing		05/19/2011 10:22 AM ET	05/07/2014 03:00 PM ET	Jono Williamson	[Icon] [Icon] [Icon] [Icon]
RFX	Cardboard Boxes - San Jose RFP	Ready		05/10/2011 07:49 AM PT	07/29/2011 05:00 PM PT	Todd Barbes End User	[Icon] [Icon] [Icon] [Icon]
	Request for Information - MRO Supplies	Published	0	04/25/2011 10:38 AM PT	11/01/2011 03:00 PM PT	Marisela Rosiles End User	[Icon] [Icon]

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# Improve everything from event setup to supplier management.

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### Simple Event Setup

#### Interactive Wizard:

Create Request for Information, Proposals or Quotations (RFI, RFP or RFQ) and reverse auction events using simple step-by-step interactive forms.

#### Event Templates:

Reusable and standardized event templates facilitate easy event creation for both reverse auctions and RFX. Create templates from scratch or by saving events as templates and publishing them for access by others.

#### Event Listing:

Display real-time event details based on what is relevant to the user.

#### Clone Events:

Quickly create similar events and choose which specific details need to be copied, such as suppliers, items, settings, etc.

#### Scoring Ready:

Create RFX (RFI, RFP, or RFQ) events with questionnaires that contain multi-level scoring and weights.

#### Bid Decrement in Reverse Auction:

Indicate the minimum amount for a bid to be valid using configurable bid decrements.

#### Configurable Bid Display in Reverse Auction:

Buyers define how a supplier can view another supplier's participation in the event, including bids of competing suppliers.

#### Event Attachments:

Attach supporting documents such as terms and conditions, items specs, and more to supplement event details. Supplier and Item Management

#### Supplier Search:

Search suppliers with whom you have an existing business relationship or from a wider repository of suppliers within our network and invite them to events.

#### Supplier Registration:

Easy self-registration on the Rearden Network.

#### Intent-to-participate:

Keeps track of your supplier responses to an event invite and provides early visibility into supplier participation.

#### Item Search:

Search from the buyer organization's item repository and reuse standard item specifications rather than typing in the same details every time.

#### Item Addition:

Specify the items to source/buy by adding or importing items from an excel file to an event during event creation.

#### Item Import:

Facilitate bulk upload of item information by filling out an excel template.

## Features

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### Event Management and Selection

#### Dashboards:

Use dashboards to provide a snapshot of relevant information for each user. Use separate dashboards for buyers, suppliers, and evaluators and personalize the channels based on user preferences.

#### Side-by-side Analysis:

Automated reports make it easy to compare RFx responses.

#### Bid History Report:

Receive both the summary and details of the bidding by each participating respondents for a particular Reverse Auction event.

#### Event Summary Report:

Account for the progress of the entire event.

#### Event Publication:

Invite the participants (suppliers and evaluators) to review the details and participate in the RFI/RFP/RFQ or reverse auction event.

#### Graphical Displays:

Track the progress of reverse- auction bids easily through each stage of the event.

#### Proxy Bidding:

Enable a buyer to bid on behalf of the supplier in reverse auction.

#### Bid Modification:

Modify and delete supplier bids during a live reverse auction.

#### Target Based Bidding:

Allow reverse auction bidding based on specific targets. For example: beat current winning bid by 5%.

#### Event Extension Time:

Give a chance to the suppliers to respond to bids that are placed close to the event closing time by using event extension time for reverse auctions.

#### Event Pause and Resume:

Pause a reverse auction in case of exception conditions and resume when the conditions have been addressed.

#### Alerts:

Send out standard event-based alerts generated at specific milestones.

#### Messages:

Permit buyers, suppliers, colleagues, and other event participants to communicate with each other during and after the event.

#### Response Revocation:

Assess the response of a supplier in an RFx and re-send to respondent for review and resubmission if response is found unsatisfactory.