

Three dynamic bids and a buy. Just like that. Now that's smart.™

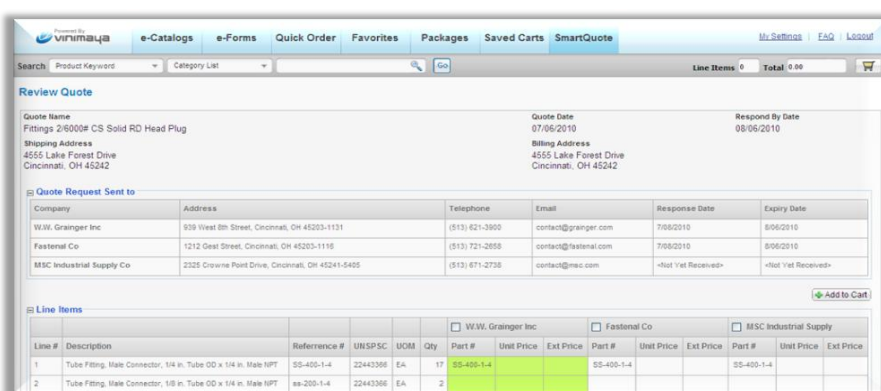
Vinimaya SmartQuote™

Request and capture real-time quotes from your suppliers, then compare these quotes to your historical rates. Achieve rapid process compliance and the best available pricing.

SmartQuote™, part of the Vinimaya Smart Marketplace Technology™ suite, is a software module that enables your organization to dynamically request bids from Suppliers, document their responses, and compare the resulting quotes to historical pricing for those goods and services. SmartQuote™ can dramatically reduce the time and effort required to achieve triple-bid process compliance and provides the proper audit trails to capture the exchange of data. Of course, the greatest benefit that your company will achieve from dynamic bidding will be fast and actionable visibility to the best possible pricing.

SmartQuote™ is ideal for:

- Companies currently using or considering deploying Vinimaya Smart Marketplace Technology™ to create a superior end-user shopping experience and a private, virtual Marketplace 2.0 for their Supplier data.
- Organizations that want to enable their Buyers to request dynamic bids from Suppliers for certain goods and services.
- Companies that want to arm Buyers with historical pricing data to evaluate quotes from Suppliers.



- Procurement & Strategic Sourcing Professionals who want fast and easy access to Supplier bidding capability without adding a full RFP point solution into the mix.

SmartQuote™ allows:

Buyers to Create Quotes

- Create blank quotes & key-in item descriptions
- Create quotes from shopping carts
- Mark supplier-specific comments and attachments
- Invite suppliers for quotes on email with Respond By dates

Suppliers to Respond to Quotes

- Respond with part #, UOM & price
- Send comments and attachments
- Respond partially or to entire quotes with Expiry dates
- View all quote invitations and responses

Buyers to Review Quotes

- Review all quotes created
- Accept quotes (automatic selection of quotes with the lowest prices)
- View historical quote prices for reference
- On-demand reports on quotes and responses

The SmartQuote™ module is simple to install and can enable dynamic bidding with any Suppliers that are included within your company's Vinimaya SMT™ marketplace. SmartQuote™ seamlessly integrates with a variety of back-end e-Procurement platforms (such as SAP, Oracle, PeopleSoft, JDE, Ariba, and stand-alone systems). World-class customers including Alcoa, Siemens, McDonald's, Reynold's Packaging Group, and Cricket Communications, have all used Vinimaya SMT™ to improve their e-Procurement processes and reporting capabilities.



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SmartQuote™ Buyer & Supplier Sample Views

Buyer View – Create Quote

Supplier View - Response Field

Reference #	UNSPSC	Supplier Part #	UOM	Qty	Unit Price	Ext Price	
1	SS-400-1-4	22443366	EA	17	\$8.90	\$117.30	
2	SS-200-1-4	22443366	EA	2	\$8.10	\$16.20	
3	SS-810-1-4	22443366	EA	2	\$13.80	\$27.60	
4	SS-1210-1-0	22443366	EA	3	\$23.00	\$69.00	
					Total	\$11.88	\$236.10

About Vinimaya Smart Marketplace Technology™

E-Procurement benefits are directly related to the number of transactions captured by the e-Procurement system (more transactions = more benefits). Most e-Procurement solutions are under-delivering on the benefits promised due to poor end-user adoption and challenges with supplier on-boarding and catalog data management. Today, as companies look to drive more bottom-line savings from their e-Procurement system investments, Vinimaya Smart Marketplace Technology™ is here to help. Are you ready to supercharge your organization's e-Procurement performance? Create Marketplace 2.0.

Vinimaya's Smart Marketplace Technology™ provides a universal e-Procurement search environment that allows end-users to quickly and easily find the goods and services they need regardless of where their supplier data resides. Vinimaya SMT™ delivers the highest levels of spend capture, easily and efficiently, due to:

- **Market-leading Usability:** Search across multiple catalog sources (supplier punch-out sites, websites, online marketplaces, and internal catalog databases) concurrently and receive aggregated results.
- **Simplicity for Suppliers:** If your suppliers have a punch-out site, website or just a catalog file, they are "Vinimaya SMT™-ready" today.
- **Guaranteed Compliance:** Ability to audit or even overlay (with internally managed pricing) supplier-provided online pricing.

**Less data management.
More spend under management.**

Contact Vinimaya at:

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The patented Vinimaya SMT™ product suite is 100% compatible with leading e-Procurement systems, SaaS-delivered, and based on Web 2.0 technologies like meta-search, web service, and intelligent agents.

