

## Gain Insight into Your Spending

### ■ Challenges to obtaining accurate spending information

Procurement executives need deep insight into what is being spent, with whom, and for what, so that they can leverage this information to rationalize supply base, improve compliance with contracts, reduce maverick spending, prioritize sourcing efforts, and reduce supplier risk. Why can't they get what they need?

- Spend data is scattered across multiple systems, in a variety of formats and from varying sources.
- The data suffers from quality problems – often the same supplier name in different records is either spelled differently or has different codes.
- Without an industry classification code for each item (or when different codes are used to describe the same item across different systems) it is not possible to get an aggregate view into how much has been spent on same or similar items.
- Relationships between suppliers (such as wholly owned subsidiaries) are rarely identified within various systems, so it is difficult to get information on actual spend by supplier, including all subsidiaries.

### ■ Know what is being spent, with whom, and for what

Ketera Spend Analysis, a key component of the Ketera Network, uses a combination of patent pending technology and expertise in aggregation, automated cleansing, classification, and enrichment to prepare data for analysis. It then offers a variety of analytical and reporting tools that provide insight into business expenditures. Such analysis helps organizations gain insights into what is being spent, with whom, and for what.

### ■ Benefits of Ketera Spend Management:

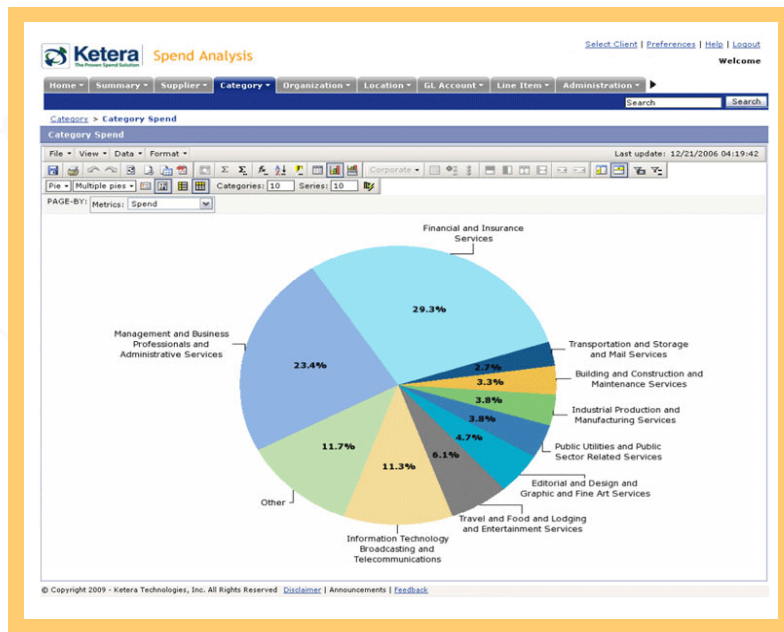
- **Leverage technology and expertise to accurately understand:**
  - How much you are spending by each product category
  - The degree of supplier overlap by category
  - Product proliferation by category
  - The number of suppliers for each item
  - The price variance of each item across locations, business units and suppliers
- **Use these insights to help procurement:**
  - Identify specific cost saving opportunities such as reducing maverick spending or rationalizing supply base in key categories
  - Increase negotiation leverage with suppliers
  - Reduce supplier risk
  - Improve compliance with procurement policies

### Why Ketera?

- Customers using this solution have reduced procurement costs by 2%-8%
- Ketera has cumulatively processed transactions worth over 15 Trillion USD for more than 100 organizations, spanning over 2 Million suppliers
- Patent pending cleansing and categorization technology

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**Buyers**





## Data Preparation

Ketera utilizes sophisticated technology to help users accurately and quickly cleanse the data, normalize it, add classification information, and enrich it.

- Data Validation:** Match inventory items against standards, and then format, correct, and resubmit for authorization.
- Data Cleansing:** Use rules to remove special characters, expand common abbreviations and acronyms, and remove unwanted numbers in name fields.
- Supplier De-duplication:** Identify and remove duplicate suppliers using advanced algorithms. Consolidate spend information across duplicate suppliers.
- Spend Classification:** Categorize spend data records with standard taxonomies like UNSPSC, SIC, NAICS using advanced learning based algorithms or customer specific taxonomies as required.
- Supplier Data Enrichment:** Enrich supplier information to include parent/lineage and diversity information.
- Data Processing:** Initial large dataset input is updated by frequent refreshes on monthly/quarterly basis.
- Transparency:** Provide visibility at every processing milestone with the ability to interactively download, modify, and update data at each process step.
- Master Data:** Extract and export supplier/item information from the cleansed, de-duplicated, and categorized spend data.

## Reporting and Analytics

Sophisticated reporting and analytics in Ketera Spend Analysis help enterprises gain a complete and clear understanding of different facets of spend at various levels of detail.

- Intuitive and Easy-to-Use Web interface:** Flash based interactive dashboards, intuitive charts, and grid tables represent complex analytics.
- Enhanced Personalization:** Personalize dashboard contents and report contents based on business needs.
- Adhoc Analysis:** Use the simple interface guides to set up user defined ad hoc reports. Analyze data using any dimension from a list of options or retrieve saved user defined reports.
- “Out-of-the-box” Reporting:** Get reports on spend analysis requirements in a standardized reporting format covering a comprehensive list of dimensions and metrics.
- Export of Reports:** Export reports to TXT, XLS & PDF formats and email files directly from Ketera Spend Analysis for easy offline evaluation.

## About Ketera

Based in San Jose, CA, Ketera has been offering on demand spend management solutions for nearly a decade.

For more information:

[www.ketera.com](http://www.ketera.com) or 1(877) 486-4340