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# **ZEUS Dynamic Marketplace**

Helping suppliers  
gain more exposure,  
and more business.

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**2020**



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## **INTRODUCTION**

The **ZEUS Dynamic Marketplace** is SDI's cloud-based eProcurement system that provides a one-stop-shop user experience that drives compliance to procurement protocol, yields enriched data for actionable insights, and provides full visibility into enterprise buying activities.

With over \$78million in online sales in 2019, ZEUS gives SDI customers **easier access to more of your materials** and supplies via a simple, dynamic marketplace of millions of tail spend and MRO items.

Suppliers who participate have seen YoY spend increases of 100-300% due to:

- Increased visibility in our catalog and punchout offerings
- Items displayed in competitive marketplace
- High data quality standards mean users know product detail is precise and accurate at all times





## **MANAGING TAIL-SPEND & MRO**

**According to The Hackett Group**, 29% of indirect spend is not on contract today. For MRO, it could be as much as 85%.

While tail-spend is typically non-mission-critical, lower-dollar transactions, MRO that could be critical to your production reliability is often lumped in with tail-spend. So visibility and control are crucial.

The Zeus Dynamic Marketplace makes it easier for customers to get the parts they need *delivered on time* – even during periods of geopolitical unrest and product shortages.

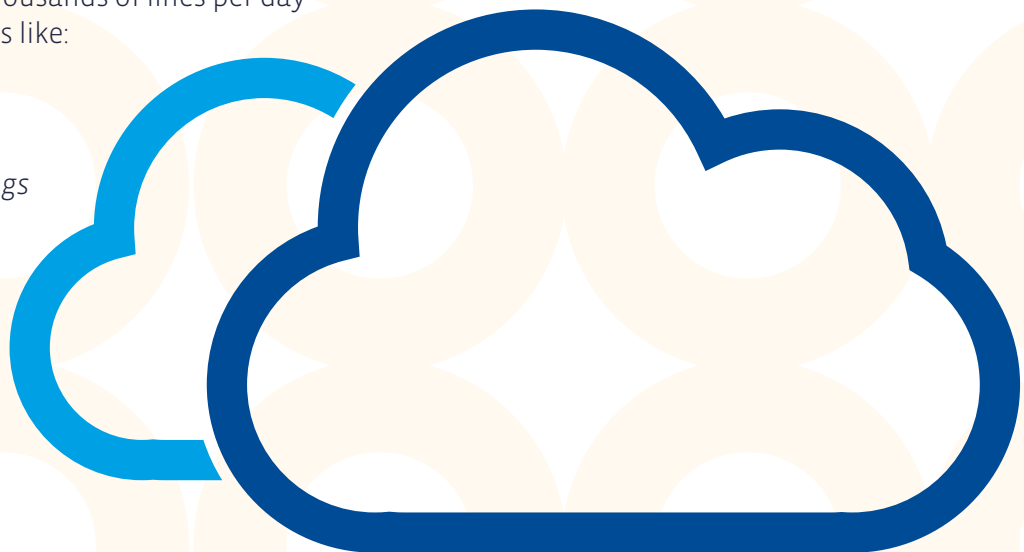




## **CLOUD-BASED CONVENIENCE**

ZEUS is a complete, out-of-the-box eProcurement tool with punchout capabilities, order tracking, approval setup, and parametric search. Whereas other platforms may only give customers a framework to do it themselves – separately negotiating with each supplier – we deal with ALL the suppliers, and the electronic enablement, so you don't have to. ZEUS provides a simple platform to access an extensive range of categories for tail-spend, with deep expertise in MRO.

- Only one log-in for all transactions
- Only one punch-out process to learn
- A marketplace of millions of items
- Punch-out to suppliers' live websites – client shopping cart items transferred back to ZEUS automatically
- Freetext order merged into punch-out suppliers
- Purchasing category and mapping to client categories in real-time to guarantee 100% match on import of cart
- Category buying compliance checking in real-time – ensuring that users are buying materials from the right suppliers, improving supply contract compliance
- Proven technology – thousands of lines per day placed in key categories like:
  - *Electrical*
  - *General Industrial*
  - *Pipe, Valves & Fittings*
  - *Safety and PPE*





## **IDEAL FOR SITES OF ALL SIZES**

**ZEUS**, SDI's Dynamic Marketplace doesn't require customers to be a behemoth operation. Small to medium-sized sites can enjoy the same convenience of not having to shop multiple catalogs to pinpoint parts.

### **Required Information:**

- Supplier PN (part number)
- Manufacturer PN
- Brand Name
- Manufacturer Name
- Supplier Name
- Price
- Availability: Quantity Available OR Confirmation that item ships within 5 days
- Short Description
- Long Description
- Item Image Link
- Item Image Type
- Sales UOM (unit of measure)
- Min order Qty
- Package Qty
- UNSPSC
- Item Attributes in addition to MFG Name/PN
  - Attribute Name
  - Attribute Value
  - Attribute UOM





## **IMMEDIATE & LONG-TERM BENEFITS**

To better manage their tail spend and mission-critical MRO, SDI's **ZEUS Dynamic Marketplace** offers customers two levels of buying convenience to access your products and materials:

- 1)** Start with a universal catalog with punch-out capabilities to the most popular categories and suppliers;
- 2)** Move up to a client-specific, hosted catalog that allows greater visibility.

### **Benefits include:**

- Cost-effective and paperless
- 24/7 access and real-time information facilitates faster decision making
- Approval workflows to allow control of expenditure
- Efficient handling of transactions and order tracking
- Compliance with pricing arrangements and agreed processes
- Facilitates the purchasing of non-stock items, as well as routine restocking and catalog-based purchases
- Consolidated invoicing and reporting in a format determined by the client

While we can update supplier content with regularly updated flat files, *connecting via an API* will provide the optimal experience.

### **Benefits of utilizing an API with ZEUS:**

- Optimized shopping experience for users
- Easier, more efficient catalog maintenance
- Smoother fulfillment process
- Fewer:
  - Pricing discrepancies
  - Quantity gaps or shortages
  - Invoicing exceptions

Also opens the opportunity to become more engrained in SDI's **quoting process** for stock items and will have the soft benefit of opening up the client to an additional >\$100m in spend annually.



## INSIDE THE ZEUS SYSTEM

Our cloud-based ZEUS platform is fully customizable to our clients' unique systems and requirements, of course.

- Standard layouts for all transactions
  - Data validation of all purchase orders, invoices, and supplier payments
  - Retained audit trail allows tracking of transactions, price and other item changes
  - Performance measurement
  - Multi-level approvals set up based on client requirements – for example, on employee's total requisition or new item thresholds
- Approved requisitions converted to purchase orders for transmission
  - Commodity coding for new products
  - Fully scalable to large configurations
  - Provides electronic enablement for all materials purchased – eliminating client need to set up and convert 100's of suppliers
  - Contribute to client diversity and environmental sustainability goals with green products from diverse suppliers

**ZEUS** SUSTAINABLE POWER  
OVER YOUR  
SUPPLY CHAIN

Search products

Welcome! Michael

**Catalog Search Result**

**Filters**

All  Search

Catalog Description  Client Description

Info Item

**Catalog Lookup**

Building and Construction Machinery(9)

Building Services(2)

Chemicals(26)

**Manufacturer**

Ives Enterprises (1)

Description	MEQ	MEQ Part Number	Qty Avail.	UCM	Price	Quantity
Marathon 3/4" Replacement Precision  Bearings - 4 Pack	Marathon Industries	60011 - 4 Pk	1.0000	EA	\$ 6.6700	<input type="checkbox"/>
Marathon 5/8" Replacement Precision  Bearings - 4 Pack	Marathon Industries	60002 - 4 Pk	1.0000	EA	\$ 6.6700	<input type="checkbox"/>
Three 1" Chrome Steel  Balls	BC Precision	31CH	5.0000	EA	\$ 7.0000	<input type="checkbox"/>
Ten (10) RS-2RS Coated Bearings 3/8 x 7/8 x 9/32  Bearings/Pre-Lubricated (Pack of 10)	BC Precision	BC-R6-2RS-10	5.0000	EA	\$ 10.2000	<input type="checkbox"/>
Two 2" Inch Chrome Steel  Balls G25	BC Precision	CH1014	5.0000	EA	\$ 20.5700	<input type="checkbox"/>
Two 1-1/2" Inch Chrome Steel  Balls G25	BC Precision	CH1020	5.0000	EA	\$ 12.4800	<input type="checkbox"/>
Two 1-1/4" Inch Chrome Steel  Balls G25	BC Precision	CH1027	5.0000	EA	\$ 8.6300	<input type="checkbox"/>
25 3/8" Inch Chrome Steel  Balls G25	BC Precision	CH1076	5.0000	EA	\$ 5.5100	<input type="checkbox"/>
BC Precision Balls Ten 1" Inch Chrome Steel  Balls G25, CH1043	BC Precision	CH1043	5.0000	EA	\$ 11.7000	<input type="checkbox"/>

< 01 02 03 ... 20 >

[Add Multiple Items](#)

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## REPORTING & DATA TRANSFER

- Standard and custom report capability gives the user full access to their data
- Standard export functions to make system data available to other systems.

## CAN'T FIND IT IN THE CATALOG?

Clients can simply send a text requisition through the ZEUS system or call one of our helpful representatives in SDI's North American headquarters. **We're here to make it right.**

**Non-Catalog Request Entry**

Search by Quick Item Entry

Manufacturer Part Number\*  Manufacturer Name

[Check Catalog](#) (MFG Part Number and MFG Name Required)

Recommended Supplier  Supplier Part Number

Description\*  Quantity\*

Unit of Measure  Attachment

Warning! Default UOM list displayed - no cross reference data available for the current Business Unit.

\*\* Non-Catalog Orders require an additional process and you will be notified via email when your quote is available. At which point you will need to come back to this catalog to approve for final processing. \*\*

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**Waiting Order Approval**

Approve Decline Expand All Export To Excel All Search

Business Unit	Order #	Work order #	Order Entered by	Created Date	Pending Approver	Order Total(\$)	Approval Total(\$)	Status	Action
10260	A2546846663	19-8-1525	GRETA JANSEN	07-01-2020	Lecroy,kelly	1,179.35	1,179.35	Waiting For your Approval	Approve Decline
10260	A2546846663	19-8-1525	GRETA JANSEN	07-01-2020	Lecroy,kelly	1,179.35	1,179.35	Waiting For your Approval	Approve Decline
10260	A2546846663	19-8-1525	GRETA JANSEN	07-01-2020	Lecroy,kelly	1,179.35	1,179.35	Waiting For your Approval	Approve Decline
10260	A2546846663	19-8-1525	GRETA JANSEN	07-01-2020	Lecroy,kelly	1,179.35	1,179.35	Waiting For your Approval	Approve Decline