SDi

ZEUS Dynamic Marketplace

Helping suppliers gain more exposure, and more business.

2020

What's Inside

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.
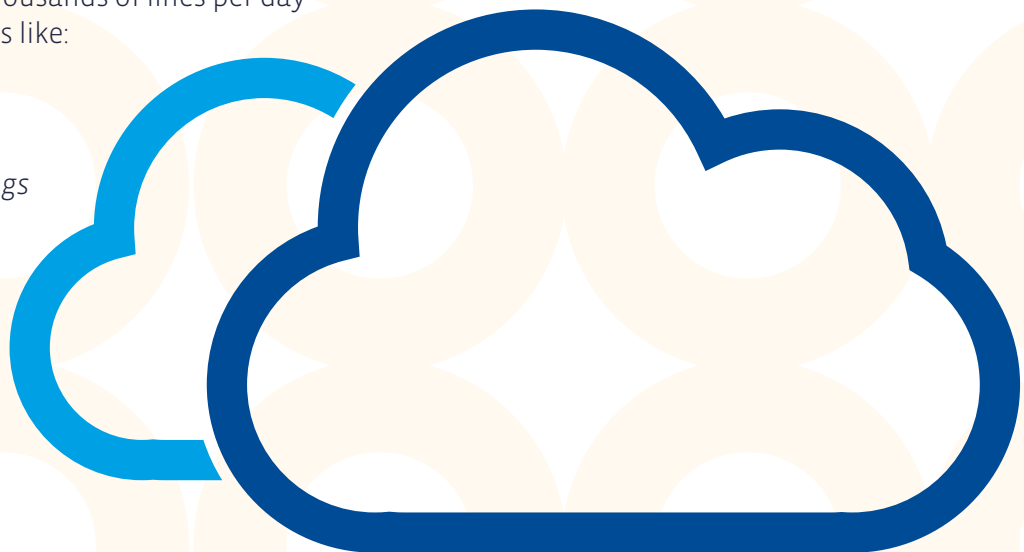
CLOUD-BASED CONVENIENCE

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 Dynamic Marketplace. *How suppliers benefit.*

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.*