ezMarket

Today, applications enabling total spend management are part of core business strategies in most industries

Today, everybody sees the Internet as an indispensable business tool that is here to stay.

The use of its technology and infrastructure in e-business brings quick, tangible and important benefits, especially in B2B trading systems. Because it enables spend visibility, reduction and overall control, the automation of key processes along supply chains is gaining momentum in most industries.

The challenges for all companies include determining what processes to automate in priority, implementing flawlessly and motivating all internal and external users.

The rewards are, very quickly, substantial reductions of all sorts of costs; important time saving; and, consequently, improved competitive positions.

- Marketplace: connection to existing markets, consortia, etc. and creation of private exchanges
- Spend analysis: systematic identification of cost saving opportunities on the supply side through detailed history analysis and forecasting
- Tendering – RF*[x]* : supplier identification, qualification and selection via automated requests for information, proposal and quotation
- Auctions: various forms of auctions and reverse auctions to purchase the right components from the right suppliers at the right price
- Decision support and visualisation tools: automatic, computational analysis of bids, optimisation of supplies, and real-time visualisation to allow buyers to perform 'what if' analysis
- Procurement: management of order planning and execution by authorised buyers to approved suppliers
- Supplier management.: on-going evaluation and maintenance of supplier scorecards, directories and other details
- Workflow management.: set-up and maintenance of different, specific processes between individual buyers and sellers

Main applications:
- **spend analysis**
- **tendering /RF*[x]***
- **reverse auctions**
- **e-procurement**

Powered by IBM WebSphere e-business software ▶

IBM Business Partner

IBM and Digital Union have a worldwide marketing programme for ezMarket as Buy Side component of IBM's WebSphere Commerce

Digital Union is also collaborating with IBM Research for the integration of various auction algorithms and of other technologies.

ezMarket in the overall context of an IBM WebSphere Commerce server supporting both sell-side and buy-side transactions

ezMarket
Enterprise Strategic Sourcing

Digital Union tackles these challenges with **e**zMarket, a product used for deploying powerful e-sourcing solutions. ezMarket enables multiple forms of trading between partners, suppliers and customers along supply chains. It also sets the basis for the automation of collaborative processes for adaptive planning, forecasting, joint product design and e-logistics.

Its open architecture permits the integration with existing enterprise applications, the inter-connection with external sites or trading communities, and the use of existing and upcoming web services.

ezMarket features

ezMarket provides eight main functions that enable the implementation of various forms of trading systems:

ezMarket inherits the advantages of IBM WebSphere Commerce, including scalability, support of multiple languages and of all key standards for security, privacy and communications.

Worldwide IBM support & maintenance
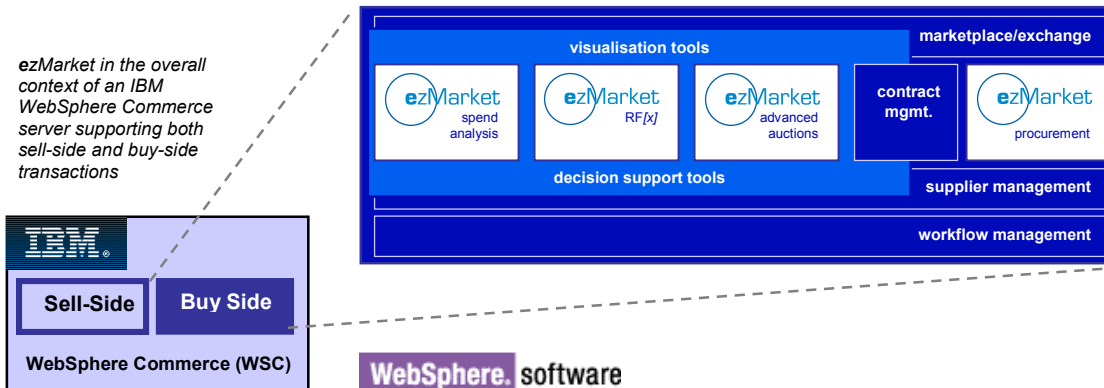
ezMarket benefits

In a nutshell, the automation of processes for tendering, auctions and procurement brings quick and substantial reduction of the costs of both purchased goods & services and of transactions & administration.

It also permits to save time, to improve the quality of work and collaboration, and, ultimately, to gain the proverbial competitive advantage

"What's attractive about [ezMarket] is not only its breadth and depth of functionality, which is comparable to that of many of the larger well-known vendors, but its price point. Priced at approximately a third of a typical Ariba Buyer license, the license fee also includes IBM's WebSphere Commerce, which some customers have gone on to use as the foundation for other e-commerce initiatives".

Beth Barling, Senior Research Analyst, AMR Research

By Side - WSC **ezMarket**

visualisation tools				marketplace/exchange
ezMarket spend analysis	ezMarket RF*[x]*	ezMarket advanced auctions	contract mgmt.	ezMarket procurement
decision support tools				supplier management
workflow management				

IBM
Sell-Side | **Buy Side**
WebSphere Commerce (WSC)

WebSphere. software

LOTUS aba BEACON AWARDS 2000 **IBM aba BEACON AWARDS 2001** **IBM aba BEACON AWARDS 2002**

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