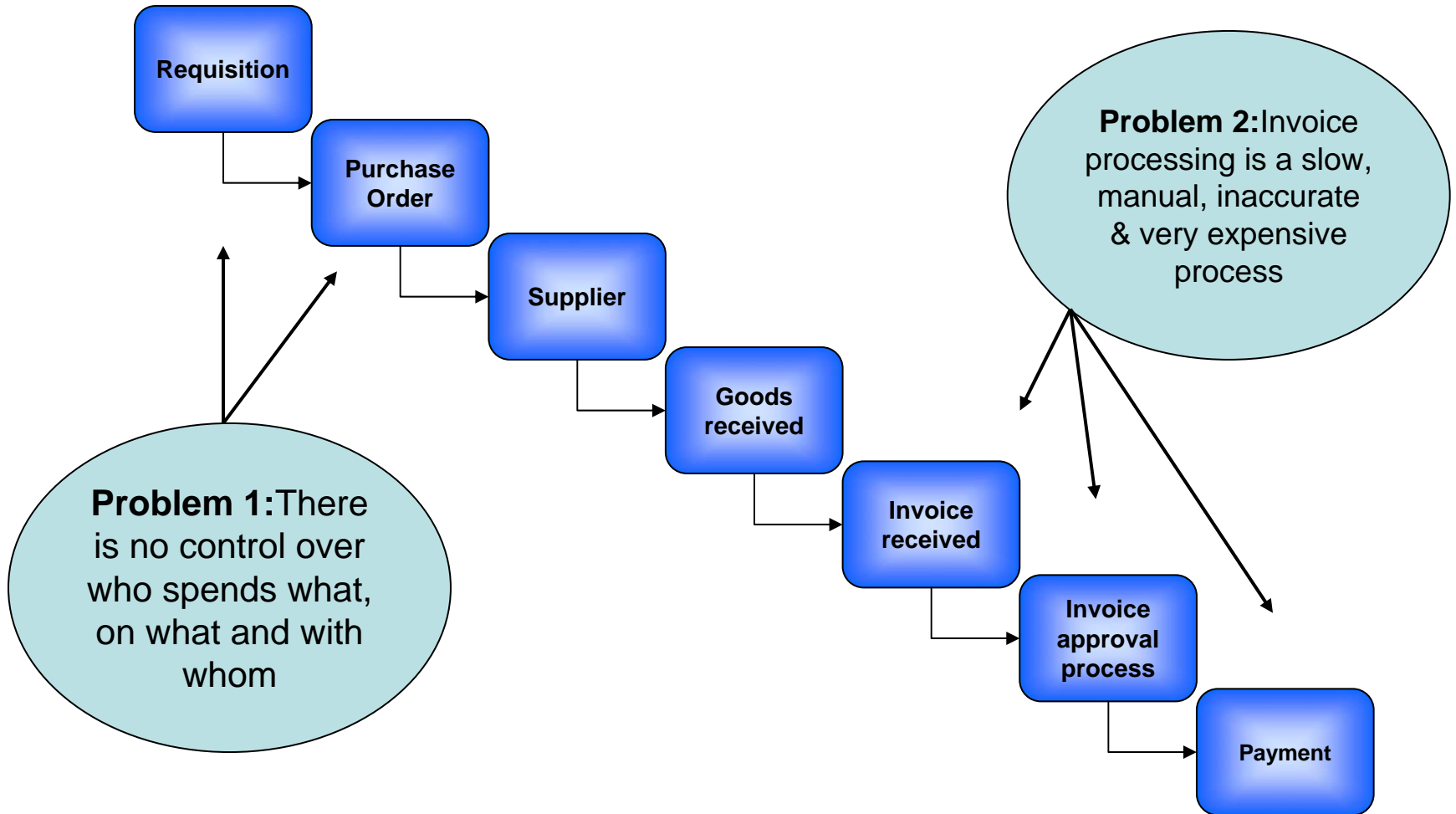




The benefits of Parabilis and
becoming part of the Parabilis
Community



- What is Parabilis?
- Parabilis Trading Options
- Benefits of a Higher Education Marketplace
- E-Invoicing
- The Costs involved
- Case Study of Implementation by Hilary from Lancaster University

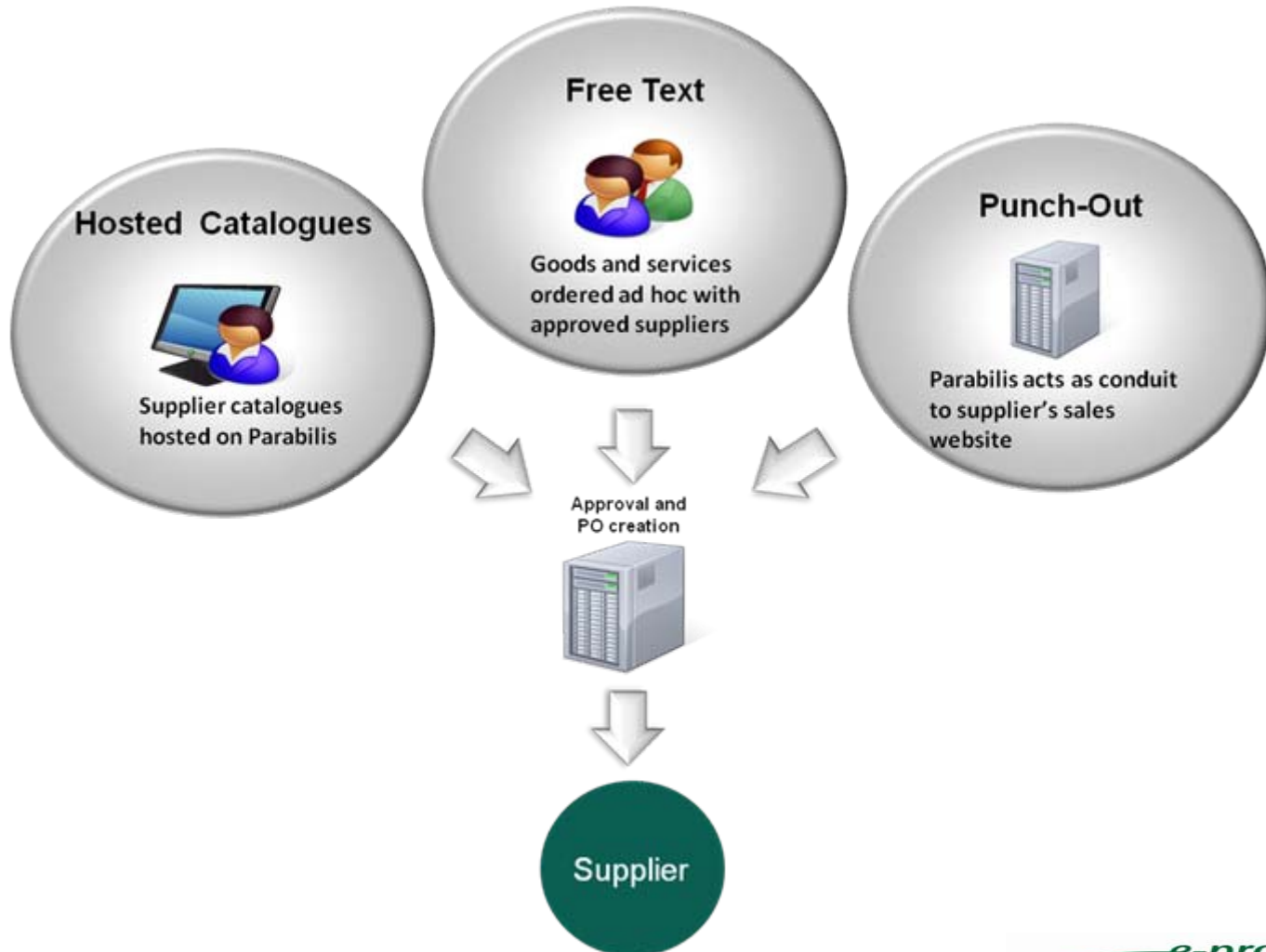




Parabilis is a Higher Education eMarketplace which...

- Has been EU tendered
- Operates as a stand-alone ordering and payment system or can be integrated with your own web enabled finance system.
- Has no (or minimal) cost to the suppliers
- Is a proven and sustainable system
- Has low implementation costs
- Has a range of communication methods with suppliers

Ordering





Adopting an e-Procurement system is one way to meet the Efficiency targets set by government.

Further institutional benefits of e-Procurement are:

- Improved management information across all areas of purchasing = increased negotiation leverage
- Improved transparency on all purchases
- Control of maverick spend and better use of corporate contracts
- Greater visibility of preferred agreements to the devolved buyer
- Budget holders have visibility and 'hands-on' control
- Reduction in paperwork and duplicated records so more sustainable
- Improved ability to analyse and measure spend and performance
- E-invoicing
- Amazon Experience and ease of use – standard ordering procedure for all suppliers
- One requisition for multiple suppliers – saves time



OGC Efficiencies Endorsed by HEFCE:

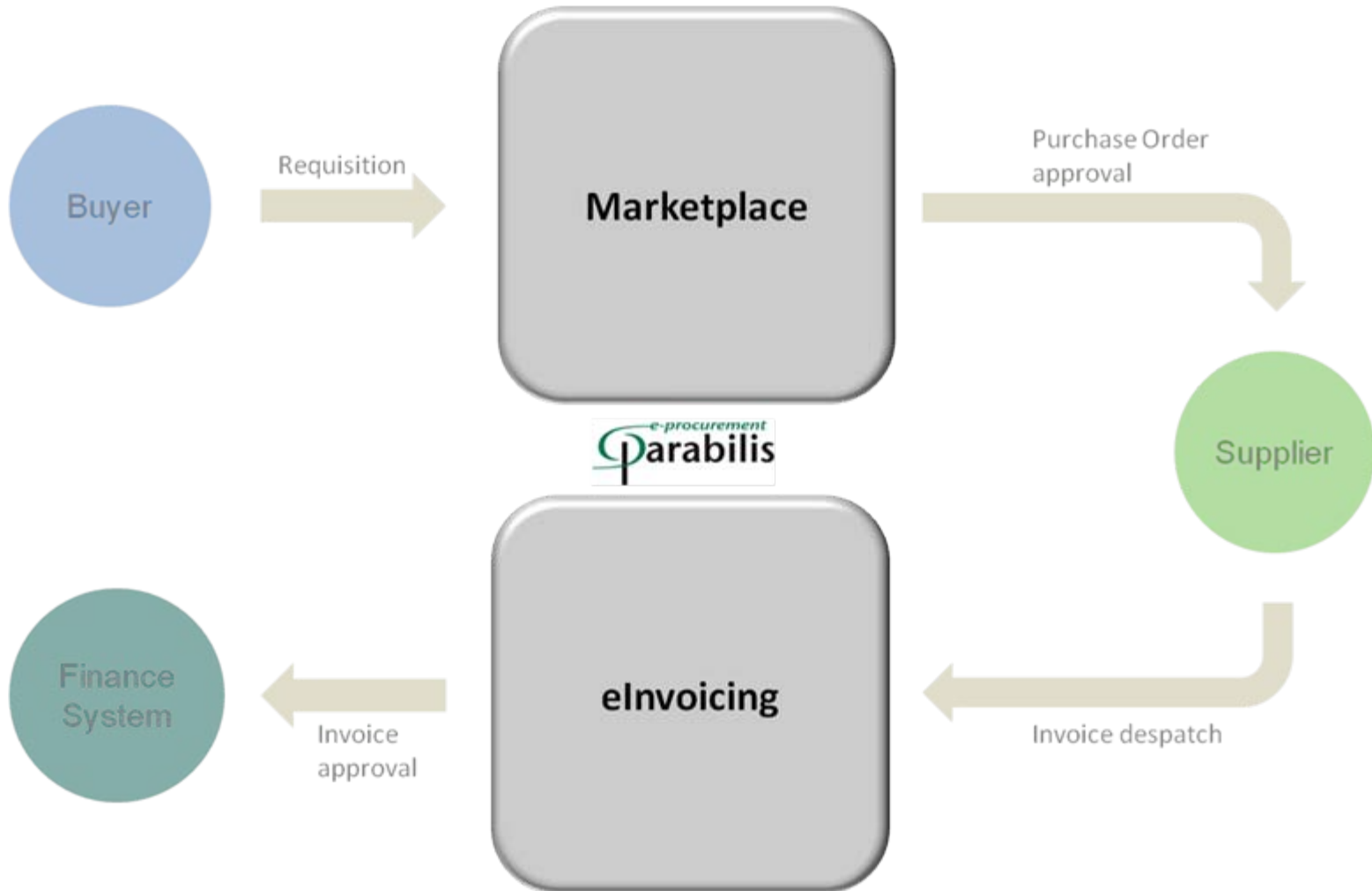
Electronic ordering / purchase	£20
Electronic goods-received acceptance	£6
Electronic invoice processing	£10
Electronic payment authorisation	£6
Electronic payment transfer	£2
TOTAL	£44



EGS invoice service

- PURE eInvoicing
 - **Electronic format and delivery**
 - **Scalable for supplier capabilities**
 - **Ultimate objective**
- OCR Scanning
 - **Combination of technology and manual**
 - **Simple to deploy**
 - **Interim step to Pure eInvoicing**

Modules in tandem





Parabilis Pricing

	Module A	Module B	Module C
Non-Pay Spend (Non-Capital)	Core Subscription (Content)	P2P Subscription (additional subscription)	Line Item Invoice matching, Approval & Presentation Subscription (additional subscription)
<10m*	£7,500	£4,500	£6,000
10 to 25m	£10,000	£5,000	£6,000
25 to 50m	£10,000	£7,500	£8,000
50 to 100m	£15,000	£10,000	£8,000
100 to 200m	£20,000	£10,000	£10,000
200m plus	£20,000	£15,000	£10,000



Implementing a marketplace.

The Parabilis website has a number of standardised documents to aid institutions with their e-procurement projects.

A business case document is available and has been designed to assist any institution wishing to compile a Business Case

A project initiation Document is available to assist institutions wishing to embark on an e-procurement project.

These two documents are available to be used whether or not the chosen e-marketplace is Parabilis

A Catalogue management document is also available to assist suppliers and institutions in the compilation and ongoing maintenance of a hosted catalogues for the Parabilis e-marketplace.

www.parabilis.ac.uk

E-Procurement Implementation at Lancaster University

A Case Study

About Lancaster University

- Top 10 University in the UK for Research
- 16,500 students from 120 countries
- 2,900 staff - 52% are senior appointments
- Standard and Poors rating A+
- Turnover 2008/2009 £168million

E-Procurement Implementation

- Upgrade to Agresso 5.5 June 2008
(now on 5.5.3)
- Installed and tested Parabilis November 2008
- Live with Lyreco December 2008
- Roll out January - March 2009

AGRESSO Requisitions - advanced - Windows Internet Explorer

https://agresso.lancs.ac.uk/agresso/Default.aspx?type=topgen&menu_id=PO282

File Edit View Favorites Tools Help

AGRESSO Requisitions - advanced

Requisitions - advanced (LU)

Save Clear Open Documents Log book Add to shortcuts Help

Tools

Requisition entry Requisition details Delivery Punchout

Requisition number: 0

Requisition

Requested by: ADAHJH Hilary Holt * Requisitioner: 004157 Hilary Holt

Status: Active

External ref:

Message:

Default

SupplierID: Contact:

Fixed supplier:

Project Code:

Agresso Business World TPO001 adahjh LU

Done

start AGRESSO Requisition... Document1 - Microsof... EN 07:54

Click on
punchout

AGRESSO Requisitions - advanced - Windows Internet Explorer

https://agresso.lancs.ac.uk/agresso/Default.aspx?type=topgen&menu_id=PO282

File Edit View Favorites Tools Help

AGRESSO Requisitions - advanced

Requisitions - advanced (LU)

Save Clear Open Documents Log book Add to shortcuts Help

Requisition entry Requisition details Delivery **Punchout**

Remote shopping

Marketplace	Last update	Status
This table is currently empty		

Delete Go shopping Generate to requisition Retrieve shopping

Agresso Business World TPO001 adahjh LU

Aggresso main menu

Tools

Go Shopping

Done

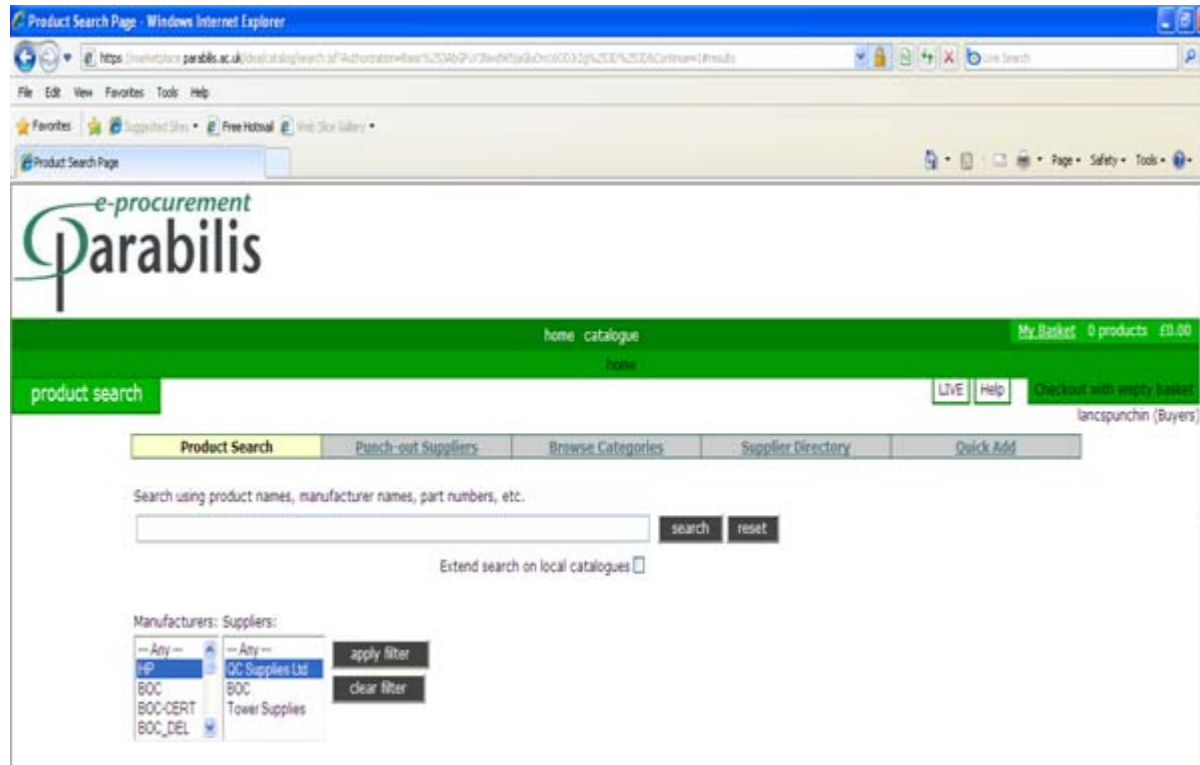
Trusted sites 100%

start AGRESSO Requisition... Document1 - Microsof... EN 07:54

Hosted Catalogue

The screenshot shows a Windows Internet Explorer browser window displaying the Parabilis e-procurement website. The browser's address bar shows the URL: <https://marketplace.parabilis.ac.uk/idea/catalog/search.jsf?Authorization=Basic%253AAbGFuY3NwdW5jaGluOm16ODJrZg%253D%253D&Continue=1>. The website header features the Parabilis logo and navigation links for 'home' and 'catalogue'. A green navigation bar contains 'product search', 'LIVE', 'Help', and 'Checkout with empty basket'. Below this is a search interface with a text input field, 'search' and 'reset' buttons, and a checkbox for 'Extend search on local catalogues'. Two dropdown menus are visible: 'Manufacturers' with options 'Any', 'BOC', 'BOC-CERT', 'BOC_DEL', and 'BOC-DEL'; and 'Suppliers' with options 'Any', 'BOC', 'QC Supplies Ltd', and 'Tower Supplies'. The footer text reads: 'Parabilis Marketplace was developed and implemented by eegs. Copyright © 2002 - 2010 Questions? Comments? [Please give us your feedback.](#)' The Windows taskbar at the bottom shows the Start button, open applications (AGRESSO Requisition..., Product Search Page..., Document1 - Microsof...), and the system tray with the time 07:57.

Using Hosted Catalogue (1)



Using Hosted Catalogue (2)

Product Search Page - Windows Internet Explorer
https://marketplace.parabils.ac.uk/idea/catalog/search.jsf?Authorization=Basic%253AabGfUJ3KwdW5jaGU0m160D3rZg%253D%253D&Continue=1#results

add to basket << Showing page 1 of 23 >>

Qty	Item No./OEM Part No.	Description	Manufacturer	Supplier / Catalogue	Price	Source	Rank
<input type="checkbox"/>	HP-C9736A HP-C9736A	5500 220V FUSER KIT	HP	QC Supplies Ltd NWUPC_PrinterSupplies_vf250110	£125.59 (1)	NWUPC	100%
<input type="checkbox"/>	HP-C9704A HP-C9704A	HP CLJET 1500/2500 SRS IMAG DRUM	HP	QC Supplies Ltd NWUPC_PrinterSupplies_vf250110	£109.00 (1)	NWUPC	100%
<input type="checkbox"/>	HP-Q3964-67901 HP-Q3964-67901	HP CLJET 2550 SRS LSR TNR DRUM	HP	QC Supplies Ltd NWUPC_PrinterSupplies_vf250110	£104.90 (1)	NWUPC	100%
<input type="checkbox"/>	HP-Q3656A HP-Q3656A	HP LJ 3500/3700 FUSER KIT	HP	QC Supplies Ltd NWUPC_PrinterSupplies_vf250110	£38.82 (1)	NWUPC	100%
<input type="checkbox"/>	HP-C8058-67903 HP-C8058-67903	HP LJ 4100 SRS MAINTAINENCE KIT	HP	QC Supplies Ltd NWUPC_PrinterSupplies_vf250110	£130.02 (1)	NWUPC	100%
<input type="checkbox"/>	HP-C9726A HP-C9726A	HP LJ 4600 SRS LSR FUSER UNIT	HP	QC Supplies Ltd NWUPC_PrinterSupplies_vf250110	£146.34 (1)	NWUPC	100%
<input type="checkbox"/>	HP-C9153A HP-C9153A	HP LJET 9000 MAINTAINENCE KIT	HP	QC Supplies Ltd NWUPC_PrinterSupplies_vf250110	£312.00 (1)	NWUPC	100%
<input type="checkbox"/>	HP-Q3675A HP-Q3675A	HP LJ 4600 SRS LSR TRANSFER KIT	HP	QC Supplies Ltd NWUPC_PrinterSupplies_vf250110	£108.07 (1)	NWUPC	100%
<input type="checkbox"/>	HP-C9734B HP-C9734B	HP LJ 5500 SRS LSR TNR IMAGE TRANSFER KIT	HP	QC Supplies Ltd NWUPC_PrinterSupplies_vf250110	£117.85 (1)	NWUPC	100%
<input type="checkbox"/>	HP-Q3658A HP-Q3658A	HP LJ 3500/3700 TRANSFER KIT	HP	QC Supplies Ltd NWUPC_PrinterSupplies_vf250110	£43.59 (1)	NWUPC	100%
<input type="checkbox"/>	HP-C4195A HP-C4195A	HP LJ 4500/4550 SRS DRUM KIT	HP	QC Supplies Ltd NWUPC_PrinterSupplies_vf250110	£59.00 (1)	NWUPC	100%

Punch Out

The screenshot shows a Windows Internet Explorer browser window displaying the Parabilis e-procurement website. The address bar shows the URL: <https://marketplace.parabilis.ac.uk/idea/catalog/punchoutsearch.jsp?Continue=1&Authorization=Basic%3AbGFUY3NwdW5jaGlUOm16ODJrZg%3D%3D>. The website header features the Parabilis logo and navigation links for 'home' and 'catalogue'. A green navigation bar contains 'punch out suppliers', 'LIVE', 'Help', and 'Checkout with empty basket'. Below this, a horizontal menu includes 'Product Search', 'Punch-out Suppliers', 'Browse Categories', 'Supplier Directory', and 'Quick Add'. The main content area lists four suppliers:

- [Dell Corporation Ltd \(B\)](#)
Information Technology Broadcasting and Telecommunications
- [Fisher Scientific \(SUPC\)](#)
Chemicals including Bio Chemicals and Gas Materials
Defense and Law Enforcement and Security and Safety Equipment and Supplies
Distribution and Conditioning Systems and Equipment and Components
Drugs and Pharmaceutical Products
Electronic Components and Supplies
Laboratory and Measuring and Observing and Testing Equipment
Live Plant and Animal Material and Accessories and Supplies
Material Handling and Conditioning and Storage Machinery and their Accessories and Supplies
Medical Equipment and Accessories and Supplies
Mineral and Textile and Inedible Plant and Animal Materials
Resin and Rosin and Rubber and Foam and Film and Elastomeric Materials
- [Insight Direct \(UK\) Limited](#)
Information Technology Broadcasting and Telecommunications
- [Lureco](#)
Apparel and Luggage and Personal Care Products
Cleaning Equipment and Supplies
Defense and Law Enforcement and Security and Safety Equipment and Supplies
Distribution and Conditioning Systems and Equipment and Components
Domestic Appliances and Supplies and Consumer Electronic Products
Editorial and Design and Graphic and Fine Art Services
Electrical Systems and Lighting and Components and Accessories and Supplies
Food Beverage and Tobacco Products
Furniture and Furnishings
Information Technology Broadcasting and Telecommunications
Laboratory and Measuring and Observing and Testing Equipment
Live Plant and Animal Material and Accessories and Supplies
Manufacturing Components and Supplies

The Windows taskbar at the bottom shows the Start button and several open applications, including Document1, punchout (R...), Microsoft Po..., AGRSSO B..., number of o..., value of ord..., Inbox - Mic..., AGRSSO R..., Strategic Pu..., and Punch Out S... The system clock indicates 10:07.

Using Punch Out (1)

The screenshot shows the Lyreco online ordering website in a Windows Internet Explorer browser. The browser's address bar displays the URL: <http://www.lyreco.com/OnLineOrderingWeb/P03/D11/openHomePage.do?jsessionid=0000RPhv-mExFwNrR2UeafdkVJK:106>. The website header includes the Lyreco logo, a customer ID (n° 0060154068), and the text 'PUNCHOUT CATALOGUE'. Navigation tabs for 'My Lists' and 'Order' are visible. A message states, 'There are currently no items in your shopping basket.' The main content area features a 'Promotions' section with two offers: 'Buy one box and get the Refill FREE!' for a black pen (1/5) and a blue pen (2/5). Below the offers is a 'Contact Information' section with customer service details and an 'Immediate attention required' alert. The left sidebar contains a 'Product Search' box, a 'Quick Order' section with product code and quantity fields, and a 'Browse the Catalogue' menu with categories like 'BOOKS & PADS', 'BUSINESS MACHINES & ELECTRONICS', and 'PAPER'. The browser's status bar at the bottom shows 'Internet' and '100%' zoom.

On Line Ordering - Windows Internet Explorer

http://www.lyreco.com/OnLineOrderingWeb/P03/D11/openHomePage.do?jsessionid=0000RPhv-mExFwNrR2UeafdkVJK:106

File Edit View Favorites Tools Help

On Line Ordering

Lyreco

Customer n° 0060154068
PUNCHOUT CATALOGUE

My Lists Order

There are currently no items in your shopping basket.

Promotions

Buy one box and get the Refill FREE!

Buy one box and get the Refill FREE!

When you purchase 1 box of items shown below

When you purchase 1 box of items shown below

1/5 2/5

Contact Information

If you are experiencing problems please contact Customer Services on 08457 676999

Immediate attention required:

If you are experiencing problems please contact Customer Services on 08457 676999

[Terms and conditions of sale](#)

Product Search

Advanced search
Index Search
Consumables Guide

Quick Order

Product Code Qty

Add more products

Browse the Catalogue

BOOKS & PADS
BUSINESS MACHINES & ELECTRONICS
CATERING, HYGIENE & SAFETY
COMPUTER SUPPLIES
CONFERENCE & PLANNING
DOCUMENT PRESENTATION
EDUCATIONAL PRODUCTS
ENVELOPES & POSTROOM
FILING
FURNITURE
LABELS, SIGNAGE & IDENTIFICATION
MACHINE CONSUMABLES
OFFICE STATIONERY
PAPER
RECEPTION, OFFICE & PERSONAL
WRITING & CORRECTION

Promotions

Internet 100%

Using Punch Out (2)

The screenshot shows the Lyreco online ordering interface. The browser window title is "On Line Ordering - Windows Internet Explorer". The address bar shows the URL: <http://www.lyreco.com/OnLineOrderingWeb/P03/D11/openHomePage.do;jsessionid=0000RPhv-mExFwNrR2UeafdkVJK:106;>

The page header includes the Lyreco logo and a customer ID: "Customer n° 0060154068 PUNCHOUT CATALOGUE".

On the left side, there is a navigation menu with sections: "Product Search" (with a search box containing "2519153" and links for "Advanced search", "Index Search", and "Consumables Guide"), "Quick Order" (with input fields for "Product Code" and "Qty" and an "Add more products" link), and "Browse the Catalogue" (with a list of categories including "BOOKS & PADS", "BUSINESS MACHINES & ELECTRONICS", "CATERING, HYGIENE & SAFETY", "COMPUTER SUPPLIES", "CONFERENCE & PLANNING", "DOCUMENT PRESENTATION", "EDUCATIONAL PRODUCTS", "ENVELOPES & POSTROOM", "FILING", "FURNITURE", "LABELS, SIGNAGE & IDENTIFICATION", "MACHINE CONSUMABLES", "OFFICE STATIONERY", "PAPER", "RECEPTION, OFFICE & PERSONAL", and "WRITING & CORRECTION").

The main content area features a "Shopping Basket" section. It shows a summary: "Latest : 2.519.153 IMPEGA BUDGET ASSORTED CO... x30 4.50" and "Lines 2 Total 8.20". Below this is a table with columns: "Product Code", "Item Qty", "Price (GBP)", "Qty", "Amount (GBP)", "In stock", "Back Order", and "Actions".

Product Code	Item Qty	Price (GBP)	Qty	Amount (GBP)	In stock	Back Order	Actions
IMPEGA CLOUD FINISH A4 UPRIGHT LEVER ARCH FILE							
118.143	BOX (10)	3.70	1	3.70	Yes		
IMPEGA BUDGET ASSORTED COLOUR A4 10-PART INDEX SUBJECT DIVIDERS							
2.519.153	Each (1)	0.15	30	4.50	Yes		
Net :				8.20			

At the bottom of the basket section, there are buttons: "Save list", "Empty Shopping Basket", "Return Shopping basket", and "Print".

Using Punch Out (3)

Current Basket - Windows Internet Explorer

https://marketplace.parabils.ac.uk/idea/basket/currentbasket.jsf?unsplit=Y

File Edit View Favorites Tools Help

Current Basket

basket actions
Basket Name: save basket empty basket update basket compare basket

add catalogue items
search / browse catalogue quick add

add non-catalogue items
Selected category: none clear browse categories
Supplier name: search suppliers

order form items
Lyreco (catalogue) Contract: - none change none add remove

Delete	Item Code / Job ID	Manufacturer	Product / Service Description	Unit Price / UOI	Qty	Vat	Total Price (Excl)
<input type="checkbox"/>	118143	X	IMPEGA CLOUD FINISH A4 UPRIGHT LEVER ARCH FILE	£3.70 /BX	1.00	17.5%	£3.70
<input type="checkbox"/>	2519153	X	IMPEGA BUDGET ASSORTED COLOUR A4 10-PART INDEX SUBJECT DIVIDERS	£0.15 /Each	30.0	17.5%	£4.50

update items add non-catalogue items

Total (Excl): £8.20

order actions
checkout

checkout empty basket

Done Internet 100%

Populating the Requisition (1)

AGRESSO Requisitions - advanced - Windows Internet Explorer

https://agresso.lancs.ac.uk/agresso/Default.aspx?type=topgen8menu_id=PO282

File Edit View Favorites Tools Help

Strategic Purchasing - Lanca... AGRESSO Requisitions - a... X

Requisitions - advanced (LU)

Save Clear Open Documents Log book Add to shortcuts Help

Requisition entry Requisition details Delivery **Punchout**

Remote shopping

Marketplace	Last update	Status
This table is currently empty		

Delete Go shopping Generate to requisition Retrieve shopping

Agresso Business World TPO001 adahgh LU

Done Trusted sites 100%

start Document1 - Micro... Microsoft PowerPo... AGRESSO Busines... number of orders ... value of orders pl... Inbox - Microsoft ... AGRESSO Requist... Strategic Purchas... EN 09:56

Populating the Requisition (2)

AGRESSO Requisitions - advanced - Windows Internet Explorer

https://agresso.lancs.ac.uk/agresso/Default.aspx?type=topgen8menu_id=PO282

File Edit View Favorites Tools Help

Strategic Purchasing - Lanca... AGRESSO Requisitions - a... X

Requisitions - advanced (LU)

Requisition entry Requisition details Delivery **Punchout**

Tools

Remote shopping

	Marketplace	Last update	Status
<input type="checkbox"/>	Parabils Market Place	17 December 2008 10:31:04	N
<input type="checkbox"/>	Parabils Market Place	29 May 2009 10:46:05	N

Delete Go shopping Generate to requisition Retrieve shopping

Agresso Business World TPO001 adahyh LU

1. Check the list you want to retrieve

2. and click generate to requisition

start Document1 - Micro... Microsoft PowerPo... AGRESSO Busines... number of orders ... value of orders pl... Inbox - Microsoft ... AGRESSO Requist... Strategic Purchasi... EN 10:00

Populating the Requisition(3)

AGRESSO Requisitions - advanced - Windows Internet Explorer

https://agresso.lancs.ac.uk/agresso/Default.aspx?type=topgen8menu_id=PO282

File Edit View Favorites Tools Help

Strategic Purchasing - Lanca... AGRESSO Requisitions - a... X

Requisitions - advanced (LU)

Save Clear Open Documents Log book Add to shortcuts Help

Requisition entry **Requisition details** Delivery Punchout

Requisition number: 0

Requisition details

Product	Description	Unit	SupplierID	Responsible	Delivery date	Qty.	Currency	Price	Amount	Status
3202	AVERY WHITE ROLL PRI...	each	8020173		23/03/2010	1.00	GBP	11.13	11.13	Active
* 3202	ADHESIVE WHITE ADDRESS LABELS - 89	EA	* 8020173		23/03/2010	1.00	GBP	0.41	0.41	Active N
									11.54	

Σ

Add Delete Copy row Reset Park Close Search products Search kits Components to a kit

Detailed information

GL Analysis

#	Account	Costc	Project	Vattreat	Cocode	TS	Percentage	Amount
1	* 3202	FIA	* FIA	R	UNI	V	100.00	0.41
		Books	Finance	Finance	Residual	Lancaster University	Normal VAT	
							100.00	0.41

Σ

Split row

Workflow log (row 1)

Copy

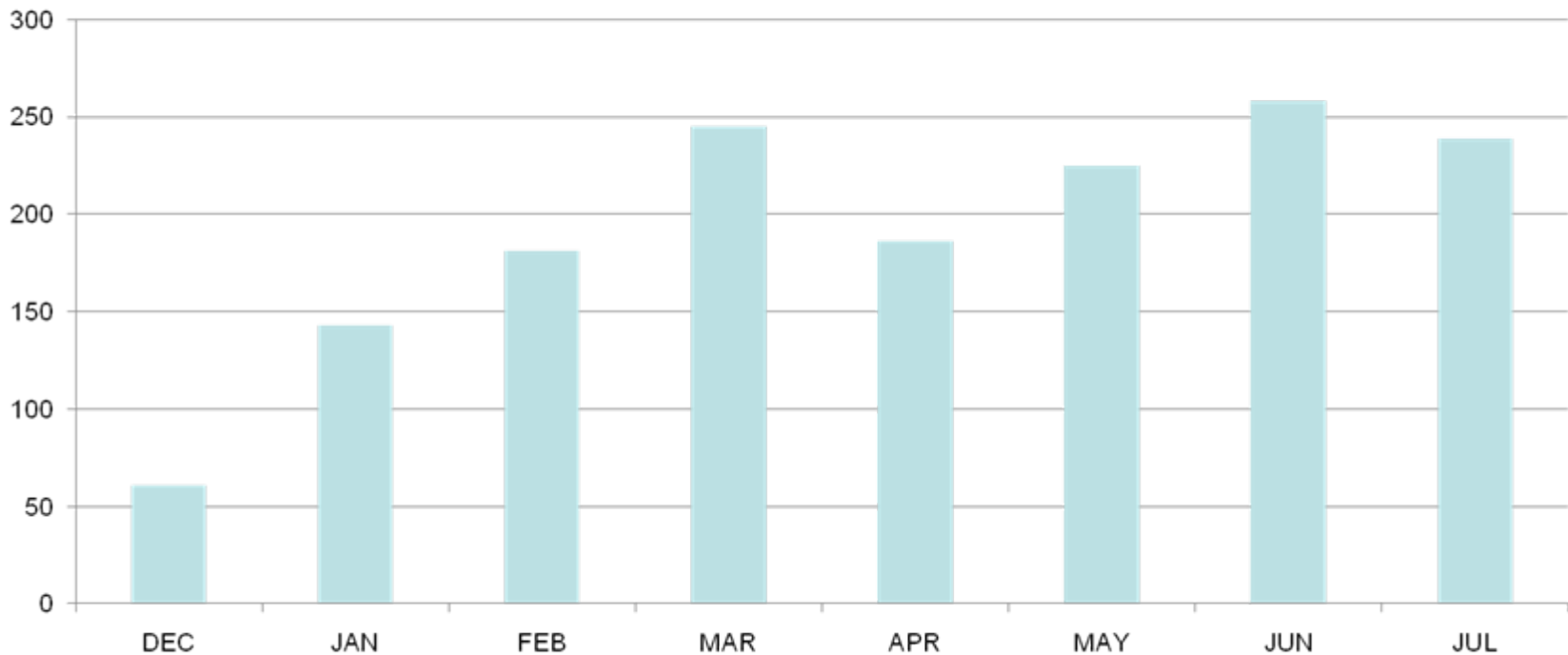
Agresso Business World TPO001 adahjh LU

Done

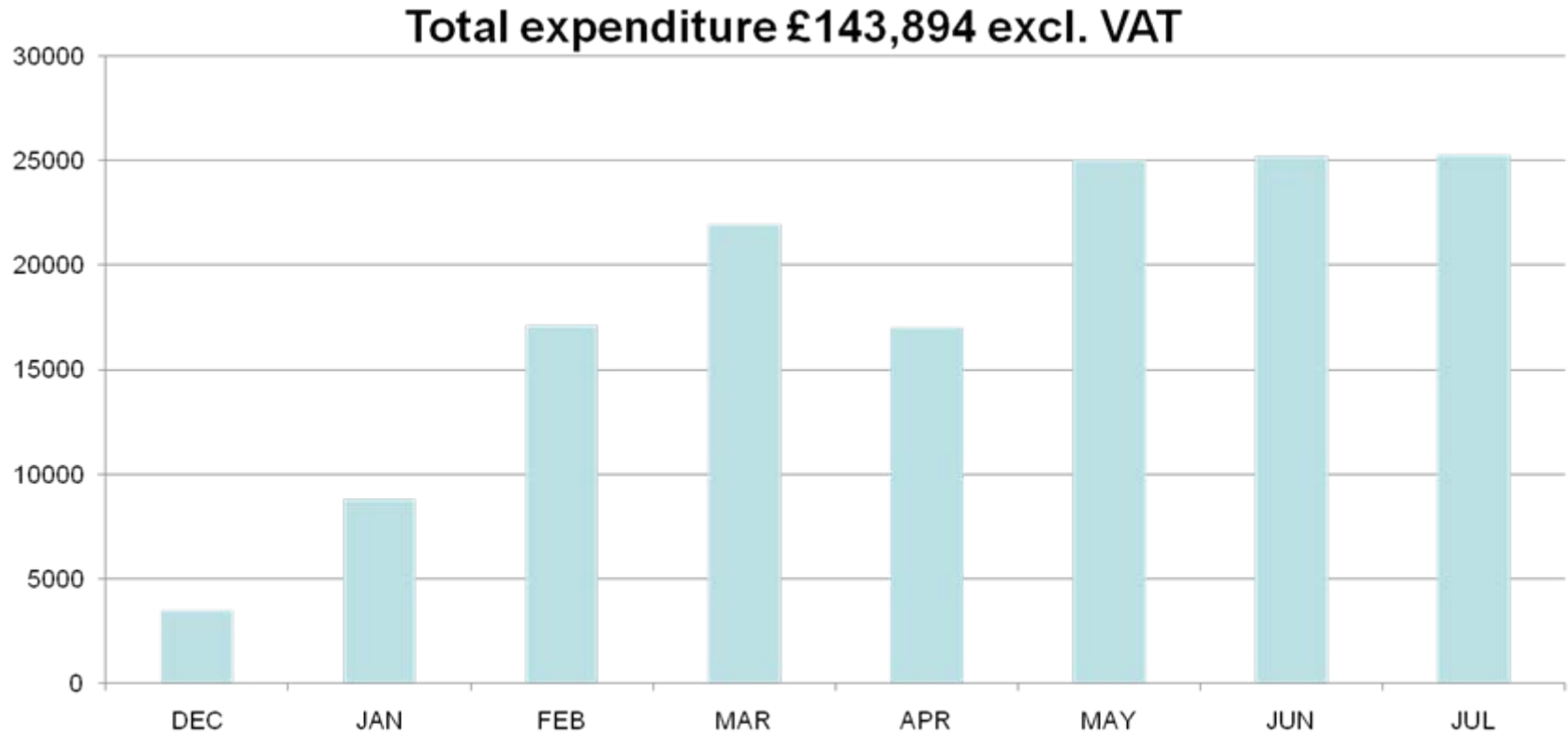
start Document1 - Micro... Microsoft PowerPo... AGRESSO Busines... number of orders ... value of orders pl... Inbox - Microsoft ... AGRESSO Requist... Strategic Purchasi... EN 09:54

Orders Processed Through Punch-Out December 2008 to July 2009

total number of orders processed 1538



Expenditure Through Punch-Out December 2008 to July 2009



Efficiency Savings

- EMM report for 2008/2009
1538 orders @ £39 per order = £60,000
(OGC £34 + £5 for partial electronic invoice processing)
- Currently 28% of orders by volume are generated using punch-out but <2% by value

Where are we now ?

- 8 Punch-out suppliers, 3 hosted catalogues
- It's just part of our P2P process

What Next ?

- Development of additional suppliers with EGS incl. XMA and Viglen
- Hosted catalogue for catering supplies
- E- Invoicing



Questions?

Contact details for further information:

www.parabilis.ac.uk

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0118 3782425