

# sciQuest™ HigherMarkets™

Strategic procurement  
solutions for academic  
institutions

SciQuest empowers your institution to enhance its procurement strategies and deliver a seamless purchasing experience to every user on campus, achieving greater cost savings to propel your mission.



## Make your procurement strategic with HigherMarkets

Campus purchasing departments have implemented technology to improve productivity and deliver a higher level of customer service. Enterprise Resource Planning (ERP) systems have automated many key tasks, yet often fail to provide a complete solution to streamline your procurement efforts and maximize ROI. By augmenting existing procurement processes with automation solutions and supplier enablement, your institution can improve customer service and achieve 5-20% cost savings.

SciQuest's strategic procurement solutions are modular, delivering a completely customized solution based on your institution's specific needs as dictated by your current processes. From shopping to product comparison to settlement, your institution is given the flexibility to augment and enhance its existing purchasing process, driving productivity, reducing costs and improving customer service. This meticulously integrated solution is paired with robust supplier content and a flexible software-as-a-service (SaaS) architecture to help you achieve your key objectives, including:

- Unparalleled user purchasing experience
- Remarkable contract compliance — as much as 100%
- Faster, more accurate order processing
- Minimal IT maintenance costs
- More than 75% spend under management
- Up to 20% savings on every dollar managed
- Return on investment within just one year



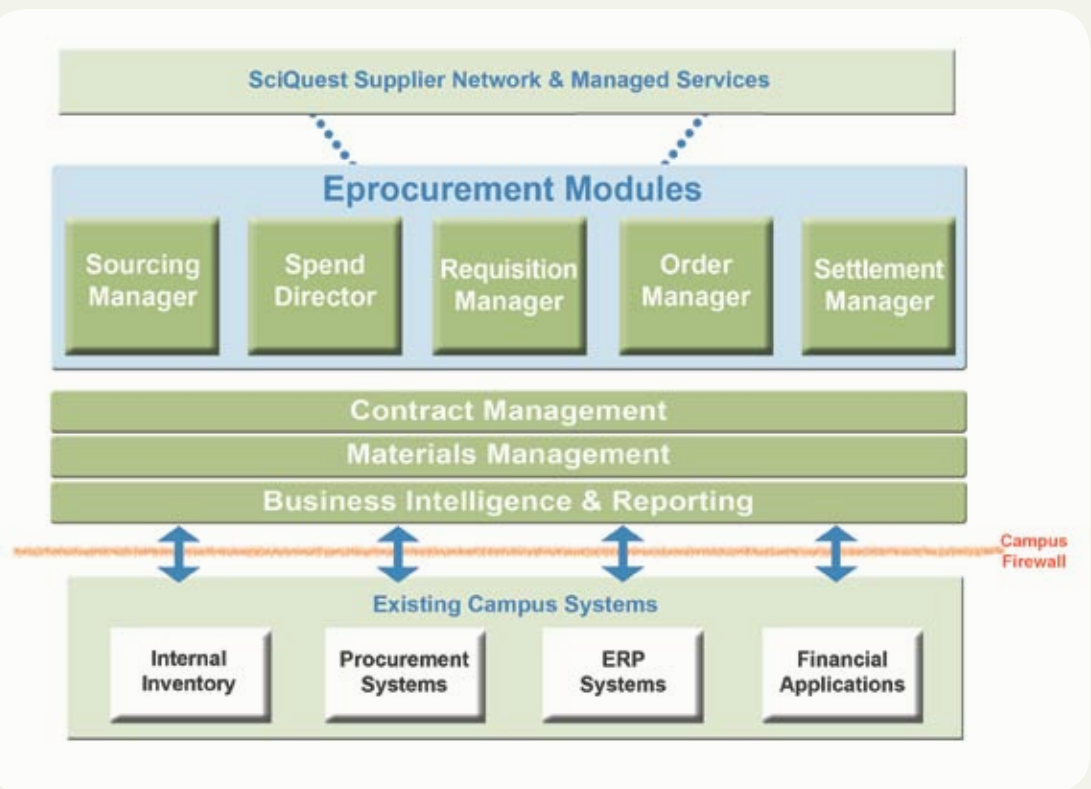
## The Global Leader in Higher Education Eprocurement

SciQuest designed this eprocurement solution specifically with academic institutions in mind. SciQuest's deep knowledge of the unique requirements of educational institutions, and research and medical universities, is unmatched. We work with some of the most prestigious institutions in the world, including the California Institute of Technology, the Culinary Institute of America, the University of Michigan, the University of Notre Dame, the University of Oxford, Rensselaer Polytechnic Institute, and Yale University.

## How it works

Eprocurement modules, such as Spend Director, Order Manager, Settlement Manager and others, can be deployed together or separately to meet specific procurement automation needs. The SciQuest Supplier Network (SQSN) delivers comprehensive and accurate catalog content, which is a key force in driving user adoption. Then SciQuest's Supplier Enablement team provides Managed Services as an extension of your procurement team. As a collaborative partner, SciQuest works with you to create a solution to reliably manage connections to all of your suppliers – one that aligns with your strategy and long-term goals.

All HigherMarkets eprocurement solutions can integrate with installed enterprise systems to leverage existing technology investments.



## SciQuest strategic procurement: higher returns, better results empower higher education

**IMPROVE CUSTOMER SERVICE.** Now you can shorten order cycles and serve campus users better by automating back-office procurement processes. Our easy-to-use, Web-based shopping interface gives users the ability to search and select the items, supplies and services they need. Electronic requisitions are created, then routed for approval. Our online workflow management accommodates approval requirements such as account codes, P-card limits, purchase authorization limits and other configurable criteria. With Order Manager, orders are sent electronically to suppliers, who can send order status updates to be viewed directly by end users.

"The SciQuest HigherMarkets eprocurement application gives us the capability to do business-to-business purchasing with just a few clicks, while the integration to Banner Finance gives us the control and coordination with accounting that we require."

— Bruce Cherrin  
Director of Purchasing, University of New Mexico

**ELECTRONICALLY ENABLE SUPPLIERS.** Enabling a critical mass of supplier product content is crucial to maximizing user adoption, purchasing efficiency and spend visibility. SciQuest offers both hosted and punch-out access to multi-commodity supplier catalogs through the SciQuest Supplier Network. SciQuest's supplier management toolset also allows your organization to rapidly enable pricing, local inventory and stockrooms, and any network or non-network suppliers.

**PROMOTE PREFERRED VENDOR PROGRAMS.** Most procurement systems only change how employees buy. Our solution also changes what they buy. By integrating preferred vendor agreements with an intuitive shopping experience, SciQuest can measurably increase contract compliance. Purchasing agents configure supplier content to promote preferred suppliers, including diversity classifications, and highlight best buys. End users search for and select items by accessing detailed product information and using decision-making tools such as side-by-side product comparisons, and real-time pricing and availability.

**STREAMLINE RECONCILIATION.** Documenting receipts and matching invoices are critical steps in the procurement cycle handled by SciQuest Settlement Manager. Receiving personnel and requestors electronically link the received goods and services to the original order. Next, Accounts Payable uses the invoicing module to complete the reconciliation process by matching suppliers' invoices with their respective receipts and/or orders. Eliminating paper-based documents by enabling invoices further streamlines the reconciliation process.

**GAIN VISIBILITY INTO CAMPUS SPENDING.** Analyzing your spend at the supplier, commodity and requisitioner level is critical to understanding departmental spending patterns, identifying savings opportunities, and auditing both user and supplier compliance. Powerful Business Intelligence reports include line-item data for custom analysis that give you unprecedented visibility into campus and departmental spending.

**SCIQUEST SERVICES.** SciQuest's integration and implementation services are unprecedented with years of experience and proven success in helping customers maximize the value of their SciQuest strategic procurement solution. In addition, our customer support team offers you a high level of technical support that increases the integrity and reliability of the solution throughout its entire lifecycle.

With SciQuest services you can reap the benefits of a robust strategic procurement solution that enables you to spend less time on your procurement activities and more time focusing on your strategic initiatives.

“SciQuest HigherMarkets solution enables our procurement process to deliver significant value while mitigating risk and creating efficiency. Our system, buyND, is a powerful tool for promoting preferred suppliers and introducing contract pricing across campus. Workflow and approval functionality ensure our institutional policies are integrated into our process. Most importantly, process automation allows us to focus on the strategic activities that will move us to the next level. As a result, we position ourselves to be an immensely impactful lever in achieving the goals of the University.”

— Rob Kelly  
Director, Procurement Services,  
University of Notre Dame

## Get strategic with SciQuest

Interested in heightening your strategic procurement potential with SciQuest solutions? Let's talk. Call SciQuest at 877 710 0413 or email us at [sales@sciquest.com](mailto:sales@sciquest.com). You can also learn more about SciQuest and how to reach your strategic procurement potential at [www.sciquest.com](http://www.sciquest.com).

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