



# NOOSH: THE PRINT PROCUREMENT SOLUTION

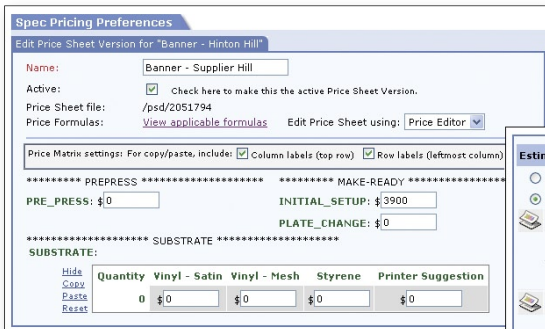
## TAKE CONTROL OF YOUR PRINT PROCUREMENT WITH NOOSH

Print spend—it's a sizeable component in many corporate budgets. In fact, print services and materials comprise one of the largest areas of corporate spending—up to three percent of revenues, according to industry estimates. Managing the complexities of the print lifecycle, including print procurement, production, and distribution, can be difficult and time consuming, resulting in even higher costs. Companies utilize numerous methods for controlling this substantial expense: putting suppliers under contract, implementing rate cards, utilizing requests for estimates (RFEs) or outsourcing the entire process. However, each strategy presents its own set of challenges, often making it difficult to determine the best approach. That's where Noosh comes into play.

## NOOSH PUTS CRITICAL INFORMATION AT YOUR FINGERTIPS

Whether you buy print using RFEs, contracts, or rate cards, Noosh gives you complete visibility into your supply chain—internally and externally—allowing you to improve efficiency, refine your procurement practices, and reduce costs by 20 percent or more. This flexible, Web-based, on-demand software solution goes way beyond automating RFEs. Noosh creates an efficient and collaborative working environment between agencies, vendors, and your employees, and infuses your team with the critical knowledge necessary to make well-informed decisions, such as:

- The optimum purchasing strategy for each product type
- The best supplier for each product based on your own unique rating system
- When to aggregate print orders for consolidated buying



*Noosh Spec Pricing allows users to manage price matrices for specific product types.*

Estimates submitted for RFE: "5 Fall Brochures" View by: Price

Show latest bid under consideration from each supplier  
 Show all bids

Print Procurement Brochure (5068450)		1,500	2,000
Smith Printing 5/4/04 4:00 PM	5029557 Rejected	\$1,800.00	\$1,934.00
Color Technology 5/4/04 9:33 AM	5029474 Submitted	\$1,197.00	\$1,300.00
Print Procurement Brochure (5068450)		1,500	2,000
Smith Printing 5/4/04 4:00 PM	5029557 Rejected	\$1,800.00	\$1,934.00
Color Technology 5/4/04 9:33 AM	5029474 Submitted	\$1,197.00	\$1,300.00

**Award Order...** **Reject Estimates...** **Invalidate Estimates...**

*Buyers can easily compare estimates from vendors for each print specification to award orders.*

With fact-based decision-making, centralized control, and the ability to track every detail, no other solution matches the strategic procurement framework available with Noosh.

### Take print procurement to the next level

Noosh automates the procurement process for even your most complex projects, enabling you to realize immediate savings. With Noosh, you can take advantage of the spot market to weigh quality versus price decisions, create an overall performance rating of suppliers, and enforce contract agreements if your strategy dictates. You can also:

- Quickly assemble print specifications from company templates, establishing clear standards for paper grades and colors, product types, and more
- Clearly delineate buyer and supplier concerns and agreement terms using the two-way negotiation process for custom projects
- Automatically notify printers via email of RFEs, change orders, and more
- Allow printers to offer alternative specifications in a standardized format that is easy to compare and analyze
- Automatically notify all participants once a job is awarded
- Aggregate projects with like specifications—even if they originate in different business units or agencies—to receive volume breaks from suppliers
- Track resultant shipments—including actual versus planned dates—and the information necessary for closing the order
- Manage change orders in one place

### Refine your purchasing processes

Unmatched RFE capabilities aren't the only benefit you receive by harnessing the data captured in Noosh. Noosh provides functionality that matches and enhances your purchasing strategy. You can fine-tune your processes, making it possible to further control and reduce costs. Eliminate maverick buying and undocumented change orders. Identify unfavorable pricing trends immediately—even across multiple divisions in your company.

PROCUREMENT STRATEGIES	PROCUREMENT TACTICS ENHANCED BY NOOSH
Competitive Bidding	<ul style="list-style-type: none"> <li>• Receive estimates from multiple suppliers for custom projects in the same format for fast, simplified comparisons with Noosh Request for Estimate (RFE)</li> </ul>
Reverse Auctions	<ul style="list-style-type: none"> <li>• Achieve the lowest price possible on commodity products based on participating suppliers with Noosh Open Bid</li> </ul>
Contracts	<ul style="list-style-type: none"> <li>• Create contracts for business critical products or large volume purchases that have capacity-utilization impact with Noosh Spec Pricing</li> </ul>
Rate Cards	<ul style="list-style-type: none"> <li>• Develop rate cards to manage price expectations for repetitive purchases of standard products with Noosh Spec Pricing</li> </ul>
Sole Source	<ul style="list-style-type: none"> <li>• Establish a sole-source strategy when a rate card is not in place or to target preferred suppliers, bypassing the quotation process with Noosh Quick Order</li> </ul>

## Make smarter decisions and gain insight with Noosh Reporting

Noosh provides a powerful reporting capability for analyzing the data captured during procurement cycles, giving you greater spend control and enabling you to execute solid supplier and purchasing strategies. With Noosh reporting capabilities you have the ability to track spend and supplier performance history. Noosh standard reports include:

- Estimate Analysis
- Supplier Rating
- Order Activity
- Cost Analysis

Noosh Report Writer provides the flexibility to build your own custom reports. These custom reporting capabilities allow you to:

- Schedule automatically-generated reports and disseminate information to team members
- Export Noosh report data into Excel for additional analysis
- Publish report results and charts to the Noosh Dashboard to keep management information easily accessible and communicate your team's progress toward goals

Strategy	1	2	3	4	5	Savings %	Savings Amount
<input checked="" type="checkbox"/> Multiple Bidding (RFE)	<input type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>	33.33333	\$150
<input type="checkbox"/> Open Bidding (Auction)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	0	\$0.00
<input checked="" type="checkbox"/> Aggregation	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>	66.66667	\$300
<input type="checkbox"/> Creative Change	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	0	\$0.00

*Create a report utilizing savings data captured on orders placed through Noosh to identify the most cost-effective sourcing strategies and procurement tactics for different product types.*

*Use Noosh Open Bid to create a competitive supplier environment for the procurement of commodity products.*

OpenBid Section		RFE Noosh ID: 5026836	RFE Reference Number: 5026836	
<input checked="" type="radio"/> Show latest bid from each supplier				
<input type="radio"/> Show all bids				
04BK5092259		6000 (\$)	10000 (\$)	
Smith Printing	Submitted	\$8,700.00	\$13,960.00	
9/22/04 2:45 PM				
Color Technology	Submitted	\$8,650.00	\$13,750.00	
9/22/04 2:44 PM				

## IMPLEMENTATION IS EASY, FLEXIBLE, AND FAST

Your organization is unique, with specific processes and terminology in place. Cookie cutter solutions simply won't work. That's why Noosh provides a suite of configuration and customization capabilities that make it possible to tailor the solution to fit your print procurement practices and business rules.

### Maximize the benefits of Noosh

The Noosh Professional Services Organization offers over 100 years of combined industry experience to ensure that you receive the maximum benefit from your Noosh implementation. With a proven methodology that combines our on-demand software solution with up-to-date industry best practices, the Noosh Professional Services team has delivered proven, measurable results for many leading organizations.

### **Customize Noosh using powerful configuration tools**

With Noosh's configuration tools, you can modify a number of components, including:

- Specifications and corresponding templates
- Fields within Web forms
- Branding (your company's logo and more)

### **Take advantage of Noosh's Internet-based, on-demand infrastructure**

Noosh requires no additional client software other than a browser and offers a host of flexible, user-friendly features:

- Fully redundant systems for maximum uptime
- Open system standards for painless integration into your existing business applications
- Context-sensitive help on every page
- Easy-to-use interfaces

### **THE NEWLINENOOSH DIFFERENCE**

With Noosh, you don't have to modify your print management strategy in order to implement an effective solution. Noosh's flexible, Web-based products and services support your strategy and plug nicely into your existing environment—allowing you to boost visibility throughout your entire supply chain, reduce costs by 20 percent or more, and increase productivity. However, the most compelling reason to implement Noosh is its ability to let you focus on driving revenue, building brand, and informing customers. Come experience the Noosh difference and take control of your print management lifecycle.

For more information about Noosh Print Management solutions, please visit us online at [www.newlinenoosh.com](http://www.newlinenoosh.com) or call us at 888.286.6674.



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