

Gain valuable insights in a closed-loop environment

Clarus Commerce is a closed-loop environment for planning, transacting, and analyzing electronic procurement solutions with a broad view of all your critical business resources.

You gain extensive control, while enjoying the flexibility to deliver a personalized view of available non-production products and services. Most important, the Clarus application includes a built-in feedback loop for continuous analysis, so managers can follow spending trends and quickly identify potential problems before they negatively affect profitability. And because it's so easy to manage, you can tune the application on an ongoing basis as business requirements change.

With a Compaq electronic procurement solution based on Clarus eProcurement, you have a powerful way to dramatically reduce the cost of non-production and MRO expenditures, while gaining valuable insights into the operation of all your business resources for continuous process improvement.

Ensure your success with Compaq Professional Services



To get the bottom-line results you're after from Compaq electronic procurement solutions with Clarus eProcurement, rely on Compaq Professional Services. We have the in-depth knowledge and worldwide experience to deliver a robust, scalable, and highly available electronic procurement solution.

As a Microsoft-endorsed Worldwide Prime Integrator for Windows NT – with the largest number of Microsoft-certified Internet engineers and developers in the world – Compaq is uniquely qualified to lead your Clarus-based electronic procurement solution every step of the way. In fact, we've developed a set of best practices based on our experience in over 1,000 Internet/intranet enterprise engagements worldwide. It is this vast expertise that supports our full range of planning, design, implementation, management, and support services, ensuring that you get a complete solution – delivered with excellence and tailored to your precise business needs.

Compaq Professional Services for Clarus eProcurement include:

- **Compaq eBusiness Vision Workshop** – to establish the context for Compaq eCommerce and eProcurement solutions.
- **Compaq eProcurement Assessment Workshop** – to understand your current indirect procurement process and explore the potential benefits that electronic procurement may offer.
- **Compaq eProcurement Planning and Design Service** – to develop and document a Compaq eCommerce architecture, describing all aspects of a Compaq eProcurement solution, including data structures, catalogs, change processes, workflow, supplier integration, and process optimization.
- **Compaq eProcurement Proof-of-Concept Pilot Service** – to prove key design elements and facilitate the learning process for user adoption, software functionality, and supplier catalog management.
- **Compaq eProcurement Implementation Service** – to install and deploy a closed-loop, Web-based, automated purchasing system, including Microsoft Internet software and Clarus Commerce applications.
- **Compaq eProcurement Project Management Services** – to ensure successful delivery of projects in a cost-effective, schedule-compressed manner.

Get all the details

For more information on Compaq electronic procurement solutions with Clarus eProcurement, contact the Compaq representative nearest you, call 800-AT-COMPAQ, or visit us on the Web at: www.compaq.com/services/eprocurement

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COMPAQ



Compaq Services

Compaq Electronic Procurement Solutions with Clarus™ eProcurement

Global *free-trade business-to-business*
electronic commerce *solution*
for direct buyer/supplier purchasing
transactions

COMPAQ
NonStop™

For total freedom in streamlining your indirect purchasing processes, you need a solution that eliminates middlemen ... eliminates transaction fees ... and automates the entire purchasing experience for buyers and suppliers. That's what you get with Clarus eProcurement as part of a total *Compaq NonStop™* eBusiness solution for electronic procurement.

Clarus eProcurement is a Microsoft® NT®-based business-to-business electronic commerce solution for global, Web-based procurement of non-production goods and services. It is based on a "free trade" model of e-commerce that combines automated internal purchasing processes with an open trading network, the SupplierUniverse™, that directly connects buyers and suppliers. In addition, Clarus eProcurement applications can be tightly integrated with ERP and back-end financial systems for end-to-end continuity. The result is a complete procure-to-pay solution that enables you to continuously plan, monitor, and control resources for rapid, dramatic improvements to your bottom line.



items directly from their e-commerce Web sites. You can take advantage of emerging interchange standards, such as Microsoft BizTalk. And you always have the option to provide hotlinks to a supplier's Web site for additional product information.

By supporting standards and flexible catalog management, Clarus eProcurement provides the basis for a robust, cost-effective Compaq electronic procurement solution.

Integrate all your business resources

With Compaq electronic procurement solutions based on Clarus eProcurement, you can be sure that your electronic procurement processes are tightly integrated with other Clarus Commerce applications, as well as back-end or ERP systems. The key is building on an industry-standard platform – *Compaq ProLiant* servers, Microsoft Windows NT, and Microsoft SiteServer Commerce Edition.

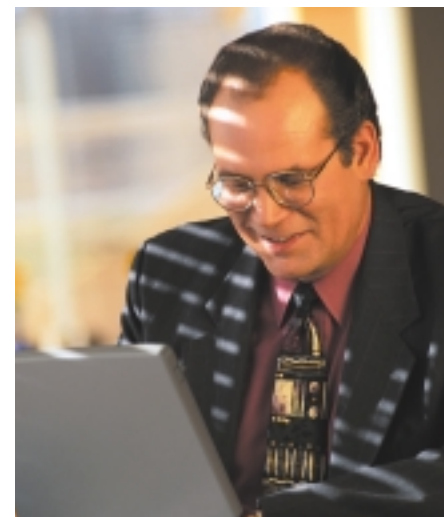
The foundation for Clarus eProcurement solutions is the Clarus Active Architecture, which provides a flexible, Microsoft-based framework that supports interchangeable components. The Clarus Active Architecture extends Microsoft's distributed component architecture – Windows Distributed interNet Application (DNA) Architecture – leveraging key technologies, including:

- Component Object Mode (COM)
- OLE*DB and ActiveX® Data Objects (ADO)
- Microsoft Transaction Server (MTS)
- Microsoft Message Queue Server (MSMQ)
- Microsoft Internet Information Server (IIS), including Active Server Pages (ASP)

Using Clarus Fusion™, which exploits Microsoft object-based messaging technology to provide loosely coupled integration and transaction workflow, other applications can simply be "plugged" into Clarus eProcurement. So there's no need for batch interfaces, hardwired integration, or custom implementations. The result – you get a real-time interface to business resources across your enterprise, with total application independence to protect your investments over the long term.

Expand your horizons with the SupplierUniverse

To enable for direct trading relationships between buyers and suppliers – quickly and cost-effectively – Clarus eProcurement features an Open Free Trade Network: SupplierUniverse. SupplierUniverse removes the middleman from trading relationships and opens trading channels to a multitude of service providers and market-makers. This revolutionary e-commerce network connects more buyers and suppliers than ever before, while eliminating bottlenecks and transaction fees. As a result, buyers and suppliers can form direct, long-term relationships – and you can dramatically enhance profitability.



Expand
product and service **selections**
to thousands of suppliers

Get a complete **procure-to-pay** solution

Compaq and Clarus deliver results, so you can ...

- Enjoy the convenience and efficiency of employee-direct purchasing
- Take total control of catalog content and policy enforcement
- Gain a strategic approach to building supplier relationships and buyer discounts
- Realize cost savings that immediately contribute to your bottom line
- Obtain a wealth of analysis, based on key performance indicators, to track spending trends; with drilldown options to pinpoint source information
- Ensure robust performance and high availability as part of a *Compaq NonStop™* eBusiness solution

Speed time-to-benefit and lower total costs

With Compaq electronic procurement solutions based on Clarus eProcurement, you can quickly roll out a complete business-to-business e-commerce solution for indirect purchasing. Because it's entirely Web-based and leverages an open trading model, users come up to speed with little or no training. That means rapid time-to-benefit and lower total costs. You even have the option of choosing Clarus to host your electronic procurement solution – a cost-effective alternative to the resource-intensive process of deploying and managing complex applications internally.

Most important, you gain full control over your business. Clarus eProcurement offers collaborative content in a unique trading environment that supports a direct, secure relationship between buyers and sellers. So there's no middleman who might limit your options – and no transaction or participation fees that can reduce the overall value of your investments. Instead, you can develop the most beneficial supplier relationships for your particular procurement needs, maximize the cost benefits of electronic procurement, and rest assured that your confidential information is protected.

Take control of catalog management

One of the most critical aspects of a successful e-procurement solution is catalog management. Compaq electronic procurement solutions take advantage of the Clarus Catalog Architecture (CCA), which supports a broad range of management approaches. This standards-based architecture addresses the critical issues of control, business workflow, performance, supplier participation, and costs.

Combining the best of a buyer-managed model and supplier-managed model, the CCA enables you to maintain catalog content with extensive flexibility to support your particular business needs. For example, items can be entered manually into the system. Suppliers can provide updates via Microsoft® Excel, EDI, ASCII, or CD-ROM. More advanced suppliers can use Microsoft Commerce Interchange Pipeline (CIP) or XML technology, which allows you to retrieve

CLARUS™

