



SpendManagerPro™ Frequently Asked Questions (FAQs)

GENERAL QUESTIONS

What makes SpendManagerPro™ better than other solutions?

1. SpendManagerPro™ is less expensive than most other “Best Breed” solutions.
2. SpendManagerPro™ has proprietary and Patent Pending solutions to help you find what you need at the best possible price, on-contract or off.
3. SpendManagerPro™ requires less training and provides more automation allowing staff to be more productive with less capital expense.
4. Independent Case Studies show savings of up to \$34MM the very first year!

What is the cost for using SpendManagerPro™?

There are three (3) acquisition models available for the client to license SpendManagerPro™:

- Standard Edition Licensing – This acquisition model allows the client to use SpendManagerPro™ and our ProRFx® e-Sourcing solution(s) at no cost. In the Standard Edition Licensing model, the vendor does **not** pay any: registration fees; annual membership fees, or transaction fees. However, the vendor **does** pay a small transaction fee.
- Premium Edition Licensing – This acquisition model allows the client to pay fees for implementation and annual maintenance. In the Premium Edition Licensing model, the vendor does **not** pay any registration, annual membership, or transaction fees.
- Imperial Edition Licensing – This acquisition model allows the client to pay fees for implementation and annual maintenance. In the Imperial Edition Licensing model, the vendor does **not** pay any: registration fees; annual membership fees, or transaction fees. However, the vendor **does** pay a small transaction fee, these fees are then reimbursed to the client (minus processing and handling fees).

How does SpendManagerPro™ seller pricing align with value?

SpendManagerPro™ packages offer enhanced marketing and sales opportunities to sellers with a pricing structure commensurate with similar offerings in this category. The



cost is comparable to what sellers typically spend on business lunches, customer lists, or trade show attendance. Given the buyer quality and transaction volume of the WorldERP™ Network, which constitutes a majority of the SpendManagerPro™ pool, most sellers more than make up their investment through increased visibility and access to valuable market data, which leads to new relationships and, in many cases, new business.

Why does a ProRFx® Quote look different than a normal SpendManagerPro™ response?

Buyers use SpendManagerPro™ RFQ Sourcing to create a Quote event and purchase order in their ERP back-end system. When a seller gets a Quote RFQ from SpendManagerPro™, their response goes back to the buyer through ProRFx® first, then through SpendManagerPro.

How long does it take to implement your solution?

Depending on the acquisition model and features selected, it is not uncommon for customers to be up and running within 2-4 weeks. With customizations and GI/Financial Accounting Interfacing, the average time an organization can start saving money is 2-4 months. Since we are a SaaS provider, you can access your solution through the Internet without having to load any software. You do not need to maintain version control of software or buy any hardware. Minimal staff is needed to administer the system.

Which data sets are supported in SpendManagerPro™?

SpendManagerPro™ supports the following EDI data sets and related workflows:

- cXML, EDI, ANSI, x12, and 4010.
 - All cXML messages supported
 - EDI messages supported
 - 850 Purchase order
 - 997 Functional Acknowledgement
 - 855 PO Acknowledgement
 - 810 Invoice

Are you able to offer 24/5 or 24/7 support services?

WorldERP™ Customer Support is able to provide 24/5 or even 24/7 support services based on your need. Please contact your Account Manager to discuss.



BUYER QUESTIONS

How can a buyer access a seller's D&B credit score?

All sellers have the ability to include their D-U-N-S[®] number on their profile to provide access to their D&B credit score, which is automatically viewable to a buyer when the seller responds to their postings.

Can SpendManagerPro™ interface with our Financial Accounting System?

SpendManagerPro™ can interface with 98% of all GL/Financial Accounting systems. Generally speaking, the 2% of GL/Financial Accounting systems that SpendManagerPro™ may not be able to interface with are home-grown systems and very old, outdated systems.

Can SpendManagerPro™ accommodate multi-institutional clients where the Financial Accounting Systems are locally hosted?

WorldERP™ is **THE** leader in this technology with experience in research, development, and production use with over one hundred installations since 1984 within the US Department of Defense.

Can I show/hide catalog content based on department?

SpendManagerPro™ allows the Client to show/hide catalog content to the: Enterprise; Department(s), and/or; down to Individuals. Example: Law Enforcement products can be restricted so that only a single person can have access to view/purchase.

Can I configure vendors and/or catalog content with higher preference in search results?

The SpendManagerPro™ authorized user can add/edit/delete unlimited number of Supplier attributes that consist of Icon, Preference/Ranking Number, and Description. The Preference/Ranking Number enables additional manual and automated functionality and features within SpendManagerPro™.



SELLER QUESTIONS

How many clients/buyers do vendors get access to?

Vendors have access to the WorldERP™ Network client/buyer community, representing more than 2,000 procurement and functional buyers, through catalog offerings, contracts and contract piggy-back opportunities, and solicitation opportunities (RFQ, RFP, ITB, etc.).

What is the volume of business opportunity each month?

SpendManagerPro™ processes over \$170MM in potential business monthly. Vendors can also be invited to participate in Spot Quote RFQs via SpendManagerPro™'s companion tool, ProRFx™.

What seller information does a client/buyer see?

Client/Buyers can preview the full profile of any vendor and the contracts and catalogs the vendor is offering. Vendors should add as much functional information (W9, Insurance, Contact, etc.) as possible in their profile to make it easy for client/buyers to instantiate business and contact them.

What feedback do vendors get from buyers about their profile or responses?

Clients/Buyers use a five-star rating system, in SpendManagerPro™, to evaluate vendors based on the experience they have working with them either through delivery experiences, order turn-around times, communication, credibility, reliability, quality, and overall performance.

How does direct messaging between clients/buyers and vendors work?

Vendor profiles contain a contact information that only buyers can see so they can communicate with vendors at any time they deem necessary.

Is there any charge to join the WorldERP™ Network?

No, there is no charge to register or join.

Are there any membership fees associated with the WorldERP™ Network?

No, there are no membership charges.

How much does it cost to upload a catalog?

There is no charge to upload catalogs. In fact, we would encourage you to upload as many catalogs as possible, ESPECIALLY those catalogs associated with a publically awarded contract.