Periscope
HOLDINGS INC

CRCOG

Capitol Region Council of Governments

Transforming Procurement

CRCOG CAPITOL REGION COUNCIL OF GOVERNMENTS
Working together for a better region.

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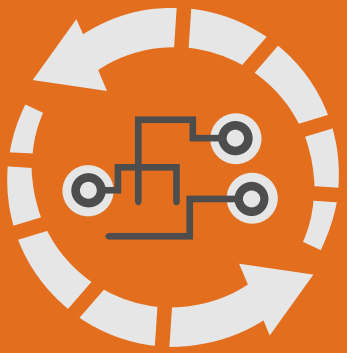
What We Do:

Empower public sector & higher education buyers & suppliers with technology solutions that facilitate fair, open and transparent procurement.

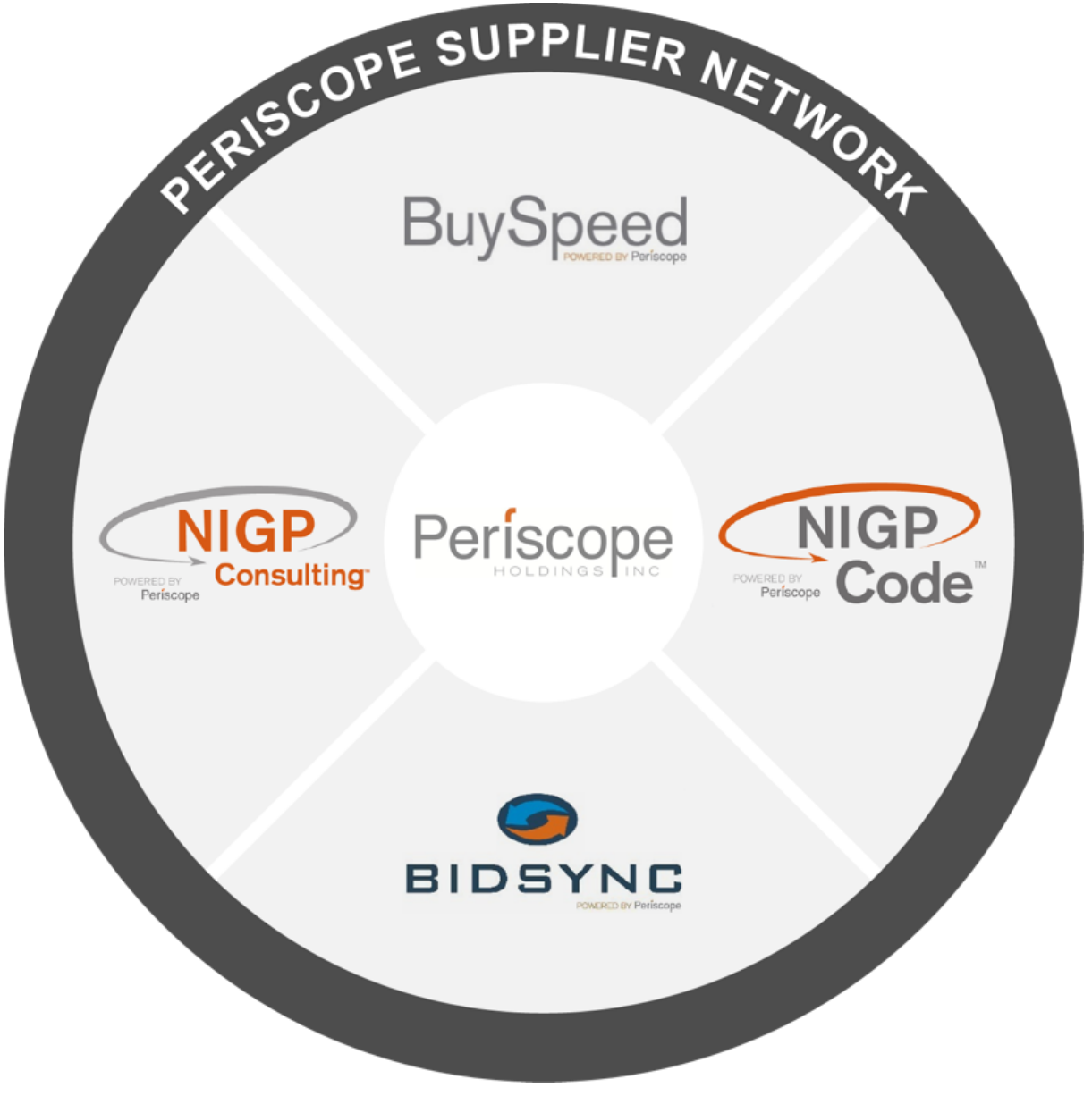
Why We Do It:

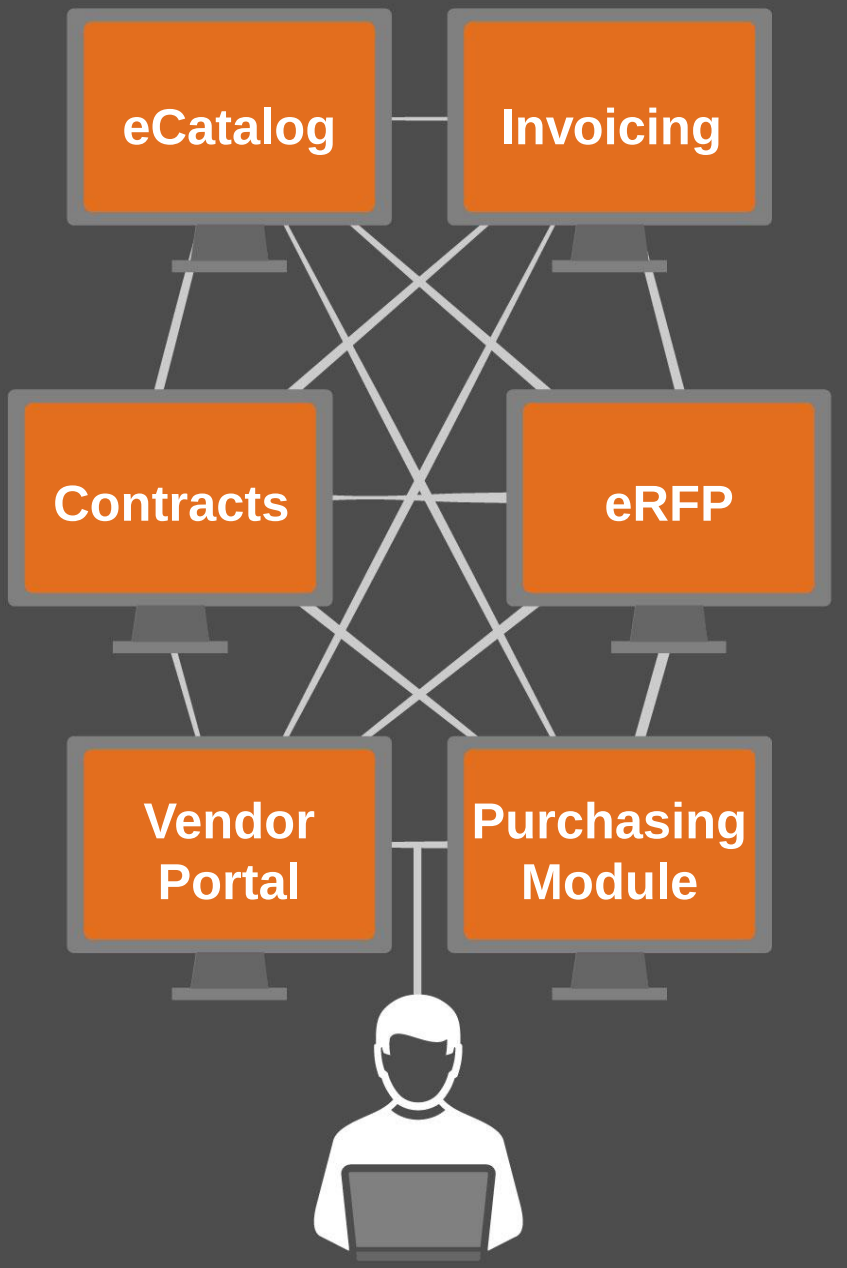
Eradicate waste to maximize the value of every dollar spent.



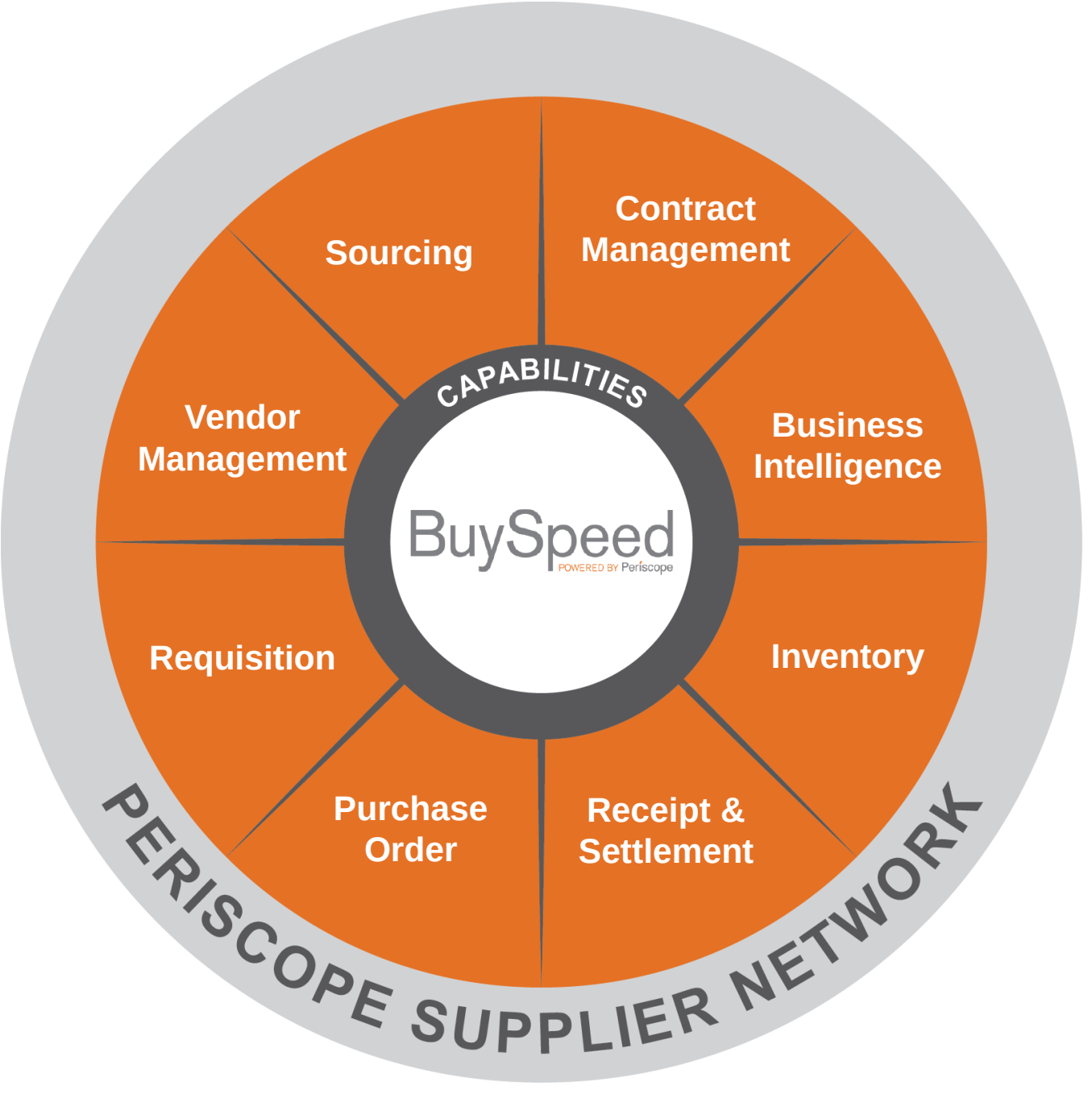
How We Do It:

Address & Connect Entire EcoSystem
Integrate With Everything
Make it Sustainable


PERISCOPE SUPPLIER NETWORK
BuySpeed
POWERED BY Periscope
NIGP
Consulting
POWERED BY Periscope
Periscope
HOLDINGS INC
NIGP
Code™
POWERED BY Periscope
BIDSYNC
POWERED BY Periscope

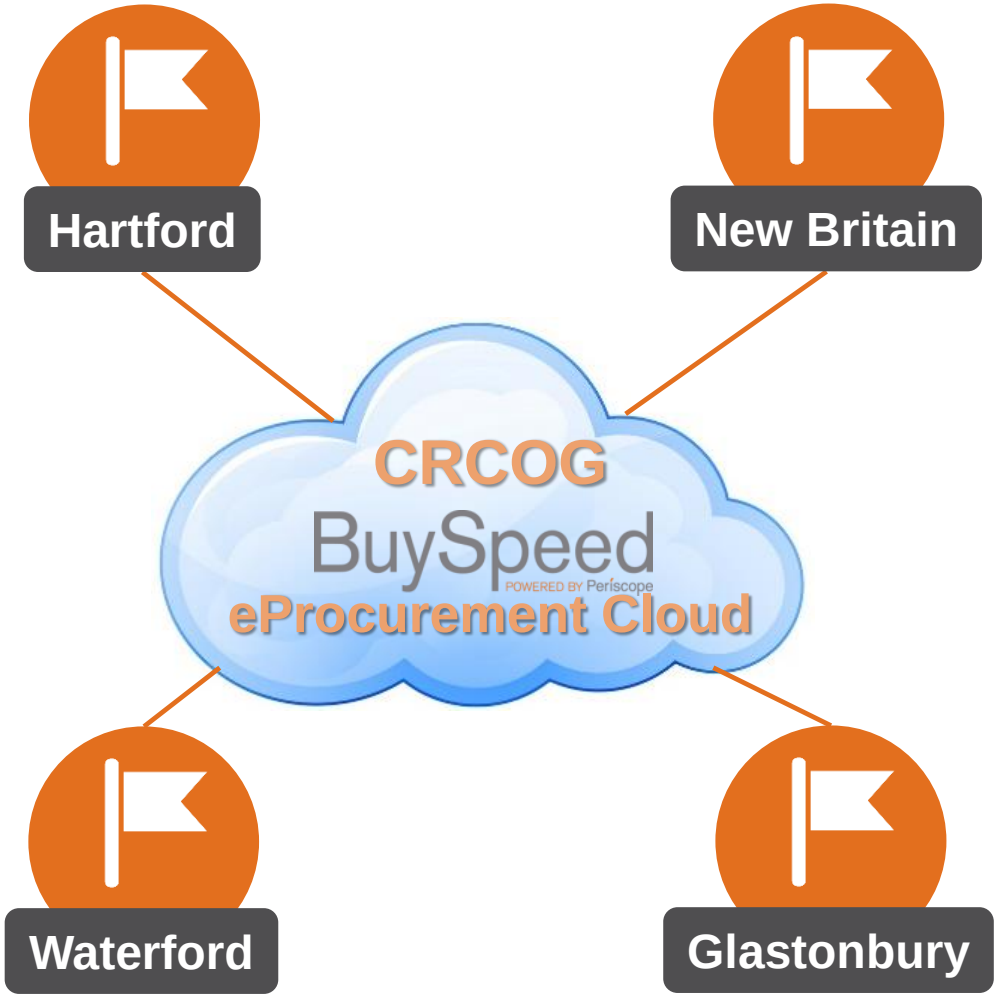


Typical Client Procurement Systems


Sourcing
Contract Management
Vendor Management
CAPABILITIES
Business Intelligence
BuySpeed
POWERED BY Periscope
Requisition
Inventory
Purchase Order
Receipt & Settlement
PERISCOPE SUPPLIER NETWORK

BuySpeed with CRCOG

One Sourcing & eProcurement Solution



- **Built for the benefit of all member agencies**
- Built with **"multiple organization"** design
- Each **organization** can implement **their own business practices**
- **BuySpeed is One Sourcing and eProcurement system of record** with multiple (N) financial systems

ROI

BuySpeed ROI

40% REDUCTION
Requisition Cycle Time

45% REDUCTION
Contract/Purchaser Order Cycle Time

30% REDUCTION
Spend on Expenditures

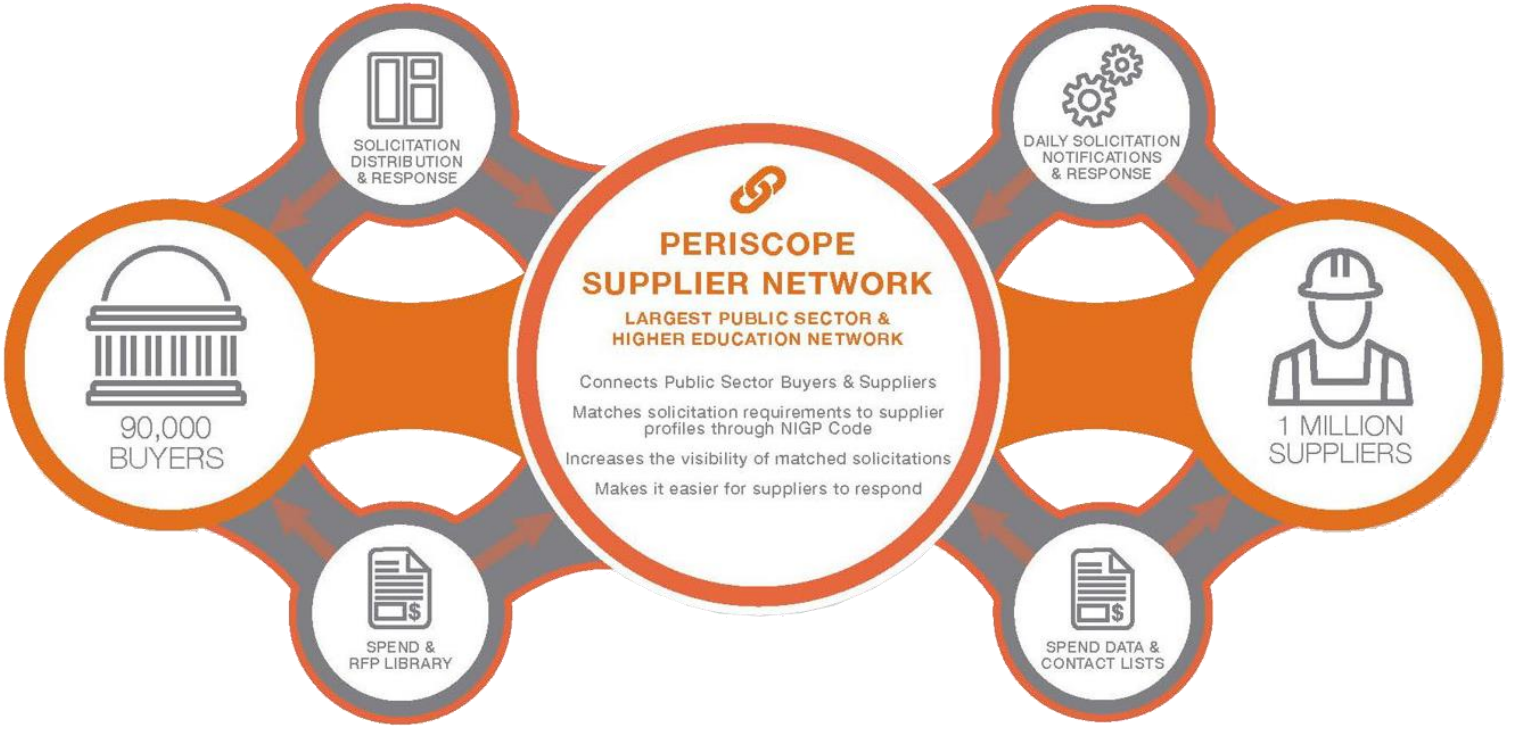
75% INCREASE
Vendor Participation

Additional Value:

- Improve reporting of spend
- More strategic sourcing for ongoing cost savings in future
- Combine all actions into ONE System
- Integration into financial system for budget validations, acct code checks and invoice matching

Periscope Supplier Network

How Public Sector Buyers and Suppliers Connect

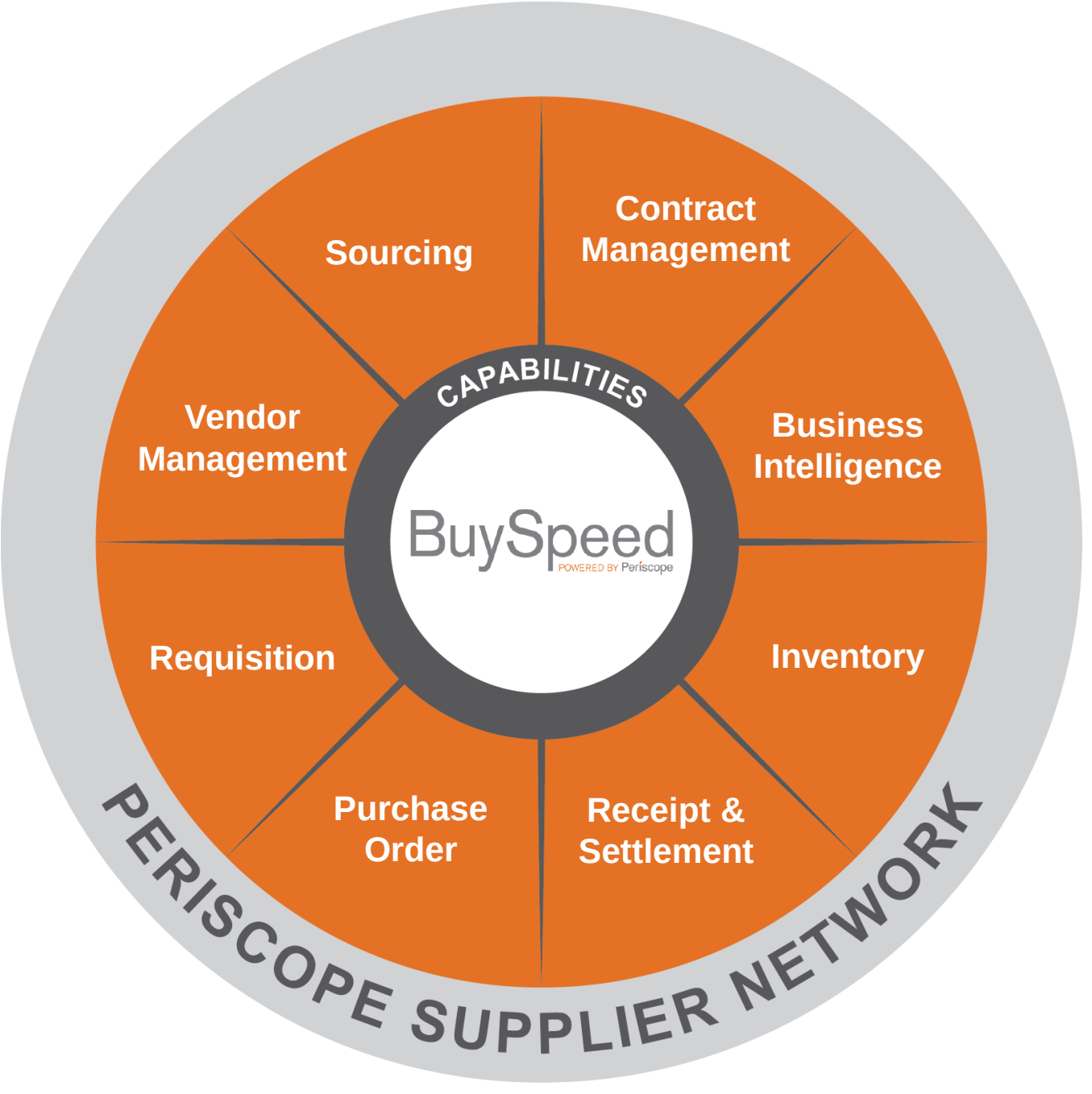


BUYER BENEFITS

- Access To Almost 1 Million Suppliers From A Single Location
- Increase Competition For Improved Pricing And Services
- Promote The Growth Of Local Businesses By Providing More Business Opportunities
- Ease Solicitation Tracking And Online Response For Existing Suppliers

SUPPLIER BENEFITS

- Access To Solicitations From 90,000 Public Sector Organizations
- Build Better Relationships & Joint Solution Offerings
- Manage Solicitation Tracking & Certification In One Place
- Education, Tools & Support To Win More Contracts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Vendor Management

- Self registration – NIGP Code
- Self maintenance – certificates & licenses
- Category Tracking
  - MBE/WBE, Veteran, Small, Local, Emergency Supplier
  - Drive business to diversity program
- RFx distribution & response

Solicitation Management

- Accommodate both formal and informal bids
  - Request for Proposals
  - Request for Qualifications
  - Request for Information
  - Request for Offer
  - Request for Response
  - Invitation for Bid
  - Reverse Auctions
- Vendor Q&A and Addendums
- Time stamp, encryption and lock boxing responses
- Bid tabulations & evaluations
- Subcontractor participation

Contract/Catalog Management

- Term Contracts
- Milestone / Expiration Reminders
- Track Spend & Order Management
- Bonding, Certificates, etc.
- Searchable Attachments
- Vendor Performance Tracking
- Demand Aggregation “Polling”

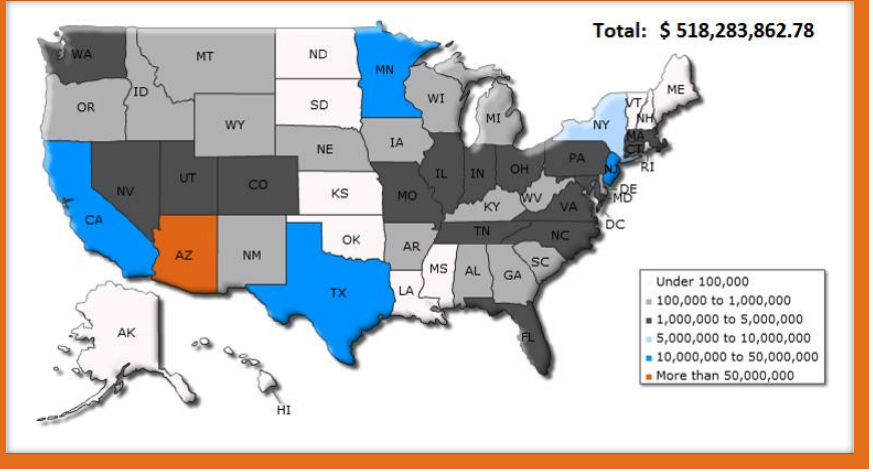
Business Intelligence

- Standard Reports
- Ad Hoc Reporting
- Dashboards & Drilldowns
- Report Scheduling & Distribution
- Document Printing
- Data Access Management

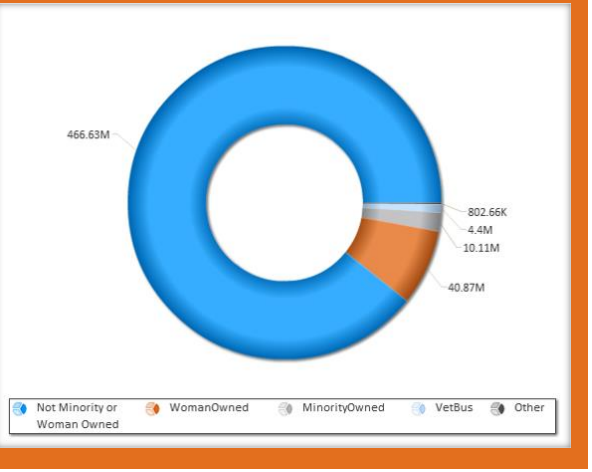
KPIs Driving Optimization & Cost Reduction

Transforming performance data into actionable data

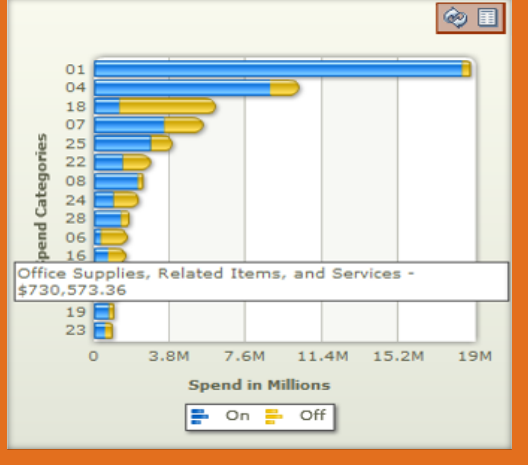
Spend By State



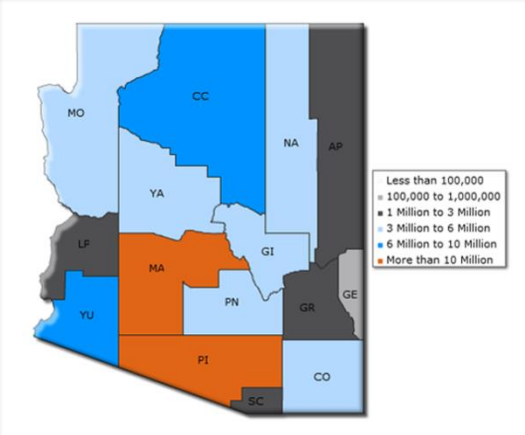
Spend by Vendor Category



Top 15 Spend Categories



Arizona State Spend Fact Sheet



Total Spend in State:	$ 409,308,216.09
Spend Not Associated with a County:	$ 418,567.42

Top Ten Vendors in the State

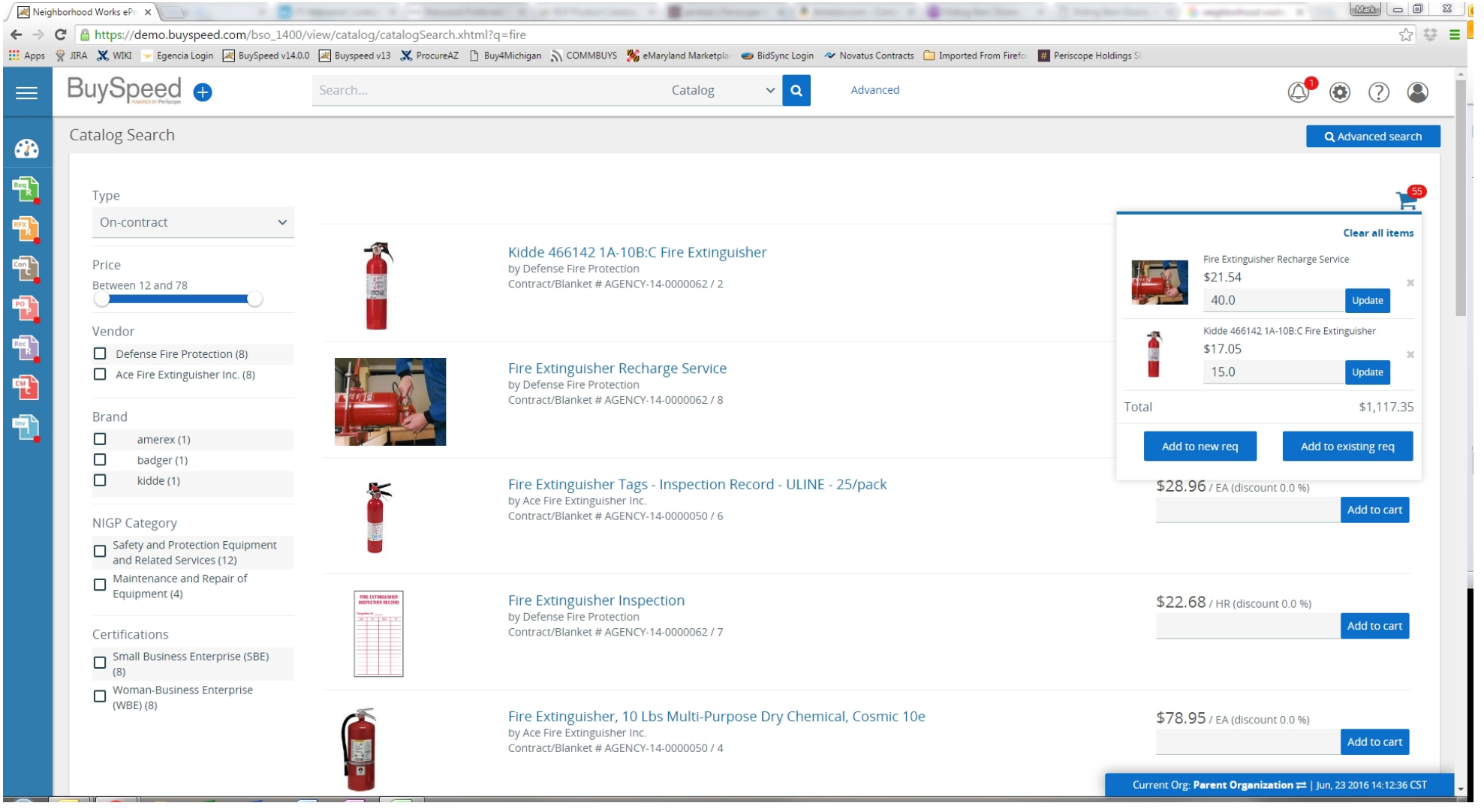
Maricopa County Public Health	$ 24,592,463.62
Gordon-Darby Arizona Testing, Inc.	$ 22,149,097.74
Trinity Services Group formerly COMPASS GROUP USA INC	$ 16,366,011.90
HAYDON BUILDING CORP	$ 15,252,000.00
University of Arizona (Grants & Contracts)	$ 11,810,384.35
STATE OF ARIZONA	$ 9,972,821.07
ARIZONA PUBLIC SERVICE CO	$ 6,741,812.35
RIESTER SONORAN LLC	$ 5,859,171.00
HEWLETT PACKARD COMPANY	$ 5,239,714.21
COURTESY CHEVROLET	$ 4,993,583.76

Requisition Management

- Users can requisition from
  - Catalogs / Release from Contract
  - Open Market
  - Punch-outs
  - Inventory
  - Request for Payment Reimbursements

- QuickBuy Capability
- Proceeds through established workflow and approval engine
- Convert to Bid or PO

Shopping Cart - Catalog



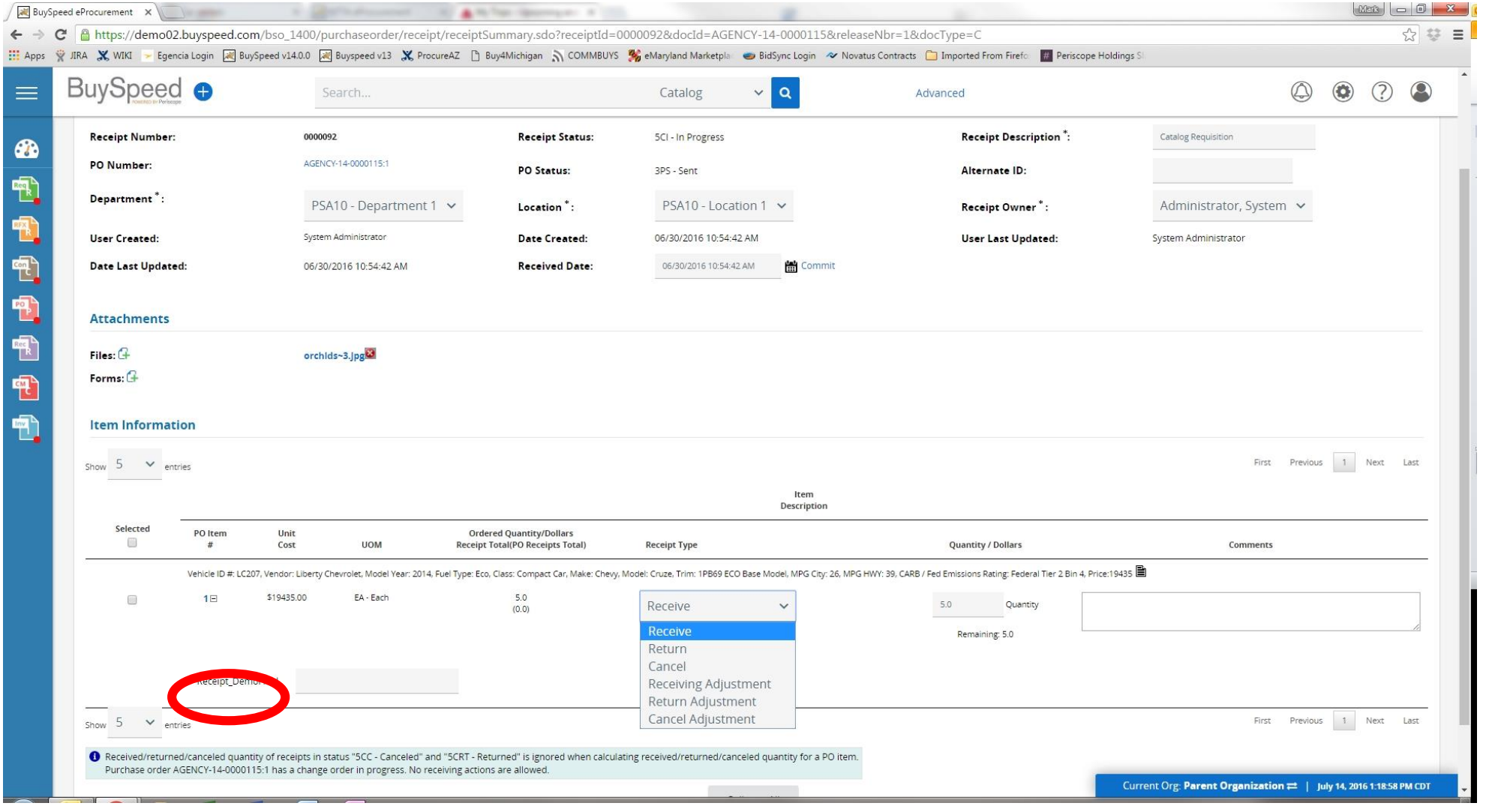
Purchase Order Management

- Convert requisitions or solicitation awards to POs
- Electronic delivery of POs to vendors (reducing manual delivery costs)
- Vendor Acknowledgement
- Change order management
- Subcontractors
- Vendor Distributor / Reseller Support

Settlement & Receipt

- Central & Desktop Receiving
- Quantity & Dollar-Based Receipts
- 2 & 3-way Match
  - PO
  - Receipt of Goods
  - Invoice
- Invoicing
  - Standard Invoicing
  - PO Flip
  - eInvoicing
- Voucher creation

Receipt Screen shot



Why Periscope?

- Built for Public Sector & Higher Education
- Experience with complex multi-org projects
- Time to Value
- Periscope Supplier Network
- Business Intelligence