

Storytelling the Value of eProcurement

Agenda

- **Introduction**
- **Groves & Company Introduction**
- **UNC Greensboro Introduction & Jaggaer Journey**
- **Source2Pay Process in Jaggaer**
- **Benefits of an eProcurement System**
- **Business Analytics & Dashboard Demo**



Introduction

About This Presentation

This presentation explores how Groves & Company has partnered with UNC Greensboro to implement and optimize the Jaggaer eProcurement platform. We will walk through the Source2Pay process, highlight the benefits of a modern eProcurement system, and demonstrate the power of business analytics and dashboards to drive smarter procurement decisions.

Topics Covered

Groves & Company and UNCG overview

- Source2Pay process walkthrough in Jaggaer
- Benefits of eProcurement: workflows, spend control, AP, contracts
- Business analytics dashboard demonstration
- Q&A and discussion



Groves & Company Snapshot

Who We Are

Groves & Company is a leading procurement consulting firm specializing in eProcurement solutions, strategic sourcing, and supply chain optimization. With deep expertise in JAGGAER, we partner with universities, government agencies, and enterprises to modernize their procurement operations and unlock measurable value.

Core Capabilities

Our services span:

- eProcurement implementation & optimization (JAGGAER, UniMarket, etc.)
- Strategic sourcing & supplier management
- Procurement analytics & reporting
- Change management & user training
- Ongoing managed services & support



UNC Greensboro Snapshot & Jaggaer Journey

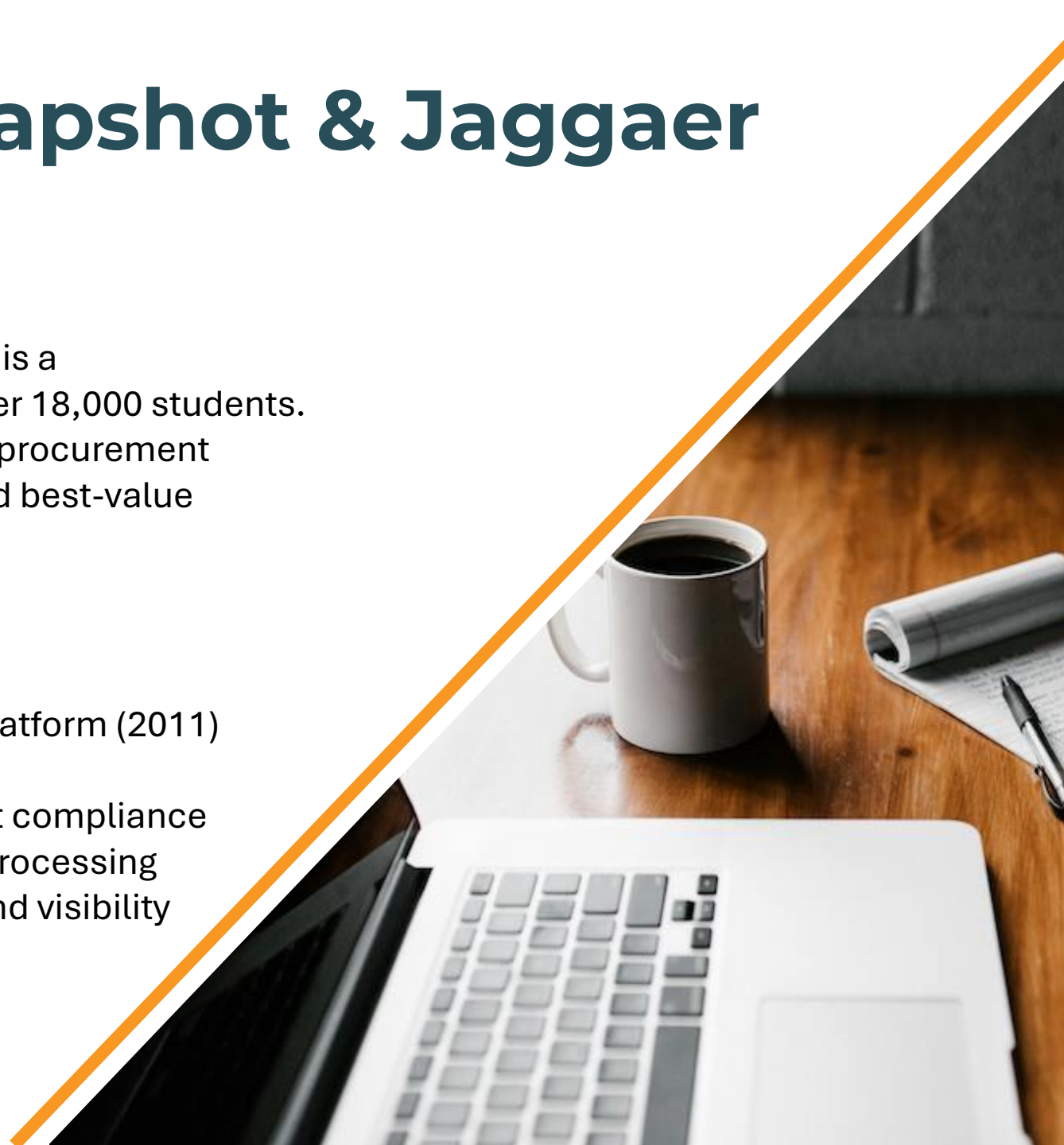
About UNCG

The University of North Carolina Greensboro (UNCG) is a comprehensive public research university serving over 18,000 students. The Division of Finance and Administration oversees procurement operations, committed to efficiency, compliance, and best-value purchasing across all departments and colleges.

Our Jaggaer Journey

Key milestones in our eProcurement evolution:

- Initial implementation of Jaggaer eProcurement platform (2011)
- Expansion to full Source2Pay workflow integration
- Supplier punch-out catalog adoption and contract compliance
- Electronic invoicing rollout to reduce manual AP processing
- Advanced analytics dashboards for real-time spend visibility



Source2Pay Process in Jaggaer

End-to-End Process Overview

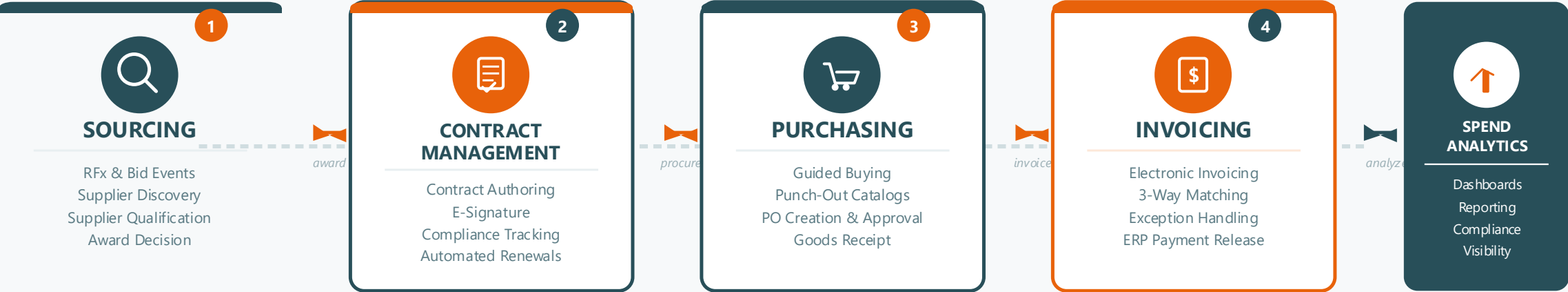
The Source2Pay process in Jaggaer covers the full procurement lifecycle:

- Sourcing: RFX events, supplier discovery, and bid management
- Contract management: e-signatures, automated renewals, and compliance tracking
- Requisitioning: guided buying, punch-out catalogs, and approval workflows
- Purchase orders: automated PO creation and supplier acknowledgment
- Receiving & payment: goods receipt, 3-way match, and ERP settlement
- Invoicing: electronic invoicing, exception handling, and automated matching



Source2Pay Process in Jaggaer

SOURCE-TO-PAY PROCESS



Powered by Jaggaer | End-to-End Procurement Efficiency

Benefits of an eProcurement System

Why eProcurement Matters

eProcurement delivers measurable value across key areas:

- **Workflows & Transparency:** Automated approvals with full visibility
- **Spend Control:** Punch-out catalogs and contracted suppliers eliminate rogue spend
- **Accounts Payable:** Electronic invoicing eliminates manual data entry
- **Contract Administration:** Automate authoring, incorporate eSignature and automated authoring and workflows streamline execution and enforce compliance
- **Data & Reporting:** Real-time dashboards provide spend and compliance insights
- **Supplier Management:** Self-service portal improves onboarding and communication
- **Scalability:** Modular platform grows with evolving procurement needs
- **Compliance:** Complete audit trail supports policy enforcement and audit readiness



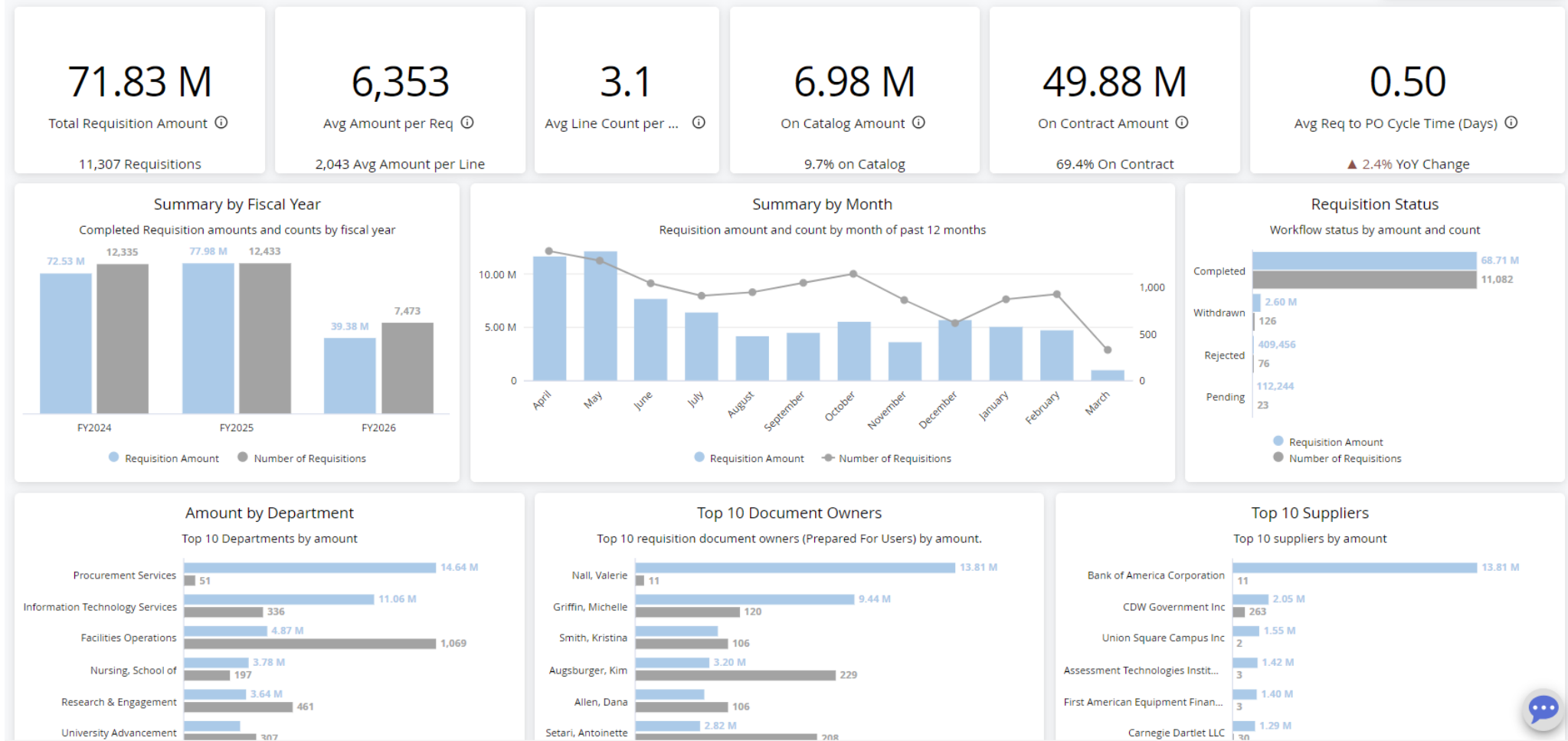
Business Analytics & Dashboard Demo

Jaggaer's analytics suite transforms procurement data into strategic insights. The platform's built-in dashboards provide real-time visibility into spend patterns, supplier performance, contract utilization, and cycle time metrics. During this demo, we will walk through the key reporting modules available at UNCG.

Dashboard highlights include: spend by department, supplier, and category; contract compliance rates; purchase order cycle time; and electronic invoicing adoption. These insights enable procurement leadership to identify savings opportunities, address compliance gaps, and demonstrate ROI. The demo will show how UNCG leverages these tools to drive continuous improvement.



Business Analytics & Dashboard Demo



Strategic Value for Senior Leadership

- **Demonstrate Procurement's Strategic Value:** Real-time dashboards translate procurement activity into financial outcomes—cost savings, spend under management, and contract compliance—that resonate at the executive level
- **Enable Faster, Data-Driven Decisions:** CFOs and COOs can act on spend trends, supplier risk, and budget variances in real time rather than waiting for end-of-quarter reports
- **Strengthen Risk & Compliance Oversight:** Leadership gains visibility into policy adherence, audit readiness, and supplier diversity metrics—reducing organizational risk exposure



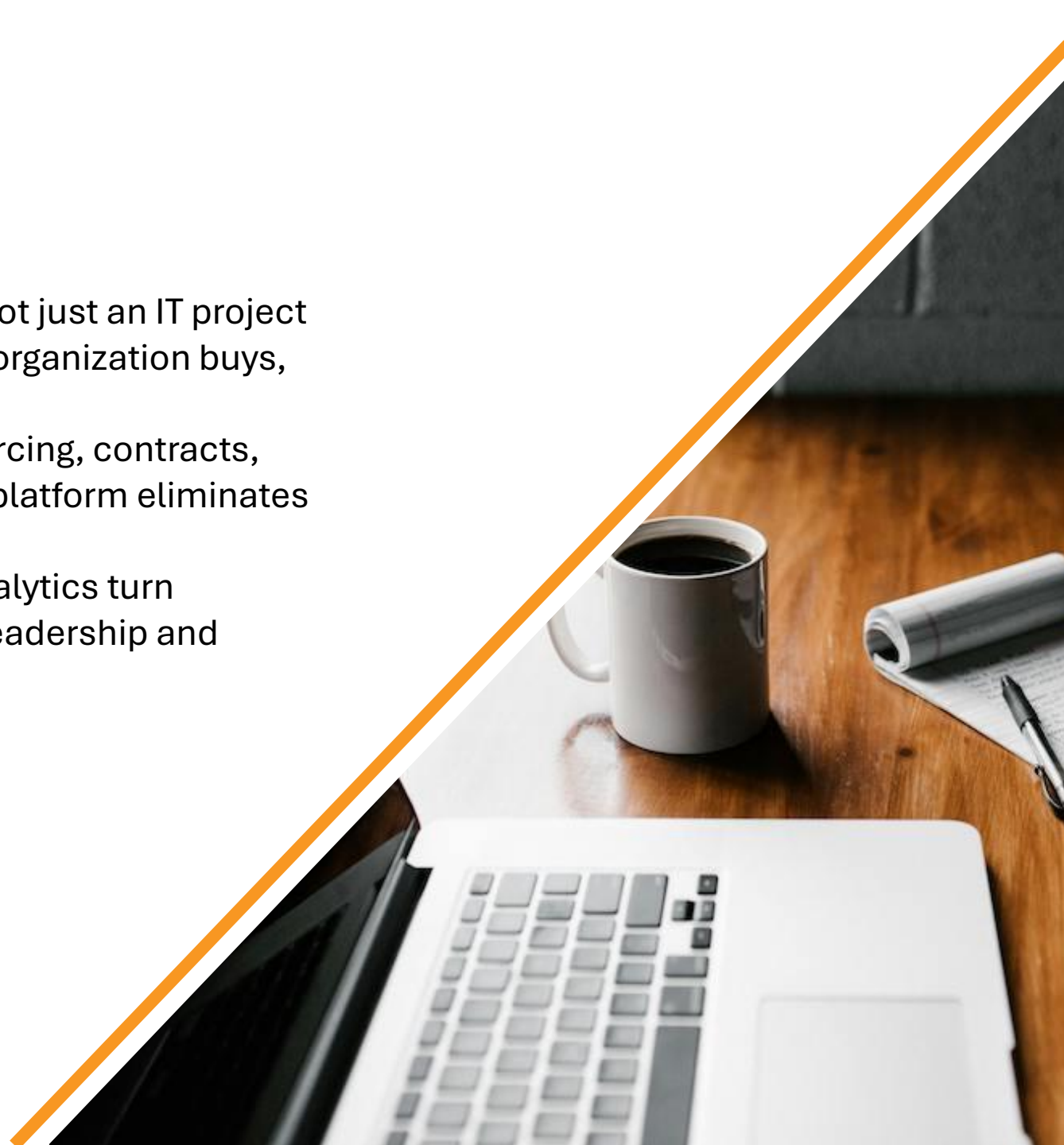
Strategic Value for Senior Leadership

- **Justify Continued Investment:** Quantified ROI metrics (cycle time reduction, invoice automation rates, savings captured) build the case for expanded platform adoption and budget support
- **Align Procurement with Organizational Goals:** Reporting ties procurement KPIs to institutional priorities—sustainability, supplier diversity, cost containment—ensuring procurement is seen as a strategic partner, not a back-office function
- **Build Trust Through Transparency:** Consistent, accurate executive reporting establishes procurement’s credibility and opens doors for greater autonomy, resources, and influence across the organization



Key Takeaways

- **Technology Enables Strategy:** eProcurement is not just an IT project - it's a strategic enabler that transforms how your organization buys, tracks, and controls spend
- **End-to-End Integration Matters:** Connecting sourcing, contracts, requisitioning, PO, invoicing, and payment in one platform eliminates silos and manual handoffs
- **Data is Your Story:** Real-time dashboards and analytics turn procurement activity into actionable insights for leadership and stakeholders



Key Takeaways

- **Compliance is Built In:** Automated workflows and audit trails reduce risk and support policy enforcement without burdening end users
- **Change Management is Critical:** Successful implementation requires user adoption—training, communication, and stakeholder alignment drive long-term ROI
- **Start Where You Are:** Modular platforms like JAGGAER or other eProcurement providers allow phased adoption—you don't need to transform everything at once to begin seeing value



Applying This to Your Organization

Where to Start: Practical Next Steps

Actionable steps to move eProcurement forward in your organization:

- **Assess Your Current State:** Audit your existing procurement process - identify manual steps, approval bottlenecks, rogue spend, and compliance gaps
- **Define Your Business Case:** Quantify the cost of inefficiency, manual processing time, late payments, maverick spend to help build a compelling ROI model
- **Engage Stakeholders Early:** Bring Finance, AP, IT, and department heads into the conversation early to align on goals and secure organizational buy-in



Applying This to Your Organization

- **Prioritize Quick Wins:** Start with high-impact, lower-complexity modules (e.g., electronic invoicing or catalog purchasing) to demonstrate value quickly and build momentum
- **Invest in Training & Adoption:** Plan for robust user training and ongoing support. Technology adoption is the difference between a successful rollout and an underutilized system
- **Measure & Report Progress:** Establish baseline KPIs before go-live (cycle time, spend under management, invoice match rates) and track them consistently to demonstrate ongoing value



Thank You