

Vantage

Suppliers

Will my suppliers be interested in adopting Vantage?



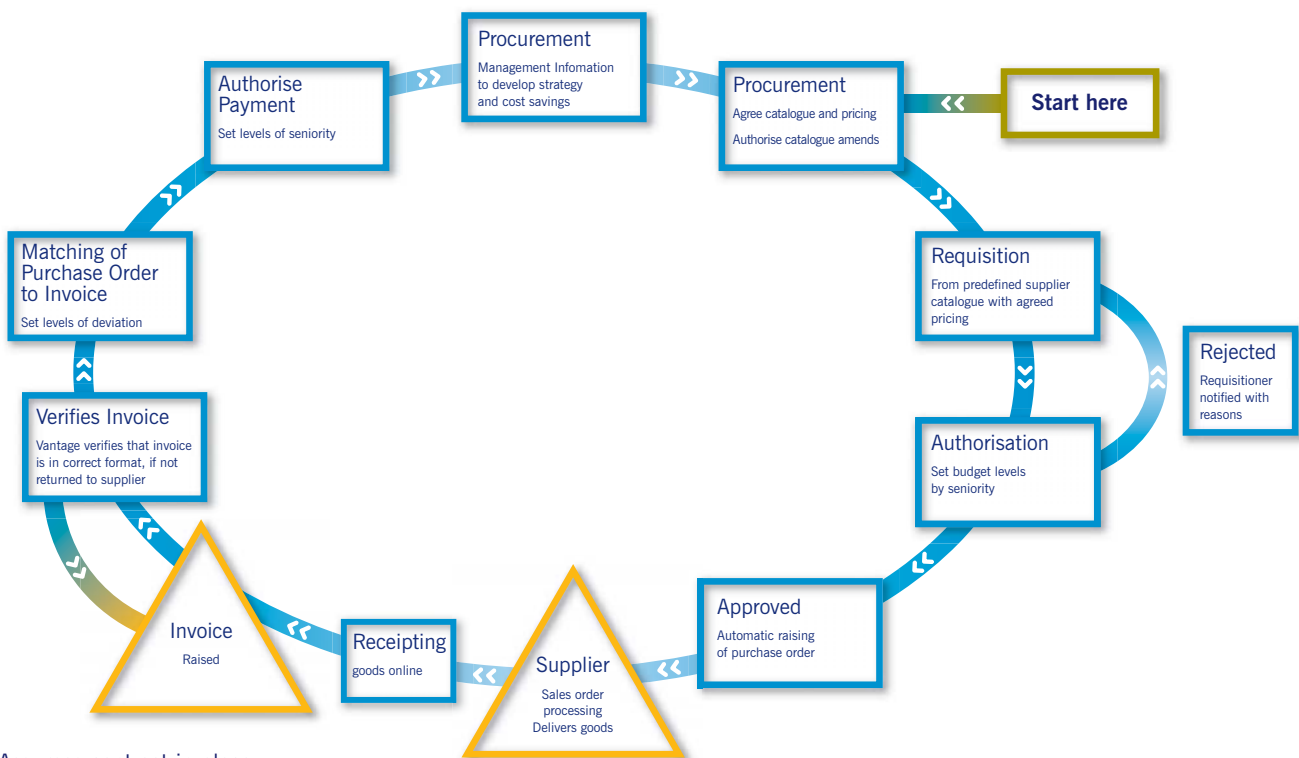
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We recognise that without suppliers there would be no trade. They are an essential part of any Buyer's procure to pay cycle (see diagram below). That's why we take them seriously.



How the Supplier fits into the eProcure-to-Pay Cycle



NB. Assumes contract in place.

Key Buyer Supplier >> Information



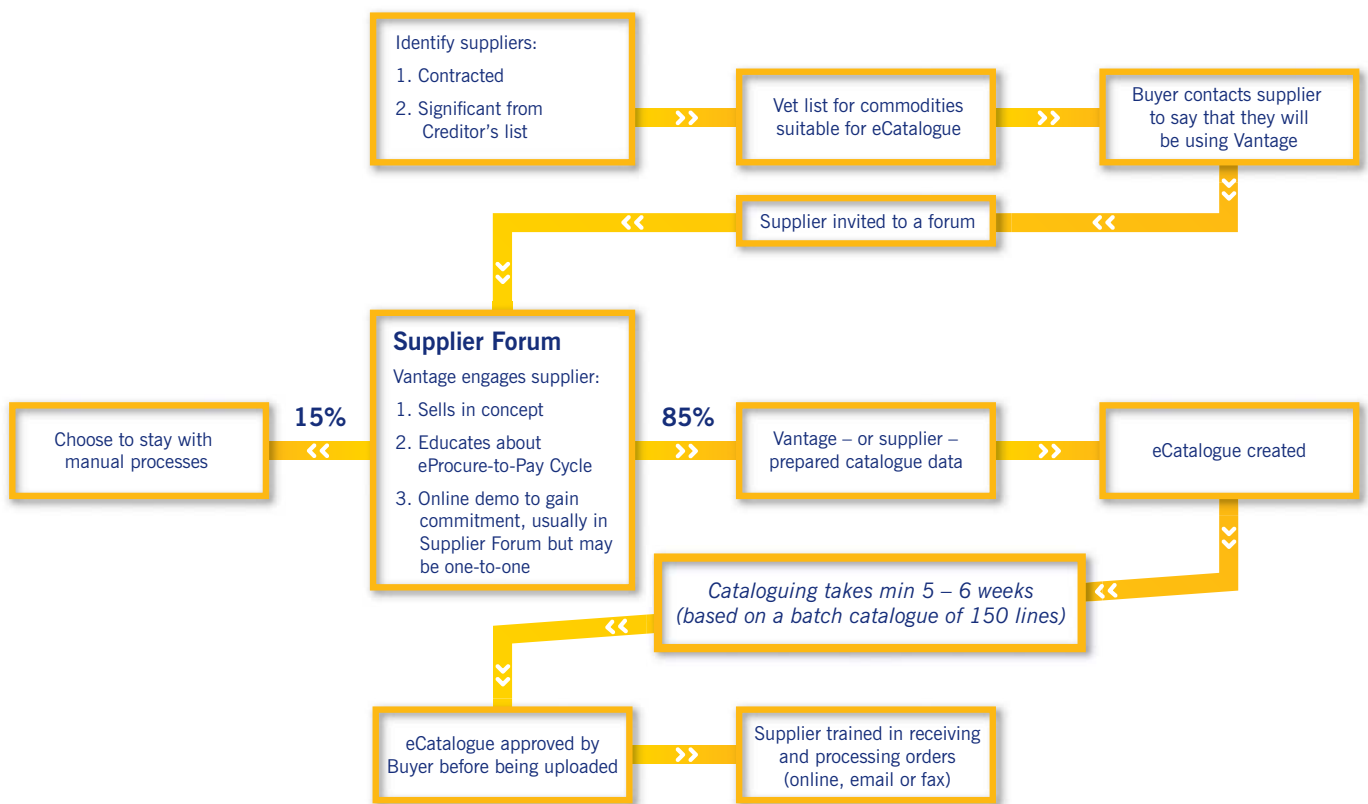
Vantage Supplier Recruitment Programme

Vantage assesses your organisation's purchases to establish the savings you could make. We then identify any suitable suppliers for eRFQs or eCatalogues, on the basis of the volume of orders placed and the value of your spend with them. This is all part of our Procurement Consultancy service.

Vantage offers your suppliers a high level of support throughout the lifetime of their contracts. This includes a dedicated supplier management team, full training and a Support Desk.

Many eProcure-to-Pay systems have found the recruitment of suppliers a challenge. Over the years, Vantage has developed a tried and tested process for bringing suppliers on board. Our highly successful supplier forums normally see 85% uptake of Vantage by invited suppliers. See diagram below (for eRFQ suppliers the catalogue preparation, creation and upload are not applicable).

Supplier Recruitment Process



Subscription fees cost suppliers a few hundred pounds per year, less than the cost of an advertisement in the Yellow Pages.

Suppliers are invited to take part in eAuctions for free and only need an Internet browser. The Vantage team train suppliers on how eAuctions and/or eRFQs work and how to bid or make an offer.



How easy is it to produce and maintain supplier eCatalogues?

Suppliers' eCatalogues are easy to create and maintain. Your suppliers can do this themselves or the Vantage team can do it for them – saving them time and effort. Plus, they remove the need to produce and distribute paper catalogues. They can upload a range of catalogues, including public price list and customer specific catalogues.

We can create an eCatalogue from existing catalogues, whether paper-based, spreadsheets, CD-ROM or from a website. Suppliers can choose whether they hold just product specifications and/or include product images. Pricing or range updates are very quick and easy to do, helping ensure your eCatalogues are accurate and always up-to-date.

Suppliers upload new or updated eCatalogues into a 'non-live' holding area on Vantage. You approve these for contractual compliance before they become 'live'.

FAQs

What if my suppliers choose not to adopt Vantage?

Vantage allows you to send orders to suppliers by fax, email and post in the normal way.

How many suppliers currently are on Vantage?

Over 800 (as of November 2004).

What kind of suppliers are already on Vantage?

Commodity Type	Percentage of Suppliers
Recruitment Services	35%
Office Equipment, Supplies and Stationery	14%
IT Hardware, Software, Supplies and Accessories	7%
Building & Construction Material/Accessories	6%
Cleaning Supplies & Services	6%
Electrical Appliances, Fixtures and Fittings	5%
Printing & Publishing Services	4%
Tools & Hardware	3%
Furniture, Curtains & Carpets	3%
Food & Beverage	3%
Apparel, Textiles & Garments	2%

What about suppliers who only receive a few orders or issue small number of invoices?

Suppliers that do not receive a large number of orders can be issued them from Vantage via email, fax or post.

Suppliers that only raise a few invoices, do not want, or need, to be mapped to the Transaction Hub, or do not have a financial system, can create invoices manually online.





What are the benefits to suppliers?

- Quicker and more simplified sales processes. Vantage ensures all orders placed are accurate – reducing keying-in errors and returns.
- Potential for increased sales as a result of Vantage helping to enforce contract compliance.
- Access to a new sales channel as Buyers often source suppliers through the Vantage supplier base.
- Easy access to the status of invoices at the touch of a button – received, downloaded, opened, rejected or paid – reducing the time spent chasing payments.
- A choice of how to connect to Vantage – directly through their sales order processing system, the Internet, email or fax.

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About Vantage

Lloyds TSB acquired Best Value Procurement (BVP) in September 2004 to form Vantage. Lloyds TSB has been pioneering eCommerce since 1997 enjoying a successful strategic partnership with BVP. Together they have become the leading provider of eProcure-to-Pay consultancy and services to UK local authorities.

Vantage's strengths come from Lloyds TSB's experience of facilitating transactions for corporate businesses and BVP's single-minded eProcure-to-Pay expertise.

Vantage:

- states its purpose is to save businesses money
- believes the greatest value to businesses comes from a seamless eProcure-to-Pay process
- is comprised of experts on the procure to pay cycle
- makes security a priority
- understands that it can only claim success by clearly demonstrating results to businesses
- has a dedicated team continually investing in new thinking and technology.

For more information about Suppliers

T: 0845 300 6330

F: 0845 300 6331

Support Desk: 0845 300 6353

E: enquiries@vantage-ltsb.co.uk

We may monitor or record phone calls with you in case we need to check we have carried out your instructions correctly and to help improve our quality of service.

Please contact us if you'd like this in Braille,
large print or on audio tape.

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