



cc-hubwoo signs first global source-to-pay BPO agreement with SAP AG

- **Global purchasing specialist**
- **Full source-to-pay solutions leveraging SAP® E-Sourcing and SAP SRM**
- **Global market development collaboration**
- **cc-hubwoo BPO services now qualify as “Powered by SAP”**

Paris - November 13th, 2007: cc-hubwoo, the global e-Purchasing expert™ and operator of The Enterprise Supplier Network™, today announced a global BPO (business process outsourcing) agreement signed with SAP AG.

Global purchasing specialist

cc-hubwoo is the first on-demand purchasing solutions provider leveraging the SAP® E-Sourcing and SAP Supplier Relationship Management (SAP SRM) applications to offer SAP solution-enabled BPO services for the full source-to-pay scope, including sourcing and procurement. **cc-hubwoo has signed a global agreement with SAP AG, which involves cooperation in the area of sales, solution design and support.**

The “BPO Services Powered by SAP” program helps cc-hubwoo in the effective and standardized use of current SAP solutions delivery. Including close collaboration and certification, it reduces major risks associated with the outsourcing of business processes. It also helps cut operating and migration process costs.

cc-hubwoo’s purchasing services enable purchasing organizations to concentrate on their strategic mission - supplier relationship management - while automating their transactional activities with an auditable and integrated suite of tools, processes and services. This offering is delivered on-demand.

“We are pleased cc-hubwoo’s BPO services have now qualified as Powered by SAP, offering an end-to-end suite of e-purchasing solutions including the leading SAP E-Sourcing solution that we gained through our acquisition of Frictionless Commerce,” said Christian Baader, vice president of the SAP BPO Business Unit, SAP AG. “Our objective is to deliver added value to procurement organizations worldwide, and cc-hubwoo has a proven track record in e-purchasing, helping to deliver the best-in-class SAP SRM application with business process best practices.”

Full source-to-pay solutions leveraging SAP E-Sourcing and SAP SRM

Sourcing is a major phase within the purchasing process. It makes the companies spend visible, structures requests, identifies and assesses best suppliers, manages the supplier network, administrates contracts and makes them adopted with full compliance throughout an organization. This requires appropriate resources, tools and processes.

To better fulfill its customers' needs, cc-hubwoo now extends its offer with the e-Sourcing solution based on SAP. Specifically designed to meet customer's needs, cc-hubwoo e-Sourcing solution encompasses a wide range of tools to facilitate the source-to-contract process. These tools include a purchasing governance solution (global spend analysis, category and compliance management), sourcing management (project management, sourcing engine for tenders and auctions, bid evaluation and awarding), contract life-cycle management (authoring, negotiation, approvals, execution, monitoring), and supplier qualification and management (scorecards, supplier tracking and reporting).

With the strengthened cooperation with SAP, cc-hubwoo reinforces its position as a global e-purchasing expert. Organizations worldwide benefit from the accelerated delivery of on-demand solutions based on the combination of the best-in-class SAP E-Sourcing and SAP SRM applications, seamlessly integrated with the purchasing products and services offered by cc-hubwoo, including The Enterprise Supply Network™, content and catalogue provisioning, invoicing and deployment solutions.

Existing SAP clients using SAP ERP solutions on-premises will be able to further leverage their investment and benefit from the range of purchasing services offered by cc-hubwoo. Any organizations that have not bought or deployed SAP SRM solutions will benefit from cc-hubwoo on-demand offering and implementation support, effectively resulting in a full turn-key solution.

Global market development collaboration

The agreement also includes a joint market-development collaboration to support organizations that consider outsourcing part of their purchasing functions in their decision making.

This cooperation expands the options available to organizations worldwide. Client companies now have the additional option of cc-hubwoo on-demand source-to-pay solutions including tools, processes and services, supported by a commercial and technical collaboration between SAP and cc-hubwoo.

Alain Andréoli, Chairman and CEO of cc-hubwoo concludes: *“SAP has now become the best technology vendor in our space, and cc-hubwoo complements perfectly as a global service provider for source-to-pay purchasing to deliver the full benefits of the SAP solutions. I am thrilled with this agreement and proud that cc-hubwoo's BPO services have successfully qualified as Powered by SAP. Strategically, this relationship supplements the acquisition of Intersources, a leading global e-sourcing services specialist, completed last July. With Intersources, cc-hubwoo can offer not only the technical products but also a high level of unmatched service expertise. Intersources already has several years of experience in implementing e-sourcing SAP-based solutions with a strong program to foster adoption through users support and e-learning tools.”*

Alain Andréoli adds: *“Our ambitious strategy to become the e-Purchasing expert™ with our BPO services Powered by SAP has now become a reality. We have historically the capability to deliver solutions on-demand based on SAP SRM. Now with the addition of the services of Intersources and the use of the SAP E-Sourcing applications, alongside the coordination with SAP's sales force, our value proposition becomes very compelling to global companies who run SAP solutions and need expert support for their purchasing automation.”*

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About cc-hubwoo (www.cc-hubwoo.com)

cc-hubwoo is the world's leading provider for on-demand electronic purchasing solutions. The company manages the largest Business to Business Community with more than 100 worldwide buying corporations (50 of them among Fortune 1000) and over 13,000 connected suppliers. Clients include Total, BASF, EDF, Gaz de France, Michelin, Shell, Bayer, Henkel, Evonik, Alcatel, Safran, ConocoPhillips, The Dow Chemical Company, ENI, Repsol YPF, Solvay and Statoil. cc-hubwoo's trading hub annually processes 4,5 million transactions representing € 7 billion in customer spend value. The company operates internationally.

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