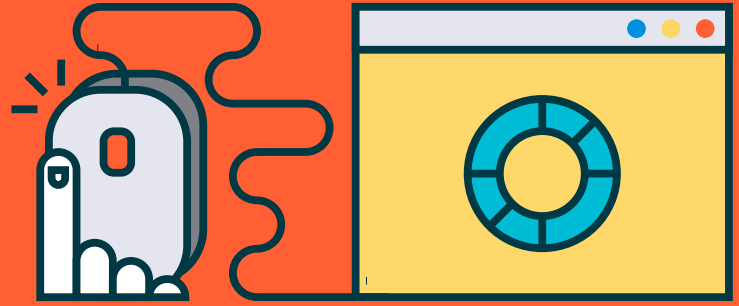


FOUR51

PUNCHOUT



What is it?

PunchOut is the interaction between a vendor's web storefront and a buyer's procurement application. The buyer leaves or "punches out" of their company's procurement application and goes to the supplier's web-based catalog to locate and add items to their shopping cart, while their application transparently maintains connection with the storefront and gathers pertinent information. A vendor catalog (i.e. Four51), enhanced for this process, is known as a PunchOut catalog.

PunchOut is the name that Ariba (a leading procurement system) has given this round-trip order process. It's now used as a general term for a type of integration between a procurement system and a vendor's e-commerce site (Four51). OCI is SAP's version of this integration that is slightly different in behavior, but accomplishes the same goal.

Benefits For Buyers

Large organizations typically have procurement systems that manage and view organizational spend, provide a single system for all transactions, and provide a single point of integration to the organization's financial systems. In order to maintain this "single system" approach, enterprises mandate compliance with standards like Punchout or OCI to streamline supplier interactions and avoid the administration pitfalls of using multiple supplier systems.

Benefits For Sellers

As mentioned above, most large enterprises mandate supplier compliance with standards like PunchOut or OCI. Having a technology platform that supports those standards allows you to do business with large companies. With a PunchOut project completed, the relationship between you and your customer is solidified at a highly technical level, making it more difficult to switch to an alternative vendor. Punchout also streamlines the ordering and administration process by allowing you to receive and manage orders on Four51 the same way you are receiving and managing non-PunchOut orders.

Supported Platforms

Four51 works with any system that supports OCI or cXML PunchOut like Ariba, Birchstreet, Oracle iProcurement and PeopleSoft, Coupa, Basware, Verian, SciQuest, PerfectCommerce, and SAP.

While the cXML\OCI specifications attempt to create a standardized way for procurement applications to interface with supplier websites, each application may have unique requirements. Four51 does not guarantee support for every PunchOut enabled application. In cases where we do not have previous experience with a particular procurement application, we will review their documentation and provide a project scope.

How Does it Work?

A PunchOut session is composed of several distinct steps:

1. Users logon to their procurement application and open a new purchase order.
2. Users click a link to shop in your Four51 website, which opens a web browser and logs them into your Four51 website automatically.
3. Users shop on Four51 and place items in their shopping carts.
4. When finished, they click "Submit" in the shopping cart.
5. Four51 sends the order back to the procurement application in cXML format. The user is simultaneously redirected back to the procurement application.
6. The order is routed through the procurement application's established requisition and approval process.
7. The procurement application confirms the order with Four51 via a cXML transaction. You receive the customer's order in your Four51 administrative interface.

What does a typical implementation look like?

A Four51 specialist will work with you throughout your PunchOut implementation. Average project time is 3-6 weeks, but may vary significantly based on factors including availability of your resources, your customer's resources, Four51 buyer site build out, etc. Requests for additional services may also increase your project cost and timeline. Typical implementation steps for a standard PunchOut are:

- You and your customer agree to transact via PunchOut and contact Four51 to begin the implementation process.
- Initial call with you and/or your customer to discuss the project at a high level.
- Four51 buyer site is constructed and a PunchOut Template User is created.
- You and/or your customer complete a setup form that provides PunchOut configuration information to Four51.
- Four51 provides test SetupRequest and OrderRequest URLs.
- Customer tests PunchOut connection and event sequence.
- Once testing is complete, Four51 provides production URLs and customer goes live.

How Much Does it Cost?

In addition to your Four51 subscription, there is a one-time implementation fee, and a recurring monthly maintenance charge.

Getting Started

Contact your Four51 account rep to initiate the integration process or find out more.

About Four51

We're the B2B eCommerce experts. Our cloud-based commerce technologies revolutionize the way businesses buy and sell online. Four51 tames the complexity of B2B eCommerce and order management while helping you deliver the modern, mobile buying experiences your customers demand. The result is progress: costs go down, efficiency goes up, and customers are happy.