B2B capabilities brochure

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What is a B2B or eProcurement connection?

B2B is an acronym for "business-to-business". A B2B or eProcurement connection is an electronic commerce transaction that allows the buyer and seller to connect electronically. These connections differ from standard web-based transactions (B2C) in that there is a direct connection from the customer's procurement system to the vendor's procurement system. This connection enables automation of the procure-to-pay cycle and can accelerate the purchasing process by eliminating manual errors and hands on time.

The B2B connection from Thermo Fisher Scientific is part of the eCommerce suite of customer-centric tools within our Digital Solutions.

The benefit: streamlined order processing

The Thermo Fisher Scientific B2B procurement solution integrates procurement systems with our order management system. This secure connection allows you to shop an online catalog, return a shopping cart back to your system for approval and then submit an electronic purchase order for electronic invoicing.

Easy access to your customized catalog, faster order cash cycle to "procure and pay", increased researcher productivity and better spend management/visibility are just some of the benefits of automating your ordering process. Tied to your procurement system, our online research tools, selection guides and product guides ensure you have the right product available 24/7.

We currently have hundreds of B2B connections with partners around the globe. Our team of experienced consultants are dedicated to designing and implementing B2B solutions that will help save you time and money.

eProcurement systems and supplier partners

Thermo Fisher Scientific eProcurement connections are in place worldwide across a wide network of integration platforms—all designed to give you access to research content, complete product information and product selection tools.
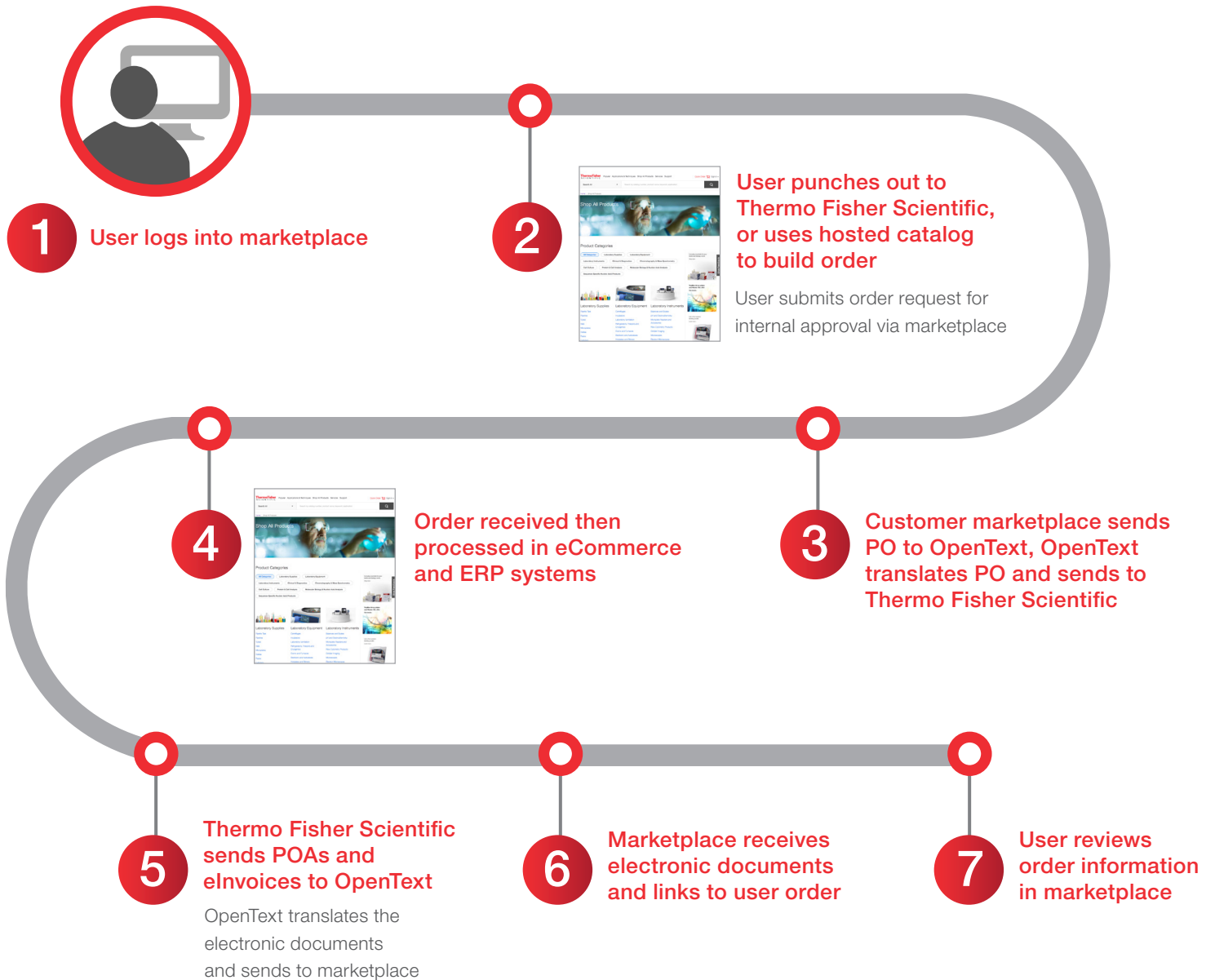
- Advanced
- Allscripts
- Coupa
- ESM Solutions
- GHX
- Jaggaer

- Lab Cloud
- Oracle
- Perfect Commerce
- Point Purchasing
- Prendio
- Proactis

- Prodigo Solutions
- SAP Ariba
- ULS eProcurement Manager
- Unimarket
- Workday

We support most B2B protocols, such as cXML, EDI X12, OCI, xCBL and some customized solutions. If you have specific requirements that are unique to your business we can discuss how we can meet your specifications. These are just a sample of the B2B supplier partners. Please reach out to inquire about additional connections.

The B2B process

We have a number of partners with whom we've implemented a complete electronic order-to-acknowledgement-to-invoice solution, sometimes known as a "full circuit" setup. The procure-to-pay cycle is a seamless transaction process that reduces cost, automates approvals, and gives customers the flexibility to access products and services whenever they need them. Take advantage of a fully electronic order-to-invoice solution all within your eProcurement platform.

1 User logs into marketplace

2 User punches out to Thermo Fisher Scientific, or uses hosted catalog to build order

User submits order request for internal approval via marketplace

3 Customer marketplace sends PO to OpenText, OpenText translates PO and sends to Thermo Fisher Scientific

4 Order received then processed in eCommerce and ERP systems

5 Thermo Fisher Scientific sends POAs and eInvoices to OpenText

OpenText translates the electronic documents and sends to marketplace

6 Marketplace receives electronic documents and links to user order

7 User reviews order information in marketplace

Here's the B2B process, explained:

- User logs into their marketplace (say, Ariba or Jaggaer).

- They are either directed to the Thermo Fisher Scientific website or uses a hosted catalog to build their order, which they then submit for internal approval via the marketplace.

- Partner marketplace sends PO to OpenText, our B2B broker, and OpenText translates the PO and sends to Thermo Fisher Scientfic. The transmission of purchase orders electronically is an important part of the electronic procurement process. We can receive electronic purchase orders in several formats (cXML, EDI X12, xCBL, OAG, XML etc.).

- The order is received, and then processed in Thermo Fisher Scientific's eCommerce and ERP systems. This will ensure your orders are received automatically without any manual intervention. This differs from fax orders or PDF emails since those are not system-to-system communications.

- Thermo Fisher Scientific sends electronic purchase order acknowledgement and electronic invoice to OpenText, OpenText translates those electronic documents and sends them to the marketplace.

eInvoicing with Thermo Fisher Scientific removes the requirement for human intervention, reduces manual errors, streamlines payment processing and increases business efficiency. Thermo Fisher Scientific can provide invoices and credit memos in a number of different data formats including .EDI, .XML, and .CSV. We can eInvoice either directly to your host system or via an eInvoicing platform. Once eInvoicing is set up, it should require minimal maintenance.

- The marketplace receives electronic documents and links to user order.

- Finally the user reviews the order information in the marketplace.

- And finally for payment, Thermo Fisher Scientific supports multiple forms of electronic payment.

It's not hard to see how a system like this, which automates the entire procurement cycle and effectively reduces manual intervention to almost zero, helps customers lower their procurement costs and increase overall efficiency. For more information on the platforms we are currently connected to, please contact us.

Marketplace options: punchout vs hosted

Punchout:

The industry standard for a catalog solution is the punchout catalog also referred to as Supplier Hosted. Once you've enabled punchout, you can buy products on our website easily through your eProcurement system. Just add products to your cart and the selected products can be "punched back" into your procurement system for automated order approval by staff such as lab managers, health and safety, and finance, before the order is placed. One value of punchout is that you will have all your purchasing and supplier information in one easy to report system—allowing strong control and management of your supply base.

Supported browsers:

• Microsoft Internet Explorer 10 or above

• Mozilla Firefox 33 or above

• Google Chrome 39 or above

• Safari 7 or above

Hosted:

A buyer hosted catalog is a customized file containing all product data, including your personal and list pricing which is produced and maintained by Thermo Fisher. The catalog file is uploaded to your procurement platform, where you can search, compare, and purchase products electronically. Some platforms also use a "Marketplace" feature where our products, prices, delivery times etc. can be compared directly against our competitors. Examples of catalog based procurement platforms are SciQuest, cc-Hubwoo, and Science Warehouse. Thermo Fisher Scientific operates with a number of catalog formats including .XLS, .CIF, .CSV, .XML, and .TXT.

Punchout

- Content is expanded and updated regularly

- Detailed product descriptions

- Real time product availability and order tracking

- Ability to apply quotes and promotions

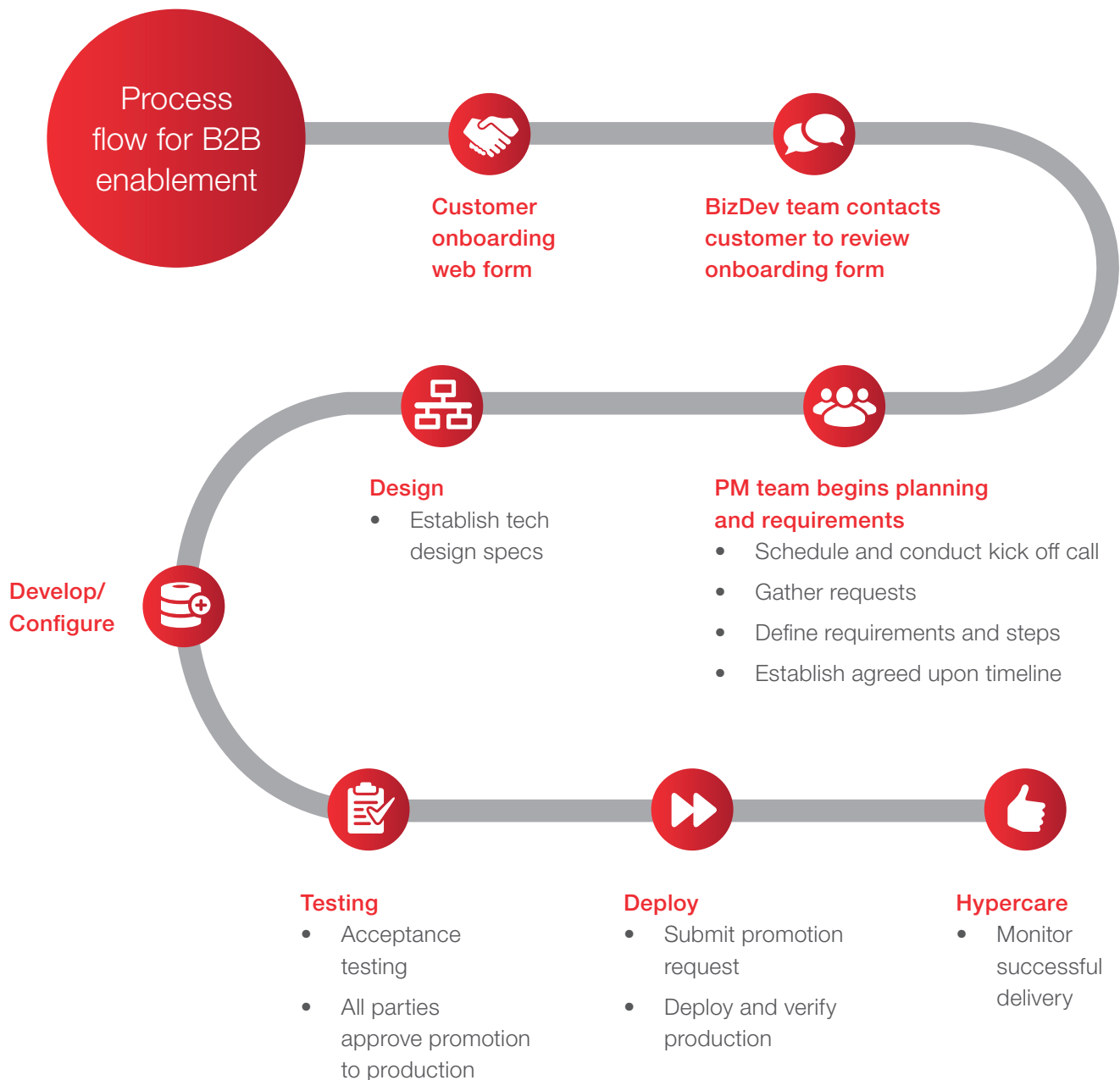- Selection tools and favorite lists

Hosted Catalog

- Only partial product descriptions

- Infrequent updating and space constraints

- Delayed access to new products

- No real-time pricing for quotes or promos

- No order tracking or history

Integration plan

Thermo Fisher Scientific is committed to help streamline your purchasing processes and save you time and money. We have a vast experience in integrating customers with unique requirements and on many platforms. We have identified an eight-step integration process (below).

For more information or to kick off your B2B eProcurement solution, contact your Thermo Fisher Scientific Account Team at **esolutions@thermofisher.com**

Process flow for B2B enablement

Customer onboarding web form

BizDev team contacts customer to review onboarding form

Design
- Establish tech design specs

PM team begins planning and requirements
- Schedule and conduct kick off call
- Gather requests
- Define requirements and steps
- Establish agreed upon timeline

Develop/ Configure

Testing
- Acceptance testing
- All parties approve promotion to production

Deploy
- Submit promotion request
- Deploy and verify production

Hypercare
- Monitor successful delivery

Learn more at **thermofisher.com/eprocurement**

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