

White Paper

Introduction

The global financial and economic crisis has turned industry leaders from being revenue-driven to focus on cost optimization.

Businesses, which want to improve profitability, now ask how they can spend less and still get more?

Problem Statement

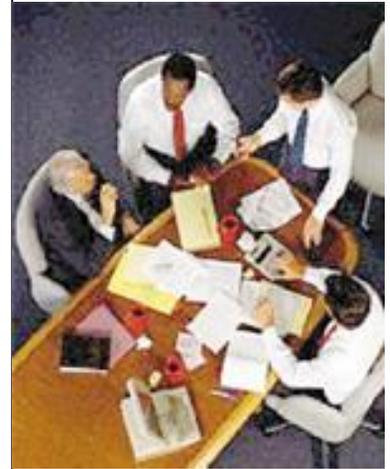
Companies have not realized that there are tools which can help them generate Millions of savings by pro-actively controlling their procurement spend on materials, products and services.

Previous Options

Companies have relied on their ERP or accounting systems to control their costs. The primary design of ERP systems, since the 1980's, has been to record, post and report revenue and cost transactions. Without specific tools, companies have to manually manage and optimise their procurement spend and, in some cases, not at all.

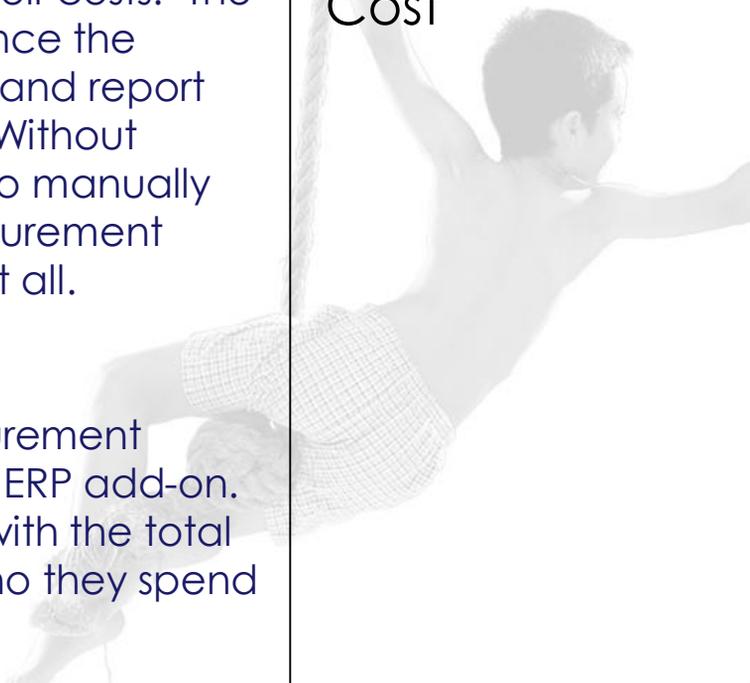
MyBiz Solutions

MyBiz provides specialized Procurement Spend Management tools as an ERP add-on. These tools provide companies with the total control over how they spend, who they spend with and what they spend on.



Procurement Spend Management:

Control your Spend and you Control your Cost



Return On Investment

Benefit #1 – Have the Power to Improve your profitability by reducing your cost

By controlling your procurement spend, you can cut by between 3% to over 20% of your cost to purchase materials, products and services for your business.

Benefit #2 – Have the Power to Generate an immediate Return On Investment

Follow many case studies in a wide range of industries to generate a minimum of 3X to over 8X return on your investment (1X) within 6 to 9 months of project implementation.

Benefit #3 – Have the Power to See how you are spending

Regain visibility into how you spend, who you spend with and what you spend on. You no longer have to be limited by reports and analysis based on where your transactions have been posted or charged to in your ERP or accounting system.

Reduce cost by 3% to over 20%

Generate 3X to over 8X return on investment

Know intimately how you spend, down to every dollar



Return On Investment

Benefit #4 – Have the Power to Negotiate the best terms and prices

Provide a transparent and private platform for your qualified suppliers to compete and consistently give you the best prices and terms.

Benefit #5 – Have the Power to Enforce Compliance

Remove discretionary powers by automating purchases to enforce compliance to procurement policies and procedures and negotiated contracts.

Benefit #6 – Have the Power to Monitor and Audit Compliance

Provide your trusted teams with the tools to monitor and audit compliance in real-time. Half the battle to change mindsets is already won when people know that some have been equipped with such powerful monitoring tools.

Conduct open and transparent tender and bidding



Enforce compliance and remove discretionary powers

Equip yourself with tools to monitor and audit your spend

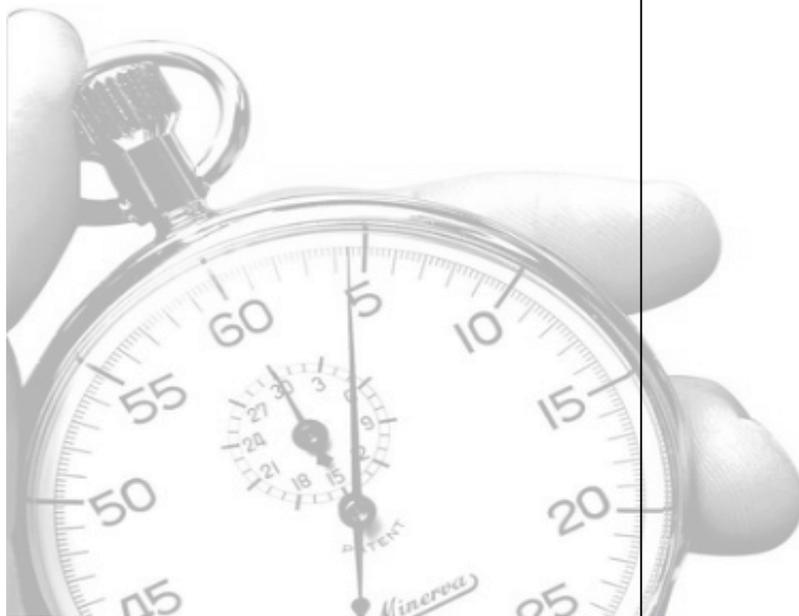
Implementation

Speed is of the essence. The implementation of total control over spend requires the change in mindset, breaking of old habits, removing boundaries of little kingdoms and overcoming of vested interests.

Successful projects to implement total control over spend have taken on average 3 to 5 months for the initial pilot rollout. Be cautioned that projects, which took 6 months or longer, have eventually taken 2 to 3 years to complete. There seems to be no middle ground. So deliver results fast.

Within months, if not weeks:

1. Show non-compliance based on facts and data
2. Complete the project in months or weeks, not years
3. Deliver Millions in savings



Summary

Revenue is not something that most companies can directly control. Revenue depends on an external party, the customer. You can influence but not directly control your customer.

However, you can control your cost as it deals with your internal controls. And these controls you can automate.

Companies need a system to give them total control over how they spend, who they spend with and what they spend on.

Having total control of your procurement spend means having complete control over your cost.



Company

Overview

MyBizTM



MyBiz aims to bring transparency, accountability and auditability to how every corporation and public body spends its money.

MyBiz provides innovative Procurement Spend Management on the cloud to help businesses control their spend to reduce costs and increase their profit.

We have generated Millions in savings for customers using our cloud-based solutions as an ERP add-on (to SAP, Oracle, Microsoft Dynamics, Baan, Pronto, Ross, and many more) for the following customers.

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Major Industries

1. Financial Services



2. Construction



3. Telecommunications



4. Plantation



5. Airline



Industry Leader

- Maybank is the 4th largest bank in ASEAN based on market capitalisation (US\$ 25B)
- UEM is Malaysia's preferred partner in nation-building
- Axiata is the 4th largest Telco by market capitalisation (US\$ 17.5B) in ASEAN.
- Sime Darby is the largest plantation in the world by market capitalisation (US\$18B).
- MAS is Malaysia's national airline

