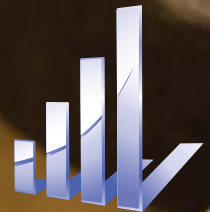


"trade simple provides comprehensive purchasing control and ensures all the process and pain of online ordering is handled for you. We would recommend it to anyone in the hospitality industry."

*Colin Simpson, IT Director, Fuller's*

# Reduce the cost of trading

with your suppliers



trade | simple

# trade simple is an online trading platform

that enables you and your supply chain partners to  
significantly **reduce the cost** of trading with each other.

The **automation** of the entire order to invoice process  
means you and your partners are able to trade with  
**increased control, speed and efficiency**. The  
benefits include total visibility of purchasing compliance,  
removal of pricing inconsistencies and elimination of manual  
invoice verification and querying. **trade simple reduces  
costs and puts you in control.**



trade|simple

**trade simple** comprises a number of different modules which can be individually selected to provide maximum benefit to your business.

## Modules include:

### Online ordering

**trade simple** requires that the supplier provides an electronic product and price list which allows you to control what is purchased at all times. This leads to a range of business benefits meaning you save money while increasing transparency across your business estate.

**Provides...**

- Real-time visibility and control of spend
- Reduction in admin overhead that releases staff to front of house
- Elimination of maverick spend
- Improved gross margins
- Total purchasing compliance and guaranteed rebates

### Procurement

Powerful online tool that enables you to manage all the spend throughout your organisation.

**Provides...**

- Control of all purchases including services, utilities and non-catalogue items
- Reduction in cost of buying
- Rationalisation of supplier base
- Elimination of wrong deliveries
- Improvement in accuracy of invoices

## Promotions and brand management

Enforces and underpins all supplier promotions and special offers to ensure that all units gain full advantage whilst allowing head office to maintain control.

### Provides...

- Enforced, centrally negotiated promotions
- Access to cost-effective supplier offers
- Unit flexibility within corporate parameters
- Ability to manage products, recipes and selling prices on a brand-by-brand basis

## Invoice management

Reduces the error and cost of invoice processing through the automated checking and matching of inbound invoices against electronic purchase orders and goods received notes.

### Provides...

- Reduction of overhead in accounts payable
- 100% line checking against contract price to eliminate erroneous pricing
- Accurate visibility of invoice commitment
- Automated credit note management to further reduce costs
- Automated integration with accounts package to eliminate re-keying and errors

## Vendor and catalogue management

Online catalogues enable all purchases to be made against agreed prices and manage the range of products any individual can purchase.

### Provides...

- Improved purchasing compliance and guaranteed rebates
- Easier vendor performance monitoring through reporting
- Control of pricing by exception
- Automatic loading of products and prices, reducing manual input to a minimum

## Supplier network

Enables hospitality buyers and suppliers to exchange electronic documentation through a shared trading platform.

### Provides...

- Automated supply chain that reduces cost for everyone
- Electronic ordering that reduces cost of sale for the supplier
- Support for all suppliers regardless of size
- Vendor Management Reporting that keeps you in control
- Invoice Management that ensures suppliers are guaranteed to be paid to terms

## Budgets and flexible workflow

A comprehensive and easy to use authorisation process, giving instant access to up to the minute spend Vs budget information.

### Provides...

- Greater control through online real-time spend Vs budget
- Elimination of unreliable, labour intensive paper-based processes
- Flexibility and easy tailoring to support individual company requirements

## Comprehensive management reporting

Both standard and tailored reporting is available to meet all needs.

### Provides...

- Real-time visibility of all spend commitments, accruals and actual, meaning there are no holes in your accounting
- Greater management control of spend Vs budget
- Vendor performance reporting enabling you to monitor whether your vendors are delivering against promise

**“trade simple** has had a significant effect on the overall performance of our business. It has enabled us to streamline accounts payable and has given us greater control of purchasing while removing discrepancies from the delivery process.”

*Hazell West, Head of IT/IS, Bay Restaurant Group*

Fourth Hospitality gives customers control of their business and access to significant savings and improved efficiencies through the most effective web-based system available. Dedicated to the hospitality sector, our company is built on a bedrock of customer lifetime loyalty which means our clients can rely on a long-term commitment and daily support that goes far beyond the provision of our software.

The products...

people | system

Employee life cycle management from HR and scheduling to payroll and benefits.

trade | simple

Electronic trading, supplier integration, invoice management and procurement.

fnb | manager

Stock control, recipe and menu engineering and online ordering.

The benefits...

- 2-7% saving on wage cost
- 2-7% increase in gross profit due to more effective tracking and control of stock
- 4 hours per week saved by managers
- 15% increase in purchasing compliance
- 80% reduction in the cost of processing invoices

fourth  
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