



For full transparency in purchasing and quality management



**Spend Matters**

Value Leader

*“Value Leader for Supplier Management and Sourcing”* Source: Spend Matters SolutionMap

Welcome to QAD Allocation -  
Get to know us and our world!



## Why QAD Allocation?

“For many years, companies have focused on supporting operational indirect purchasing due to the large number of suppliers and orders. However, they neglect the implementation of e-solutions for supplier selection, awarding and supplier quality management in strategic direct procurement. This is much more complex and has the far greater impact on the results of a manufacturing company. And this is exactly our world.”

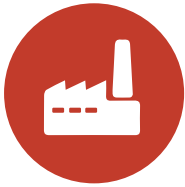
*Bernhard Soltmann and Andreas Vollmann, Managing Directors*

The most successful companies worldwide use the QAD Allocation solution



## About QAD Allocation

QAD Allocation, a division of QAD Inc., (Nasdaq: QADA) (Nasdaq: QADB), provides industry-leading strategic sourcing and supplier management solutions to help manufacturers deploy digitized source to contract solutions. QAD Allocation solutions help to achieve optimal supplier selection, accurate supplier performance analysis, improved supplier quality standards, supplier risk information and mitigation as well as reduced material costs within direct and indirect spend categories. QAD Allocation solutions are part of [QAD's Integrated Supplier Management](#) set of capabilities designed to improve supply chain visibility and supplier performance, enabling faster response to changes in supply and demand. For more information about QAD Allocation, visit [www.allocation.net/en](http://www.allocation.net/en).



## Supplier Management

92,4% of companies consider an SRM tool to be essential

(Source: BME, BMÖ, University of Würzburg, HTWK Leipzig, Allocation, 2019)

QAD Allocation Supplier Management acquires, selects and develops the most efficient suppliers for procurement tasks through targeted information.

Our SRM module provides a platform for building, maintaining, and developing information on strategic suppliers. Starting with the registration process to qualification, evaluation and risk and status management, information is recorded and stored in a central location making it transparent, flexible, and accessible.



Meik Richter  
Head of Sales DACH region

### Benefits:

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- ✓ All current information about suppliers at-a -glance
- ✓ Analysis and monitoring of supplier activities and key figures
- ✓ Increase data quality



## Sourcing

Savings of up to 10%

(Source: BME, University of Würzburg,  
HTWK Leipzig 2015)

QAD Allocation maps electronic inquiry processes from requirements recording, RFx and negotiation to contract awarding. This makes awarding contracts more efficient by matching the best suppliers and offers to the requirements.

Our customers love how the sourcing module allows them to use their own tender templates. From simple bills of quantities up to highly complex cost-break-downs — QAD Allocation processes Excel templates in detail.



Stephanie Spiegel,  
Head of Technical  
Solution Engineers

## Benefits:

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- ✓ Continuous document flow of an award: Full compliance from the requirement notification to the order
- ✓ Cross-functional award decisions
- ✓ Systematic performance measurement in purchasing



## Auctions

Savings of over 10%

(Source: BME, University of Würzburg,  
HTWK Leipzig 2015)

QAD Allocation Auctions determines the optimal market prices in the shortest possible time. The negotiation module helps maximize negotiations. Our tool allows for independent auctions or auctions supervised by our experts.

The flexibility of the auction tool allows for multiple auction types (Dutch, Japanese, English, traffic lights, sealed-bid, bonus/malus) to be utilized using game theory. Additionally, we offer flexible support from full-service assistance to self run e-auctions.



Andreas Schwarzenberger,  
Head of Professional  
Services and SaaS

### Benefits:

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- ✓ Optimal market prices within the shortest time
- ✓ Parallel negotiations with all competitors
- ✓ Transparent competition between bidders



## Collaboration

88% of companies consider a quality management tool as important

(Source: BME, BMÖ, University of Würzburg, HTWK Leipzig, Allocation, 2019)

QAD Allocation Collaboration module allows modelling of workflows between internal users and suppliers. Our tool ensures internal activities and external communication is systematic, regulated and transparent.

The QAD Allocation solution completely maps processes and allows all participants to communicate on a single secure platform avoiding the timely and inefficient process of exchanging and evaluating documents via email. By providing structured and traceable communication, suppliers and quality engineers can collaborate more effectively.



Thomas Aigner,  
Business Consultant &  
Sales Representative

## Benefits:

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- ✓ Departmental and cross-company workflows
- ✓ Audit-proof monitoring and tracking of processes
- ✓ Shorter processing times, e.g. in APQP, PPAP, 8D

## Reliable - Personal - Competent

With over 20 years of experience, we know your processes and speak your language.

Our professional and technical competence is reflected not only in our award-winning software, but also in the reliable implementation of projects and a clear communication with our customers.

Personal contact and individual consulting are crucial for us and critical to the success of your project. We look forward to hearing from you.

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