JAGGAER ONE
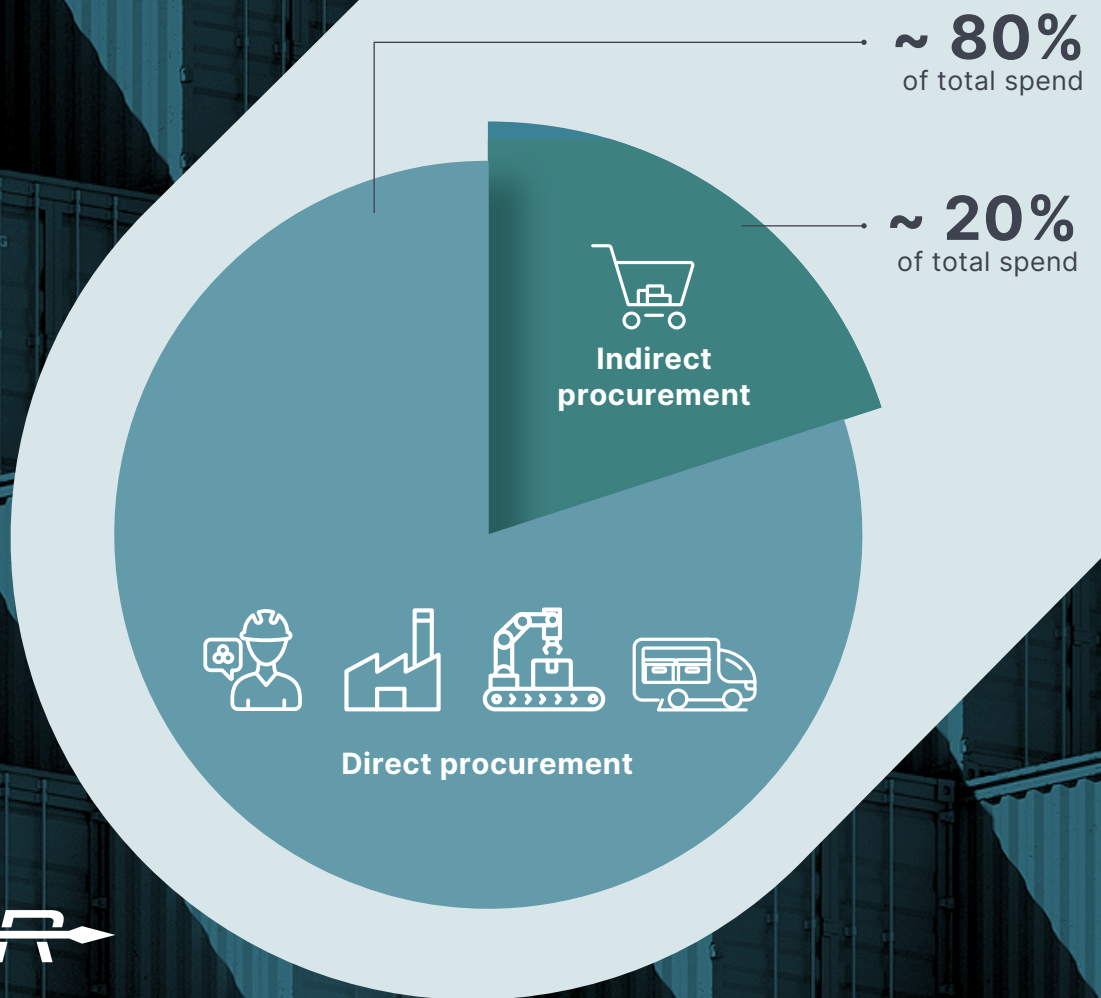
All-in-one solution for **Direct Procurement**

Manage **100%** of your spend with JAGGAER ONE

Direct Procurement typically makes up **70-80%** of total spend for manufacturing organizations.

~ **80%**
of total spend

~ **20%**
of total spend

Indirect procurement

Direct procurement

JAGGAER

The worldwide leader in Direct Procurement

The Value of Direct Procurement

Manage 100% of your spend with JAGGAER ONE to ensure customer success and organizational excellence.

JAGGAER is the worldwide leader in direct procurement, empowering customers to drive successful and profitable businesses forward by transforming their procurement operations from a cost center to a value driver. We enable relationships with the right suppliers to source the most suitable, highest quality products at the right time while facilitating real-time supplier collaboration.

Customer success is our top priority, and we believe in the value of partnerships. We ensure customers are making intelligent procurement decisions to avoid going out-of-stock, ensure supply continuity, and collaborate with the right suppliers to mitigate risk, ensure customer satisfaction, improve business growth, and enhance supply chain resilience.

- Successful Procurement operations lead to a profitable organization.
- Establishing strong and collaborative relationships with suppliers ensures the continuity of high-quality goods and services.
- Safeguard profitability and reputation through Intelligent Procurement by mitigating risks related to supply chain disruptions, market fluctuations, and regulatory changes.
- Embracing sustainable and ethical procurement practices ensures regulatorycompliance and mitigates ethical, environmental, and social risks, contributing to the long-term success of the business.
- Leveraging data analytics and technology in procurement operations allows for informed decision-making, optimizing processes, minimizing costs, and identifying growth opportunities through actionable insights.

Transform cost to value

Build supply chain compliance & resilience

Become more profitable / successful

JAGGAER ONE

Partner with the right suppliers

Ensure customer happiness

Add value to overall business

What is Direct Procurement?

Direct Procurement involves the sourcing of materials that are used to produce finished goods or assemblies from qualified and registered suppliers.

What are Direct Materials?

Direct Materials Include but are not limited to:
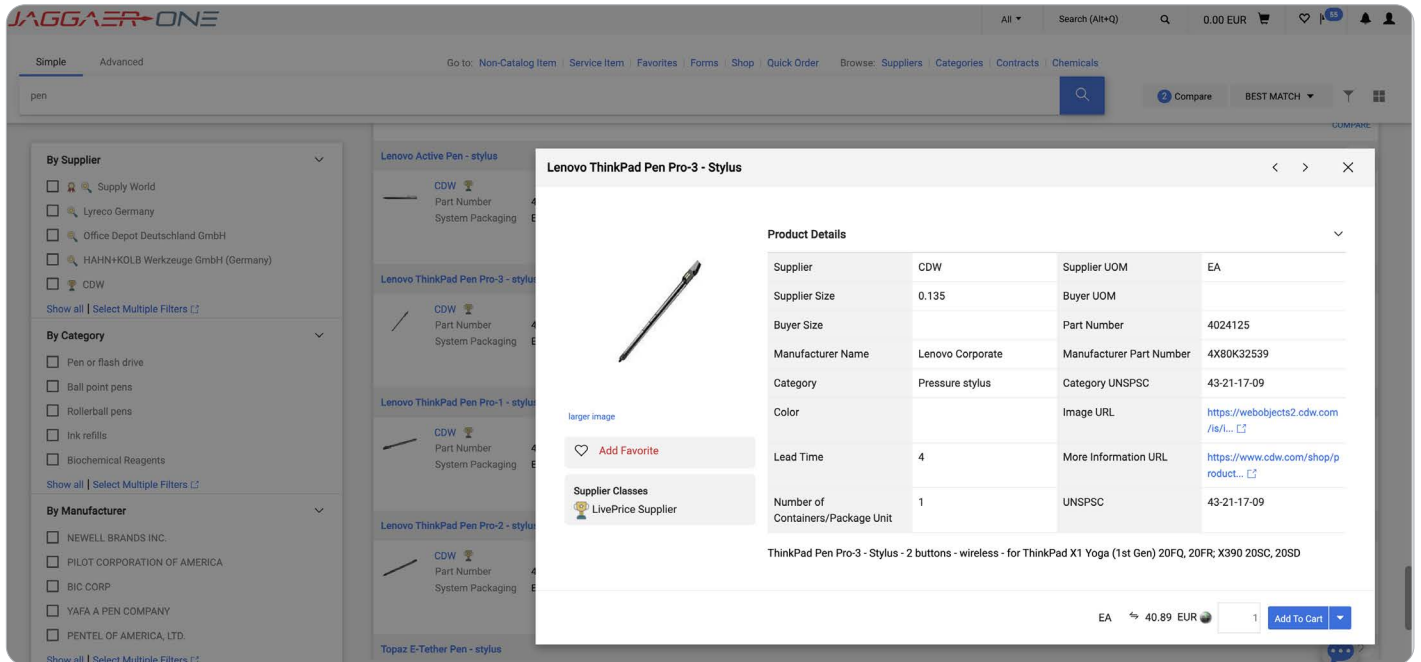
| Raw Materials | Packing Materials | Drawing Parts or Components |

Why is Direct Procurement Important?

- It affects both top line revenues and net profits
- Delays or disruptions to the flow of direct materials negatively impacts production processes and finished goods output which results in lost revenues
- Ordering the wrong items, wrong quantities, or failing to secure competitive pricing, results in excess inventory, obsolete stock and margin erosion
- In light of supply chain challenges and supply constraints, direct procurement has become a board-level concern

Examples

Indirect Procurement

Employees within a company search product catalogues to find and procure finished goods, a pen for example, that they need to perform their jobs. By making these items available in a company-sponsored (and maintained) product catalogue, the enterprise ensures employees can quickly and easily get the goods they need to perform their jobs, at pre-negotiated prices.

Direct Procurement

The manufacturer of a pen needs to build the pen and is responsible for the bill of material. The manufacturer decides if parts on the bill of material will be purchased from sub-suppliers or if parts will be made by the manufacturer itself. The sourcing and purchasing of the components that comprise the pen's bill of material, whether parts or raw materials, are considered direct material procurement.

Direct Procurement & Supply Chain Opportunities

Manage and control spend cost reduction

Improve analytical modeling & reporting capabilities

Ensure regulatory compliance

Support corporate sustainability and ESG objectives

Accelerate digital transformation

Enable procurement agility

Facilitate and improve supplier collaboration

JAGGAER ONE
Direct Procurement

The most complete source-to-pay solution for both direct and indirect spend, enabling agile and sustainable procurement through Autonomous Commerce.

JAGGAER ONE is an integrated suite of sourcing and procurement applications that have been built on a modern technology stack with ease of use and security in mind.

- Transforms the procurement function from cost center to value driver
- Streamlines and automates complex direct procurement
- Provides end-to-end visibility across the supply chain
- Connects buyers seamlessly with the right suppliers
- Facilitates logistics and quality management processes

What We Offer

- The most advanced and complete all-in-one solution for direct procurement, transforming the way enterprises do business
- Deployed by many of the largest, most successful manufacturers in the world
- Intelligent solution powered by AI, autonomously executing repetitive tasks
- Extensible out-of-the-box integration to SAP ERP (and other common ERP systems) for quicker deployments and faster time to value

JAGGAER ONE
Direct Procurement Solution Overview

1 Supplier Management

- Evaluate and onboard qualified and compliant suppliers to your supplier network
- Get a comprehensive view of supplier profiles
- Manage product specifications, schematics and compliance declarations
- Leverage fully integrated partner solutions such as riskmethods, Ecovadis and others

2 Sourcing

- Competitive RFx processes
- Flexible cost breakdown per category
- Extensive what-if scenarios for award analysis
- Bill of material (BOM) sourcing
- Project based procurement
- Supports new product / tool development
- Uninterrupted 2-way integration with SAP/ ERP to update unlimited price info records
- ESG Compliance with CO2 tracking

3 Category Management

- Supporting 'best practice', standardized process and controlled approval
- Align category strategy with business needs
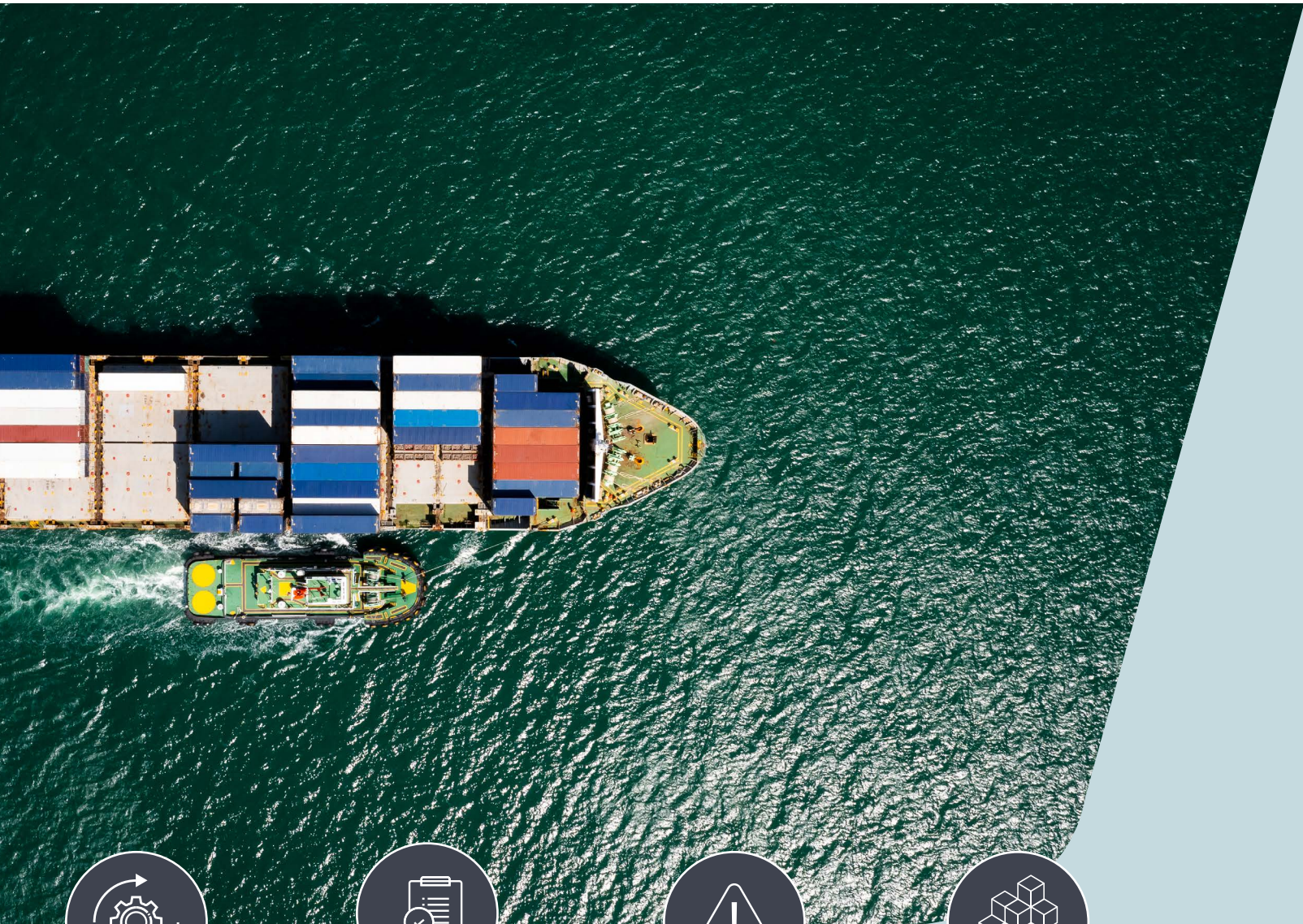- Develop supplier specific strategies and action plans

4 Supply Chain Collaboration

- Purchase order management (POM)
- Order confirmations (OC)
- Advance shipping notifications (ASN)
- Barcoded packing slips
- Track and trace shipments
- Manage logistics in collaboration with third party logistics partners
- Forecast sharing, vendor managed inventory (VMI) and delivery call offs

5 Quality Management

- Execute quality related business processes
- Part-level approval
- First article inspection process and fully manage APQP/PPAP
- Supply Quality Notification (SQN) to manage non-conformance, claims and complaints with suppliers
- Fully integrated with SAP and other ERPs

6 Connectivity

- Best-in-class ERP integration with out-of-the-box SAP connectors and native multi-ERP support
- Plug-and-play access to highly specialized partner solutions in areas such as supply chain risk, sustainability, supplier data enrichment, and many others
- Embedded BPM capabilities that enable you to tailor forms and workflows to your specific requirements

JAGGAER ONE
Key Benefits

Efficiency
- Ability to manage multiple price records
- Flexible Cost Breakdown structures
- Supply Chain Collaboration
- Bill of Material sourcing

Compliance
- Comprehensive Complaints Management with 5D and 8D Quality Reporting
- Preventative Action Recommendations

Risk
- Risk management with Riskmethods mapping
- ESG compliance with CO_2 tracking

Connectivity
- Plug and play out-of-the-box integration with SAP, and other ERP
- Native multi-ERP support, connecting multiple ERP instances to a single JAGGAER ONE system
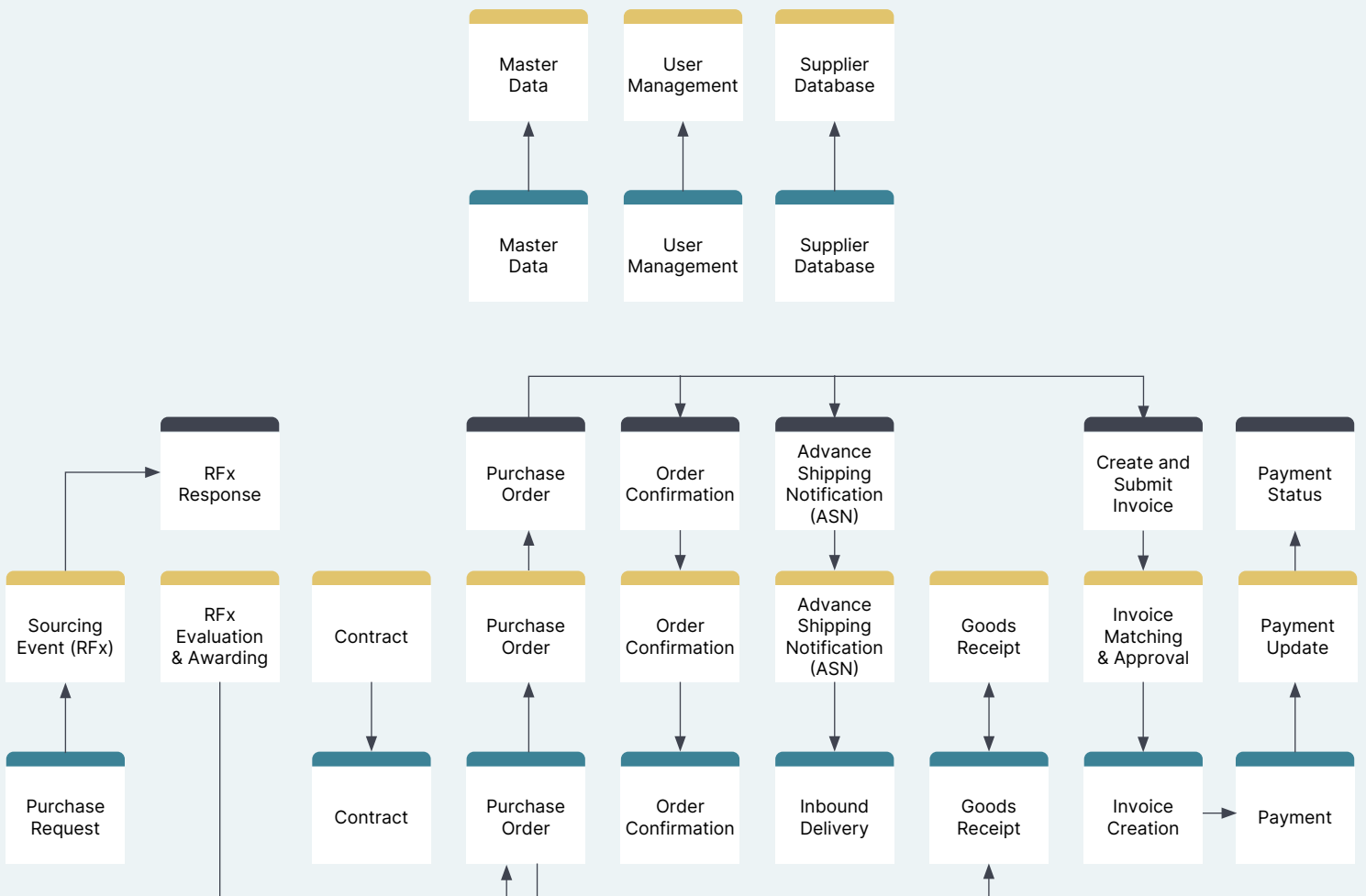
JAGGAER ONE
Connectivity with ERP

Additional Integrated Processes

- Bill of Material (BOM)
- Forecast
- Vendor Managed Inventory (VMI)
- Delivery Call-offs
- Supply Quality Notification (SQN)
- APQP/PPAP
- Engineering Change Requests (ECR)

Legend: ● JAGGAER Supplier User   ● JAGGAER Buyer User   ● Customer ERP

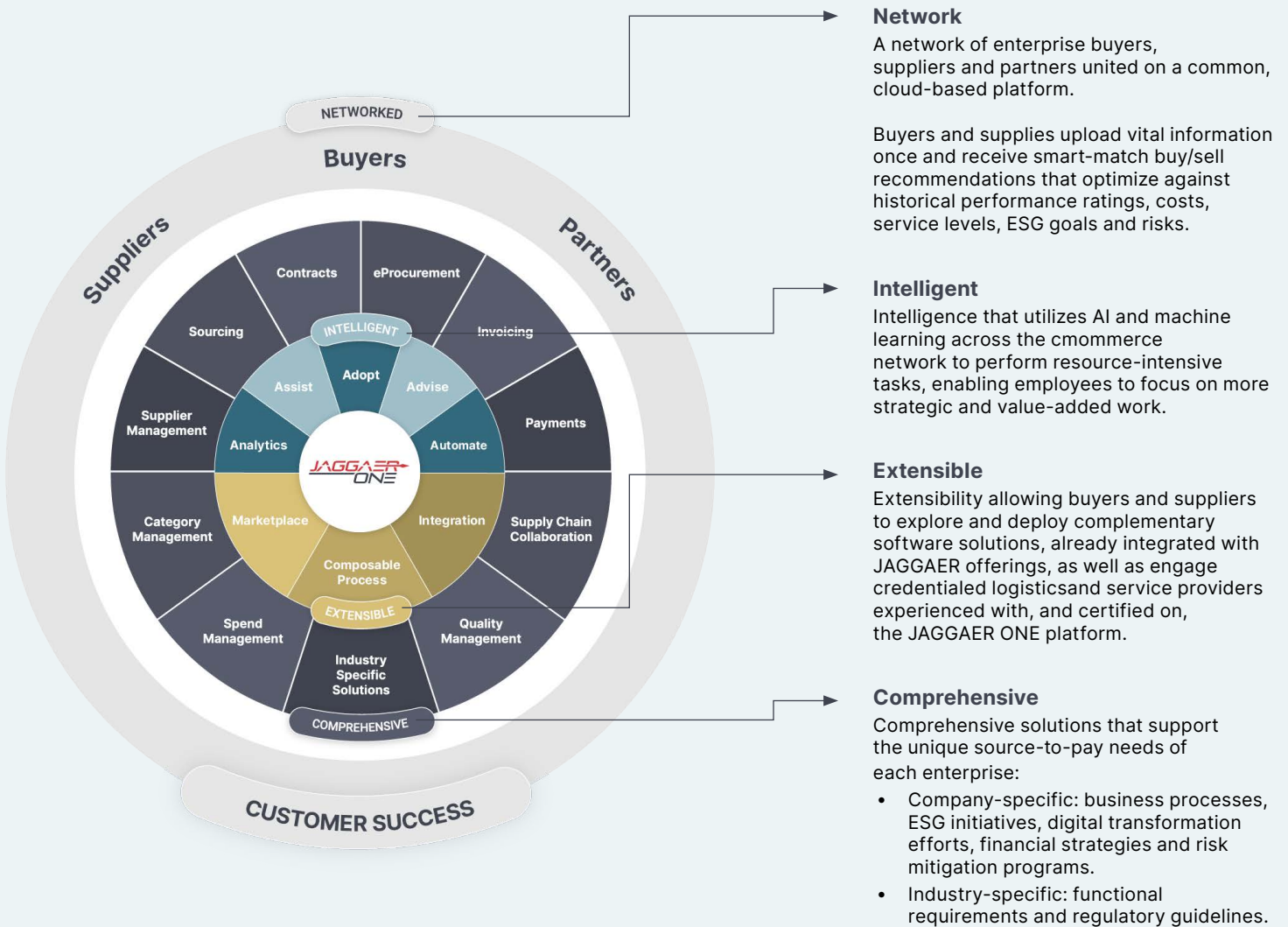SAP   ORACLE NETSUITE   Dynamics 365

Powering the Autonomous Commerce Revolution

Autonomous Commerce is a self-governing B2B commerce experience between buyers, suppliers, things (IoT devices) and partners. It is a fundamentally more intelligent and efficient way of conducting commerce.

It reduces risk, improves resiliency, increases operational efficiencies and yields significant financial gains.

Network
A network of enterprise buyers, suppliers and partners united on a common, cloud-based platform.

Buyers and supplies upload vital information once and receive smart-match buy/sell recommendations that optimize against historical performance ratings, costs, service levels, ESG goals and risks.

Intelligent
Intelligence that utilizes AI and machine learning across the cmommerce network to perform resource-intensive tasks, enabling employees to focus on more strategic and value-added work.

Extensible
Extensibility allowing buyers and suppliers to explore and deploy complementary software solutions, already integrated with JAGGAER offerings, as well as engage credentialed logisticsand service providers experienced with, and certified on, the JAGGAER ONE platform.

Comprehensive
Comprehensive solutions that support the unique source-to-pay needs of each enterprise:

- Company-specific: business processes, ESG initiatives, digital transformation efforts, financial strategies and risk mitigation programs.
- Industry-specific: functional requirements and regulatory guidelines.

Rolls-Royce Simplifies Complex Projects and Streamlines Supplier Management

Customer Profile

Rolls-Royce Power Systems (RRPS), a division of Rolls-Royce plc. The company's headquarters are in Friedrichshafen, Germany and it employs over 11,000 people worldwide. The company is well-represented around the world withover 30 subsidiaries and more than 1,200 development, production, service and sales locations in 130 countries.

> *"Despite having different SAP systems, all of our locations will soon have access to a central database. This digital connection makes it easier to communicate internally and speeds up the release process."*

Onur Açıkgöz
Project Leader Strategic Procurement - Rolls-Royce Power Systems

Why RRPS chose JAGGAER

- Deep level of SAP integration
- Robust supplier management capabilities
- All-in-one Direct Procurement platform

Challenges

- Having to enter suppliers manually into SAP systems
- Duplicate supplier records exist in multiple systems
- Lack of data consolidation
- Unstructured data with different fields and selection criteria
- No pre-defined strategy for pricing and negotiation

Solution

- Consolidated data sets and elimination of duplicative supplier entries
- Most up-to-date data and records available across RRPS's SAP systems
- JAGGAER is the primary source of data management
- All buyers are working with the same, accurate data
- Increases the savings potential with economies of scale and consolidated purchasing
- Speeds up communication between the different procurement organizations

Next Steps

- Digitize other procurement processes through JAGGAER's intelligent all-in-one platform
- Utilize JAGGAER platform for contract management, calls for bids and purchase order management
- Getting one step closer to realizing its vision of complete 360° visibility

Bottom Line Results

- Centralized data access for all locations and across disparate SAP systems
- Enabled company-wide transparency into supplier and price information and digital release workflows
- Standardized global prices that take advantage of leveraged buying power while still allowing for local flexibility

Why JAGGAER

Driving innovation supported by over 25 years of direct procurement experience and expertise.

End-to-End Functionality
The JAGGAER ONE platform enables our customers to drive direct and indirect spend and all processes through one solution.

Integrations
JAGGAER solutions easily integrate with more than 40 ERP applications, from market-leading systems to homegrown and cloud-based platforms.

Configurability
JAGGAER is a configurable cloud-based solution that brings together industry best practices, allowing you to map the solution to your business requirements as well as reduce time to value.

End-to-End Functionality
The JAGGAER ONE platform enables our customers to drive direct and indirect spend and all processes through one solution.

Security
We have developed a security program that meets or exceeds national and international standards, industry best practices and our customers' expectations on protecting your business data.
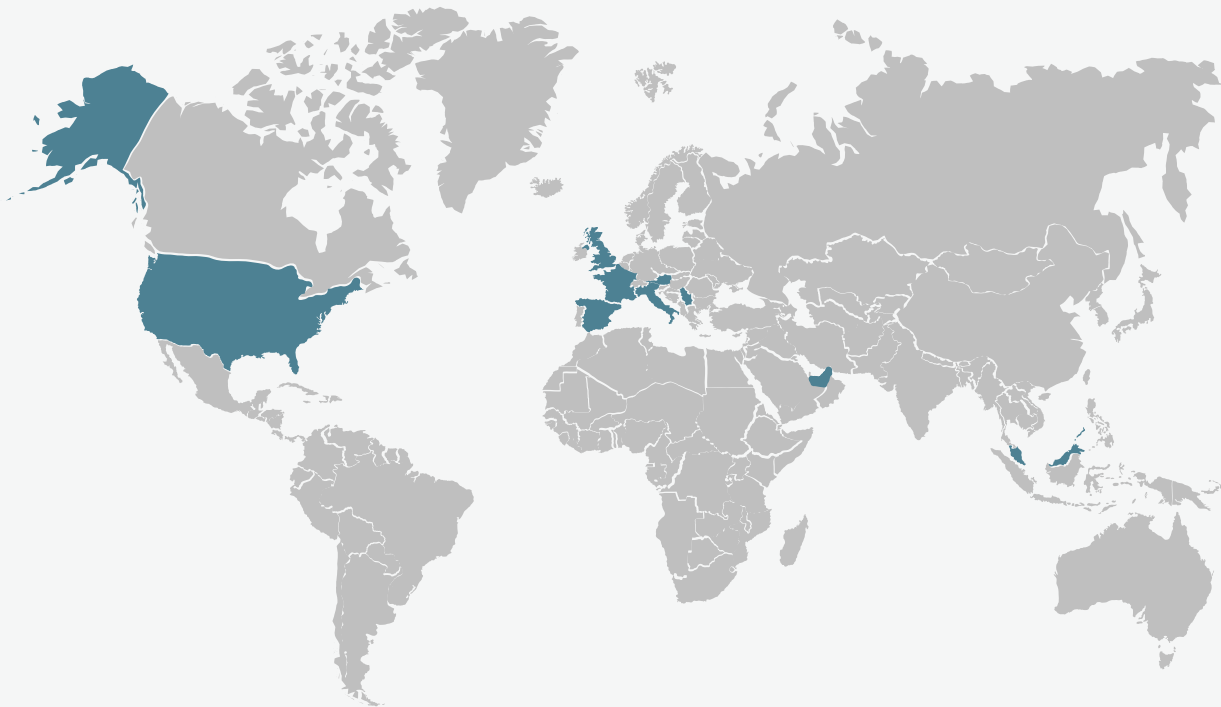
Supplier Enablement
JAGGAER's supplier network and enablement capabilities are unique. Supplier support is available around the clock to help your supplier network in any time zone.

About JAGGAER

JAGGAER is the global leader in Autonomous Commerce. We have 17 offices around the world, 1,200 employees, 1,700 customers, over 5 million global suppliers on our Enterprise Commerce Network, through which over $500 billion worth of goods flowed last year. We've been in business for over 25 years and a leader in the direct procurement space for much of that time.

Offices worldwide: **15**

Key Metrics

+1,200
Global employees

+$500B
Billions in annual spend on platform

+1,750
Customers with Avg Tenure >6 years

+5M
Millions of supplierson platform

+3M
Million of users

+28
Years in business