



Leveraging business process platform
to build intelligent processes.

Managing

Opportunities
and
Procurement

Client

EXOR is a leading provider of a platform for suppliers and buyers to improve reliability and efficiency with which business opportunities and procurement is managed.

Business Scenario

With average spending by enterprises on externally sourced goods and services running into billions of £ per annum, mitigating risks associated with these high value expenditure becomes a priority. Contracting organizations are considering third party specialized accreditation providers as an attractive alternative to

- Ensuring higher level of assurance on supplier assessments,
- Augmentation of skilled staff to assess suppliers,
- Lower cost on accreditation



CERTIFICATE OF ACCREDITATION

This is to certify that

Exor AppVet

has been accredited by
Exor Management Services Limited
and has attained the required standards
for the Accreditation Level
shown below

Accreditation Level: **Gold**

Registration Number: **KA9444** Expiry Date: **01/09/2010**

Signed on behalf of Exor Management Services Limited

M Langley

M Langley - Head of Service Delivery

This certificate remains the property of Exor Management Services Limited and must be surrendered on demand.
Exor Management Services Limited, Inverness Business Park, Millburn Avenue, Inverness, Highland IV1 1JH
Tel: 0175 930 7379 email: enquiries@exor.co.uk www.exor.co.uk

EXOR 08/10/09

EXOR is a leading provider of supplier accreditation service. EXOR's accreditation program is geared towards establishing a proven repository of qualified suppliers & contractors for prospective buyers to engage with. Suppliers are continuously monitored for compliancy and accreditations are revised annually.

EXOR embraces state of the art technology and processes to ensure high degrees of compliancy and risk mitigation to its customers.

Having deployed industry leading CRM solution Salesforce.COM to manage its customers efficiently, EXOR was looking for automating its customer accreditation & monitoring processes.

With all of its supplier and contractors data being managed in Salesforce, EXOR was looking for ways to leverage these data to automate its accreditation & monitoring processes. Having explored several options, including home-grown solution, EXOR decided on using standards based **business process platform** from AppPoint Software Solution, **BizAPP Studio** which offered zero code model driven approach to achieving the desired results. Using BizAPP EXOR not only automated existing manual process, but also leveraged other integrated capabilities of BizAPP to further improve process outcome, such as –

Process Improvements

1. A **proactive rules based monitoring** process to alert on key events,
2. **Auto-generation of reports** (such as certificates, invoices, etc...) & **auto-distribution** to concerned individuals,
3. Time & **rules based automatic enforcement of SLAs**, etc...

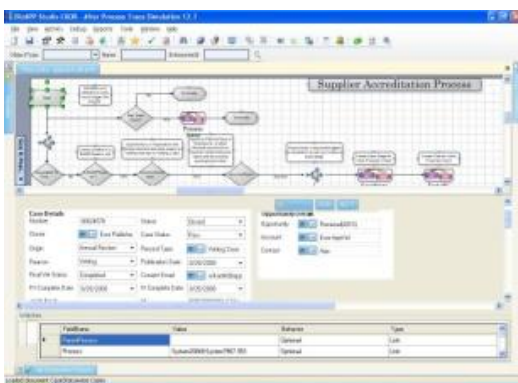
1. Improved people productivity due to automation of manual activities,
2. Integrated alerts/notification on key activities,
3. Integration with Salesforce eliminating the need for duplicate data entry

People Productivity

Business Productivity

1. Subscription based licensing model minimizing risks associated with the project,
2. ZERO code model driven approach eliminating need for skilled programmers, technology experts/architects, etc.
3. Integrated capabilities of BizAPP Studio enabling

EXOR to do more with less, for instance



Built-in simulator enabled the team modelling the solution to continuously validate the process and remodel to optimize the outcome.

SOA based open architecture of BizAPP and Salesforce enabled EXOR to achieve Seamless integration between the process orchestration environment and the end user facing Salesforce environment.

Technology

BPM Suite	AppPoint's BizAPP Studio
OS	Windows 2008
Database	MSSQL 2008

Contact: marketing@appoint.com
<http://www.appoint.com>

