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…WHERE B2B MANGERS MEET AND LEARN

Fast Facts:
Popular Digital Purchasing Tools in the U.S.

During our research, we asked purchasing and supply managers to name the digital tools they used to perform a variety of tasks. The list below provides the names of tools, software, and applications that we heard most frequently. Please note that there are many, many other tools, software, and applications available for each category. We do not endorse the use of any of those listed below and encourage visitors to research the alternatives and select those that best meet the requirements of their companies.

<u>Task</u>	<u>Examples of Popular Tools</u>
Scouting for Emerging Trends **& Technologies**	**Online Resources from Trade Associations**
	Online Professional Communities such as:
	• LinkedIn Professional Groups
	• NAEP
	• Procurious
	• BMP
	Supplier e-Mails on New Products and Technologies
	Online Market Reports such as:
	• Institute for Supply Management *Report on Business*®
	• Wall Street Journal Supply Chain & Logistics News
	• Harvard Business School Working Knowledge
	• The McKinsey Quarterly
Search for Suppliers & Products	**Search Engines** such as Google
	Online Professional Communities such as:
	• LinkedIn Professional Groups
	• NAEP
	• Procurious
	• BMP
	Online Catalogues such as:
	• Thomasnet.com
	• Amazon Business
	Tradeshows (digital and real world)

Narus and Steward

Supplier Legal & Financial Risk Assessment	**Risk & Credit Assessment Sites** such as:
	• Dun & Bradstreet Risk & Supply Management
	• RapidRatings
	• MetricStream

Supplier Risk Monitoring	**Supply Chain Risk Management Services** such as:
	• riskmethods

Supplier Certification & Compliance Evaluations	**ISO 9000 Certification of Quality Practices:**
	• International Organization for Standardization
	• American Society for Quality
	Compliance Management Services such as:
	• MetricStream Supplier Compliance Management
	• ZenGRC
	• Thomas Reuters Compliance Management

Supplier Sustainability Practices & Green Products	**Sustainability Rating & Ranking Systems** such as:
	• Bloomberg ESG Disclosure Scores
	• Newsweek Green Ratings
	• Sustainanalytics
	• Dow Jones Sustainability Indexes

Evaluations of Alternative Suppliers & Products	**Internal, Vendor Scorecards** such as:
	• Internal, Company Software & Systems
	• VendOp Online System
	• SAP-Ariba Supplier Performance Management
	External, Supplier/Product Review Sites such as:
	• VendOp
	• G2 Crowd
	Online Professional Communities such as:
	• LinkedIn Professional Groups
	• NAEP
	• Procurious
	• BMP
	Price Comparison Sites such as:
	• Americomms
	• PriceItHere.com
	• stockinthechannel.com
	• AllBusiness
	Total Cost of Ownership Calculators such as:
	• TCO Toolkit
	• Amazon Web Services
	Supplier Websites including:
	• Financial & Compliance Information
	• Quality & Delivery Reliability Statistics
	• Product Data Sheets

- Demonstration Videos
- Case Studies
- Testimonials

Transaction Management	**Electronic RFPs, RFQs,** such as:

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- Aestiva
- Xeeva
- Tradogram

Strategic Sourcing & Procurement Systems
- SAP-Ariba
- AMT
- eBid Systems

Electronic Buying, Ordering, & Payment
- SAP-Ariba Buying & Order Processing
- Amazon Business
- eCatalogues (customer or supplier systems)
- Supply Management Contracts
- Procure-to-Pay Software Suites
- Supply-to-Pay Software Suites
- Internal ERP Systems

Supplier Management

Vendor Scorecards & Performance Assessment
Spend Analysis
Strategic Lifecycle Management
- SAP-Ariba
- Tipalti
- VendorInsight