



**e-commerce solutions  
for online trade**

**building more profitability  
into your business**





## **Procurement Express**

*If you are looking for an easy, economical e-procurement solution or wanting to put the savings "claims" to the test, HP and Commerce One offer Procurement Express. Procurement Express provides you with all the benefits of enterprise-class e-procurement, packaged for simple, cost-effective deployment to a limited number of users. This bundled solution includes the core functionality of Commerce One Buy optimized on industry-leading ProLiant servers, along with a full suite of implementation services from HP Services to ensure rapid deployment and maximum return on your technology investments. It's a complete out-of-the-box solution that delivers rapid ROI and long-term operational savings. In addition, it's an ideal pilot solution to prove ROI in larger enterprises, federal, state and local government agencies.*

## **automate source, buy, and sell processes**

The old saying goes that you have to spend money to make money. Well, here's an update: If you spend less, you can make more. HP and Commerce One can help you boost your bottom line by reducing the amount spent on sourcing, purchasing, and selling processes. The key: integrated, collaborative e-commerce solutions that simplify and automate online trade.

Our solutions build on a platform of powerful, yet economical, ProLiant servers from the new HP, automate the complete source-to-pay process with Commerce One software, and create a dynamic web-based selling environment by leveraging the Microsoft Solution for Supplier Enablement. The results are compelling: in fact, the Aberdeen Group\* found that e-procurement can help businesses and government agencies reduce prices paid for materials by up to 10 percent, shorten requisition-to-fulfillment cycle times by up to 80 percent, cut maverick buying in half, and reduce inventory costs by as much as 50 percent.

\* May 2001

With HP and our partners, you get a complete portfolio of e-commerce solutions for online trade that builds more profitability into your business.

## **streamline procurement and extend your sales reach**

Working in close partnership with Commerce One, HP offers a powerful suite of e-commerce solutions that address some of the most costly and important areas of any operation. The fact is, procurement is the single largest expense for most organizations, accounting for up to half of every dollar earned in revenue. In addition, selling online has become a prerequisite for doing business with many large customers, mandating the adoption of automated, web-based selling processes.

Now you can streamline your procurement processes, and maximize sales and profits. Here's how:

### **Commerce One Source**

This strategic sourcing solution helps you achieve bottom-line savings by efficiently managing supplier discovery, evaluation, negotiation, contracting, and long-term relationship management. It provides visibility and control for everything your organization purchases, providing sophisticated tools to gather critical supplier information and speed the negotiation process. The result: lower cost of buying goods and services, improved efficiency for sourcing, and optimized supplier relationships.

## Commerce One Buy

This powerful e-procurement solution helps you gain tighter cost control and streamline the purchasing process for buyers and sellers around the world. It supports complex business processes across your organization, capturing critical spending categories, handling order changes on the fly, and enforcing contract compliance. In addition, the solution provides access to Commerce One.net, a network of transaction-ready suppliers, as well as access to the Global Trading Web, the world's largest online community of suppliers. With Commerce One Buy, you can manage the entire procure-to-pay process to reduce the cost of purchasing goods and services, improve process efficiency, and enhance customer satisfaction.

## hp trading partner enablement

This comprehensive solution provides secure document exchange, business collaboration, and automated sales transactions to help you meet the online requirements of major customers, increase your sales reach, and improve the speed, reliability, and efficiency of the entire sales process. It leverages the capabilities of the Microsoft Solution for Supplier Enablement, providing a rich web environment for creating and publishing catalogs, receiving purchase orders via industry-standard XML, and reporting on an unlimited set of business metrics to measure your success.

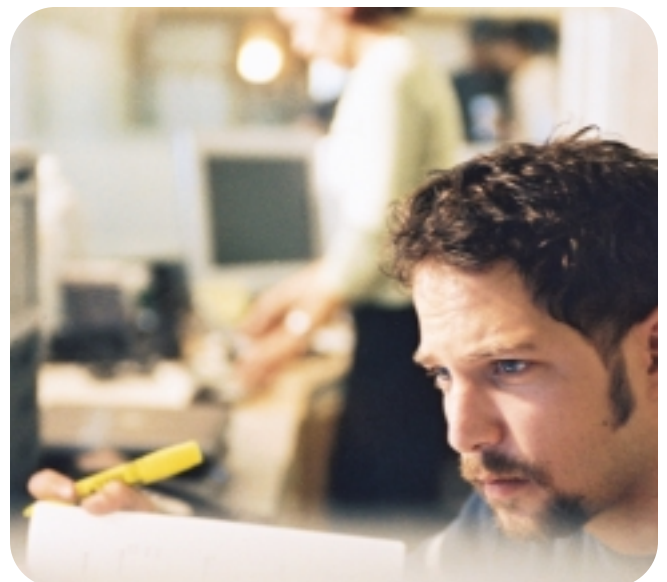
ProLiant servers are a recommended platform for the Microsoft Solution for Supplier Enablement, providing a solid foundation for conducting online B2B transactions. And with professional services from HP Services, you have everything you need to create a seamless B2B environment that accelerates your selling process and maximizes the impact on your bottom line.

## maximize performance and value with hp ProLiant servers

HP e-commerce solutions for online trade are built on a highly adaptable, multi-tier foundation: the HP Dynamic Internet Solutions Architecture (DISA). Providing a blueprint and set of recommended best practices for deploying Internet applications, this flexible architecture enables the scaling up and out of web, application, and data resource tiers.

DISA leverages the innovative and award-winning capabilities of ProLiant servers, renowned for their industry-defining technology, versatility, and cost-effectiveness. Offering everything from ultra-dense server blades and flexible 1U rack servers, to expansion-optimized servers and high-availability clusters, ProLiant servers deliver the high availability, dynamic scalability, simplified manageability, and tight security you need for online global trade. In addition, ProLiant servers are designed with HP Integrated Lights-Out management capabilities built in, providing more effective control of distributed remote sites and data centers, while reducing management effort and cost.

It's all part of the HP Adaptive Infrastructure vision, incorporating a flexible foundation for online trade that integrates easily with your existing environment and scales seamlessly as your needs evolve. Based on unifying industry standards and powered by innovative next-generation technologies, you can accelerate time to market, increase service quality levels, improve productivity, and enhance customer satisfaction. It's your assurance of being able to adapt, conserve, and respond to rapidly changing business requirements.



## get the global support you need from hp services

The 65,000 professionals of HP Services back HP e-commerce solutions for online trade. Operating in 160 countries around the world, you're assured of getting the high-caliber assistance you need, where you need it—whether for strategic planning, architecture design, solution integration and implementation, or technical support.

## rely on hp ActiveAnswers to speed time to benefits

To help you implement your online trade solution, HP provides a vast store of knowledge and information on the ActiveAnswers website. Here you'll find up-to-date technical information, a configuration tool, application sizers, and a full range of documentation to help speed time to solution.

## enhance your profitability today

HP is uniquely qualified to provide end-to-end solutions tailored to unique customer needs, combining Commerce One applications, industry-leading ProLiant servers and full implementation services from HP Services. There is simply no better foundation on which to deploy Commerce One applications than on HP.

Get all the details on how HP e-commerce solutions for online trade enable you to trim procurement expenses, expand your sales reach, and boost your bottom line. Contact your HP representative or reseller, or visit [hp.com/solutions/commerceone](http://hp.com/solutions/commerceone)



more than 70 percent  
of Commerce One  
customers choose hp

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