

Using Integration to Boost Your Business

In today's business world, it's increasingly important to work closely with your partners and customers. This usually requires sharing information and documents and collaborating on critical business processes, like procurement, e-invoice, eCommerce and other operations. SciQuest is partnering with the leading integration service provider, Hubspan, to bring you integration solutions designed for SciQuest suppliers.

Cloud-based Integration Solutions

As a cloud-based platform delivered as a managed service, WebSpan Connect provides cost-effective, scalable and secure integration solutions. WebSpan Connect makes it easy to automate critical business processes and improve your customer relationships and retention rate. Using WebSpan integration, suppliers consistently experience a significant boost to their bottom and top lines as well as achieve cost savings and a faster time to market.

WebSpan Integration Services Include with Each Package

All WebSpan Connect packages include integration services from Hubspan's expert team of service and support professionals. Hubspan provides extensive implementation services, such as on-boarding, business analysis, process design and configuration, production testing, business rule definition, and more. Plus, its managed service is backed by a state-of-the-art infrastructure with the highest level of security, reliability and scalability. Following implementation, Hubspan delivers project management, change management and tier 1/2/3 support.

Enabling Seamless Transactions with SciQuest and Customers

With WebSpan, you are able to easily integrate and automate the procurement processes with your buyers who use SciQuest for their spend management system. Hubspan enables you to integrate your ERP system with the SciQuest platform without worrying about what formats, protocols or standards your customer is using on the other side.

Hubspan dramatically reduces the cost and complexity associated with traditional integration approaches while increasing customer satisfaction and reducing processing costs. As a "middleware-in-the-cloud" service, there is no software to install, configure, maintain and support, which leaves your internal IT team to focus their time and resources on other strategic projects.

Four WebSpan Connect Packages Made for You

WebSPANConnect

Hubspan is delivering four WebSpan Connect packages to address the specific integration needs of SciQuest suppliers.

- 1. WebSpan PunchOut Connector for SciQuest:** Allows your buyers to access catalogs you host on your eStore via the "punchout" process, handling a direct connection for a cXML transaction from the SciQuest purchasing interface to your eCommerce Web site and reverse transactions as needed.
- 2. WebSpan Price and Availability Call Connector for SciQuest:** Enables buyers in the SciQuest community to access up-to-date pricing and availability information directly from your catalogs, handling the item price and availability call issued by the SciQuest platform and supporting the communication protocols and data formats specified by your company and SciQuest.
- 3. WebSpan Purchase Order Connector for SciQuest:** Allows SciQuest buyers and suppliers to exchange electronic purchase order information, such as Purchase Order, PO acknowledgments, PO Change, PO Change Response and Order Status. WebSpan mediates between the communication protocols and data formats used by your company and the cXML format specified by SciQuest.
- 4. WebSpan Invoice Connector for SciQuest:** Allows SciQuest buyers and suppliers to exchange WebSpan Invoice Connector provides the electronic exchange of invoices and related messages, such as invoice, invoice acknowledgement, remittances, product availability and advance shipping notice (ASN). WebSpan mediates between the communication protocols and data formats used by your company and the cXML format specified by SciQuest.

sciQuest Buyers



cXML



sciQuest Suppliers

- SciQuest
- EDI VAN
- ANSI X12
- Ariba
- SAP
- Oracle
- JD Edwards
- XML
- Etc.



Benefits of WebSpan Integration Connectors:

For Your Buyers:

- Low cost, low risk move from fax and paper-based transactions to electronic connections
- Simplify the procurement process for users and IT
- Leverage existing infrastructure, standards and data formats
- Reduce errors and improve speed of business
- Retain control over spend

For Your Organization:

- Eliminate manual processes and make it easier for customers to do business with you
- Differentiate in increasingly competitive times
- Leverage existing infrastructure, standards and data formats
- Decrease costs while increasing operational efficiencies
- Accelerate ability to process more transactions, cost effectively and faster

Special Connector Bundle Package Promotion

For a limited time, Hubspan is offering SciQuest suppliers a special bundle package promotion.

Receive two WebSpan Connectors for the price of one PLUS 2 Connections for the price of 1.

Each bundle includes:

One-time Implementation Fee	\$2,500
Monthly Subscription	\$350 for 2 connections

- Single supplier connection
- Two buyer connections for the price of one
- Up to two changes per month
- Up to three messages/documents
- Combine any two packages, such as punchout with PO, PO and invoice, price & availability with invoice, etc.

** Standard pricing is \$2,500 implementation fee and \$350 per connection per package*

Partnering to Guarantee Your Success



SciQuest's procurement automation and supplier enablement solutions empower leading organizations to realize the potential of strategic procurement.



Hubspan's flagship solution is the WebSpan SaaS Integration Platform, which enables companies of all sizes to automate critical business processes and provide strong collaboration among internal and external communities.