



PROCLEUS®

PROCLEUS IS THE COMPLETE ONLINE, INTELLIGENT PLANNING TOOL, ACADEMY AND RESOURCE CENTER FOR STRATEGIC PROCUREMENT AND NEGOTIATION

Procleus enables global procurement teams to deliver remarkable benefits and unlock significant potential from the supply base. It brings your team together by establishing a common process, language and ways of working whilst helping you manage complete learning and development programs. Procleus provides all the procurement and negotiation skills, learning, resources, tools and templates your team needs to realize success.

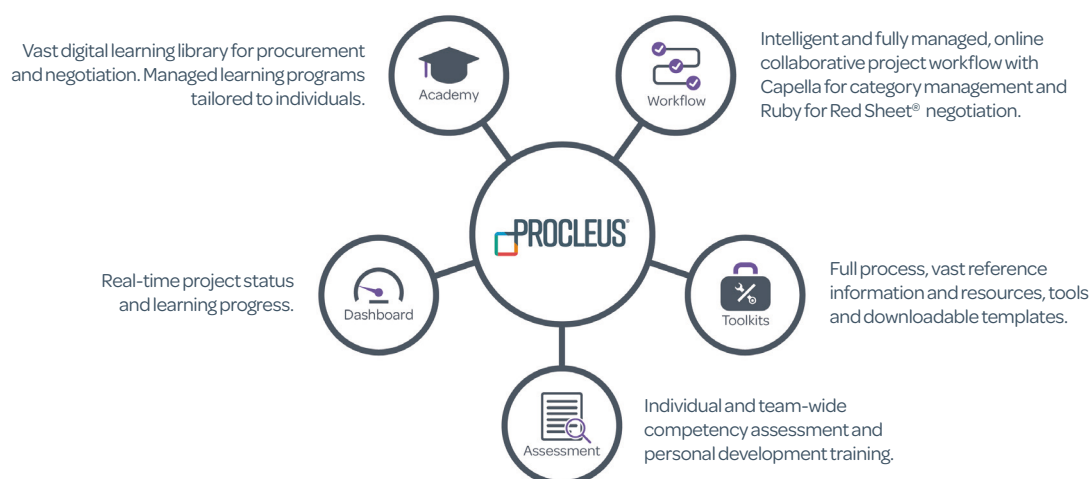
Power your digital platform with the optional addition of a managed workflow tool. Chosen from:

- **Capella** - the Guided Category Strategy Creator® to help you create powerful category strategies to deliver game-changing value from the supply base for your organization. Capella is

intelligent, online and helps secure supply into the future, deliver cost savings/mitigate price rises, reduce supply-side risk and drive in sustainability in your supply base.

- **Ruby** - the Guided Negotiation Plan Creator® to collaborate with your global team and work together to create effective negotiation plans. Ruby intelligently guides you towards a detailed negotiation plan; download and share it to ensure your team is fully prepared to secure the best outcomes.

Procleus is modular and fully customizable for your organization with a range of options including your own branding with new or adapted content unique to your organization.



THE ENABLING PLATFORM FOR STRATEGIC PROCUREMENT

PROCLEUS OPTIONS



Workflow

- **Capella** - Intelligent, online, Guided Category Strategy Creator® for category strategy development with full project workflow management and collaboration.



- **Ruby** - Guided Negotiation Plan Creator® to collaborate with your global team and intelligently create and manage negotiation plans online.



Toolkits

Strategic sourcing and negotiation toolkits featuring process and full suite of tools to support each step (including quick reference guides and practitioner resources), plus online and downloadable templates for:

- Category Management - 5i® Category Management and 5i® Lite.
- Supplier Relationship Management - 5S Orchestra of SRM® including 5A Strategic Collaborative Relationship process.
- Negotiation - Red Sheet®, Red Sheet Lite and Red Sheet Nano negotiation planning toolkits.



Academy

A comprehensive range of digital learning modules and managed learning programs to measure and develop individual and team-wide capability:

- **Digital learning library** – substantial library of digital learning modules for category management, SRM and negotiation with self-study and on-demand video learning for all core processes, tools and activities.
- **Digital dynamic learning** – managed time-bound team learning programs, with options ranging from 'digital learning weeks' to 12-month supported programs.
- Option to create unique custom digital and/or video-based learning modules or programs to reflect specific organizational needs.



Assessment

Individual and team-wide competency assessment and personal development planning to determine a measure of core strategic procurement or specialized negotiation capability.

Assessed via online self-assessment, or a fully managed interview-based program, we offer structured insights into personal and team-wide capabilities and provide the basis to create a targeted learning and development roadmap.



Dashboard

Customizable, strategic procurement project management dashboard for real-time project status and learning progress. Capture performance information and monitor team progress of category management projects or negotiation plans in real-time.

Procleus is a secure online platform that is fully compliant with the latest data and security requirements for the US and EU. Procleus is provided on a subscription basis with options for customization in your branding with unique content and addition of your specific material.