

## Digital Procurement for Connected Companies

Simple, flexible and powerful procurement technology for organizations of all sizes.



### Tackle your biggest procurement challenges, painlessly



#### Supplier Sourcing & Market Discovery

Identify and register pre-vetted and credible suppliers to provide goods and services to your company at the right price and quality.



#### Know Your Supplier (KYS)

Request and verify any business documentation from your suppliers, enhance compliance and reduce supply chain risks without leaving the platform.



#### Manage Supplier Relationships

Use a centralized SRM to manage business compliance, quotations, contracts/ orders and all levels of interactions between you and all your suppliers.



#### End-to-End Digital RFX

Publish tenders, receive bid responses, evaluate, negotiate, award purchase orders, receive and approve invoices - all within the system.



#### Track Procurement KPIs

Monitor your most important KPIs on a consolidated dashboard and generate different reports with a click of a button.



#### Pay for What You Use

No set-up fee, no hidden costs, no complex contracts. Scale is using technology to make procurement inclusive, accessible and affordable to you (see [www.scale.co.ke/pricing](http://www.scale.co.ke/pricing)).

## Here's what you can do with Scale

### Streamline your Procurement

- ✓ Digitally manage RFQs, tender evaluations, generate purchase orders & goods received notes, and receive invoices.
- ✓ Get unparalleled visibility into your supplier performance, build strong supplier networks, and source for pre-vetted suppliers.
- ✓ Ensure quality and uniformity in item specifications across all the phases of procurement i.e. from planning to reporting.
- ✓ Get KPI reports, procurement records and audit trails of people, processes, documents.
- ✓ Streamline step-by-step approval authorization workflows by seamlessly routing requests from one user to the next when action is required.

### Build a Connected Business



#### Securely work from anywhere

Access all your procurement tools on the go, improve your team's turnaround time and the company's overall productivity.



#### Supplier diversity & compliance

Target verified businesses owned by Women, Youth and Persons with Disabilities with tenders and track your impact.



#### Achieve better collaboration

Facilitate coordination within internal teams as well as with suppliers to ensure on-time delivery of goods and services.

# The right eProcurement Solution for you and your suppliers

## As a Buyer

- ✔ RFX Management
- ✔ Supplier Management
- ✔ Requisitions & Budgets
- ✔ Manage Orders (POs) & Supplier Invoices
- ✔ Standardized Procurement Catalogue
- ✔ Repeat Purchases
- ✔ Users & Departments Management
- ✔ Business Reports & Analytics

**Supplier Categories**

A - General Goods ▼

B - IT Products, Software, Electronics and Accessories ▲

Apple Products 1

Biometric 0

IT Products & Accessories 1

HR Software 0

IT Products, Stationery & Accessories 0

Laptops Repair 0

Teleconference Equipment 0

Weighing Scales 0

C - Research, Medical and Insurance and other ▼

3  
UNDER EVALUATION

0  
ACTIVE

0  
SCHEDULED

13  
AWARDED

0  
DRAFTS

5  
CANCELLED

KES 3,634,245  
VALUE AWARDED

**Supply of Beers and other Alco** Awarded

**Order and Invoice Documents**

PURCHASE ORDER

Purchase Order #00014  
1 Items KES 28,000.00

PAYMENTS

Invoice #00002 Pending Approval Not paid

Total Invoiced	KES29,000.00
Paid	KES0.00
Balance	KES29,000.00

## For your Suppliers

- ✔ Tender opportunities listing
- ✔ Digital RFQs with One-click bidding
- ✔ Invoicing & Purchase Orders (POs)
- ✔ Business documents management
- ✔ Team collaboration
- ✔ Business performance reports
- ✔ Notifications on tenders and submission deadlines

## Why Scale



### Visibility

Have a clear picture of all procurement operations



### Control

Gain full control over budget and spending



### Efficiency

Automate and standardize processes and workflows



### Continuity

Actively manage and mitigate supply chain risks

## #GetConnected Today!

Pro

Register to manage all your suppliers and publish & evaluate tenders (RFQs/ RFPs)

**1 tender @ KES 1,000**

**10 tender @ KES 5,000** save 50%

**25 tenders @ KES 10,000** save 60%

- ✔ Only pay for end-to-end RFQ process
- ✔ Suppliers pay to respond to bids
- ✔ 50 credits free (credits rollover)

Business

Subscribe to manage unlimited tenders, purchase orders and contracts

**Quarterly @ KES 15,000**

**Semi-annual @ KES 27,000** save 10%

**Annual @ KES 53,000** save 15%

- ✔ Unlimited RFQs, POs and Contracts
- ✔ Suppliers pay to respond to bids
- ✔ 14-day free trial

Enterprise

Sign up to digitize internal processes, streamline supplier engagements & access API integrations

**Custom pricing**

- ✔ Dedicated account manager
- ✔ No cost to suppliers for restricted tenders
- ✔ Access to API integration
- ✔ 30-day free trial

- ✔ Get Started for Free!
- ✔ No Complex Contracts
- ✔ No Set-up fee
- ✔ No Hidden Costs

Join for free at [scale.co.ke/pricing](https://scale.co.ke/pricing)