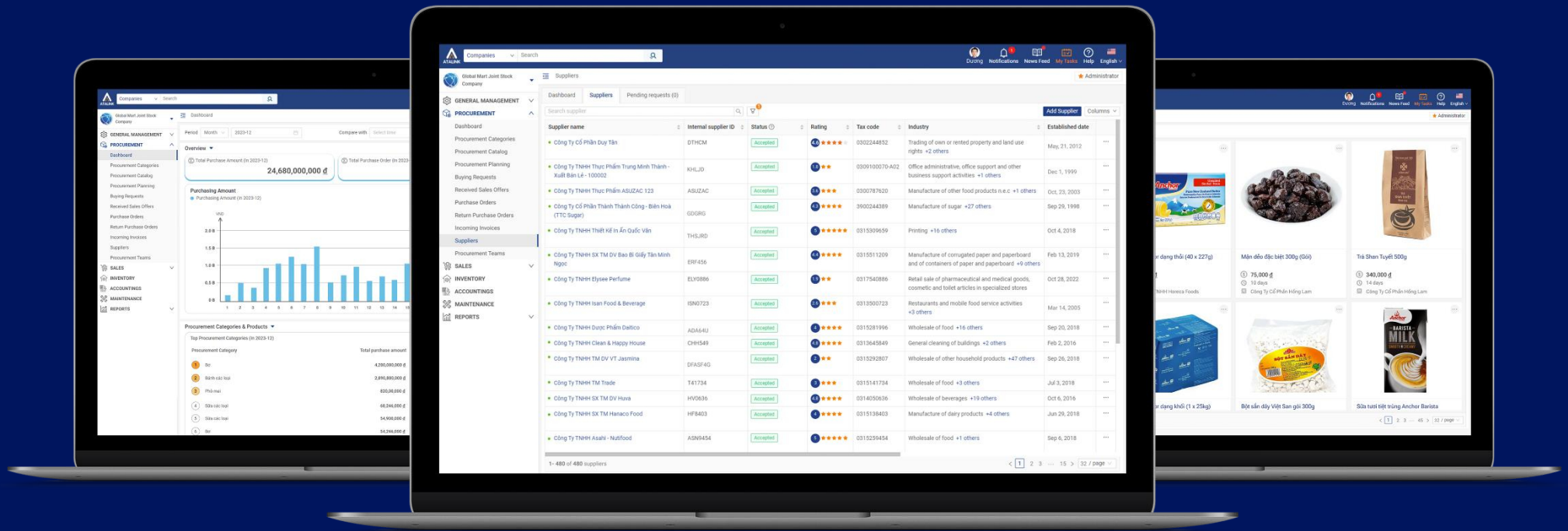
ATALINK

Procurement Management Solution

Increase visibility into your supply chain & reduce cost



Agenda

Introduction to Atalink Procurement Management Solution

- Challenges in procurement management
- Atalink procurement management solution
- Benefits
- Implementation of Atalink solution

Overview of the Atalink platform

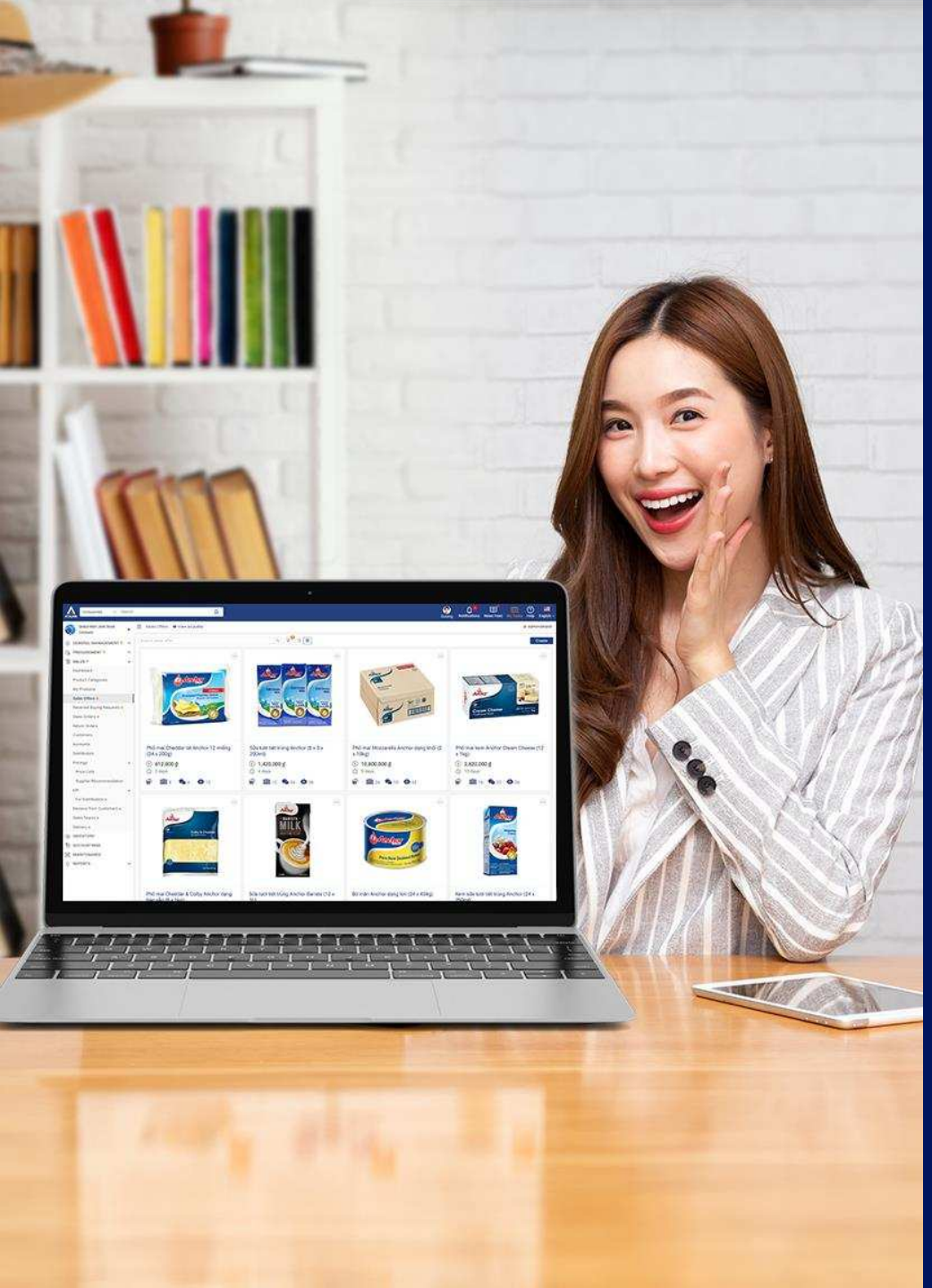
- Business context
- Atalink mission
- The unified supply chain management platform
- Success story

CHALLENGES

Cost management and profit enhancement equation always goes hand in hand with the efficiency of procurement management

- The procurement costs are exceeding the budget, and hidden costs occur continously, making manual tracking and control difficult
- The cash flow related to procurement, payments and outstanding debts is not effectively monitored, which is closely tied to the business objectives
- Inefficient management and interaction with Suppliers, ineffective warehouse management, lack of synchronization among departments and with Suppliers
- The increasing transportation costs are reducing profitability

TYPICAL PROCUREMENT PROCESS



ATALINK PROCUREMENT MANAGEMENT SOLUTION

Increase visibility into your supply chain & reduce cost

Atalink facilitates effective procurement management for businesses, covering tasks from searching, comparing and selecting products and suppliers to order processing, inventory control, payment progress and liabilities, incoming invoices management; combined with a robust reporting analysis and decision support system

- Information is consistently updated across functional departments **and with suppliers**
- Enhance procurement efficiency
- Facilitate the establishment and nurturing of close relationships with suppliers

BENEFITS

16%

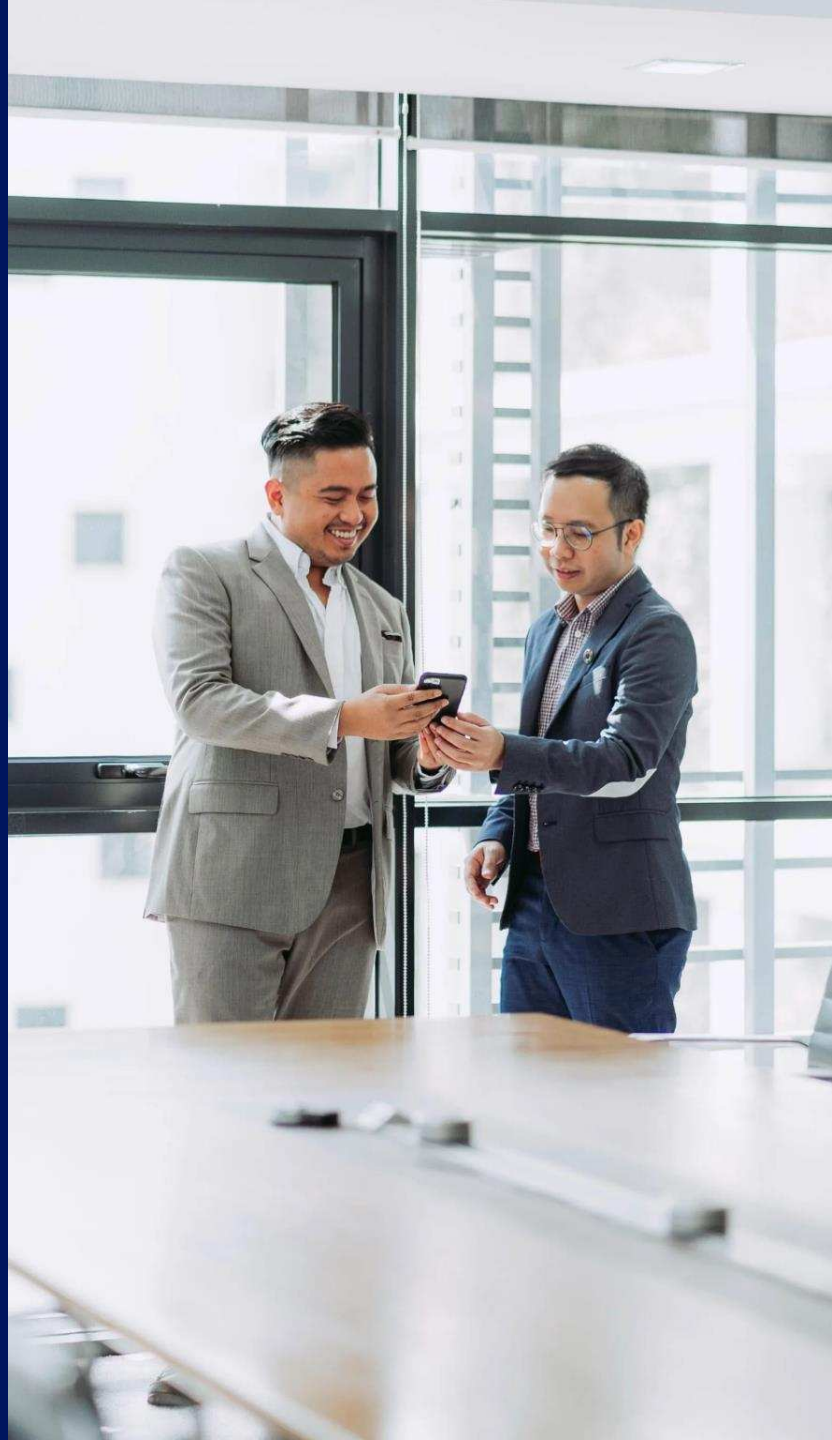
Increase visibility into your supply chain & reduce cost

32%

Increase responsiveness, drive more efficiency across your organization **and with trading partners**

128%

Get better work experience, engagement and satisfaction for your staff **and trading partners**



BENEFITS OF IMPLEMENTING THE ATALINK PROCUREMENT MANAGEMENT SOLUTION

32% The performance of the enterprise's supply team and with Suppliers

10% Operating costs

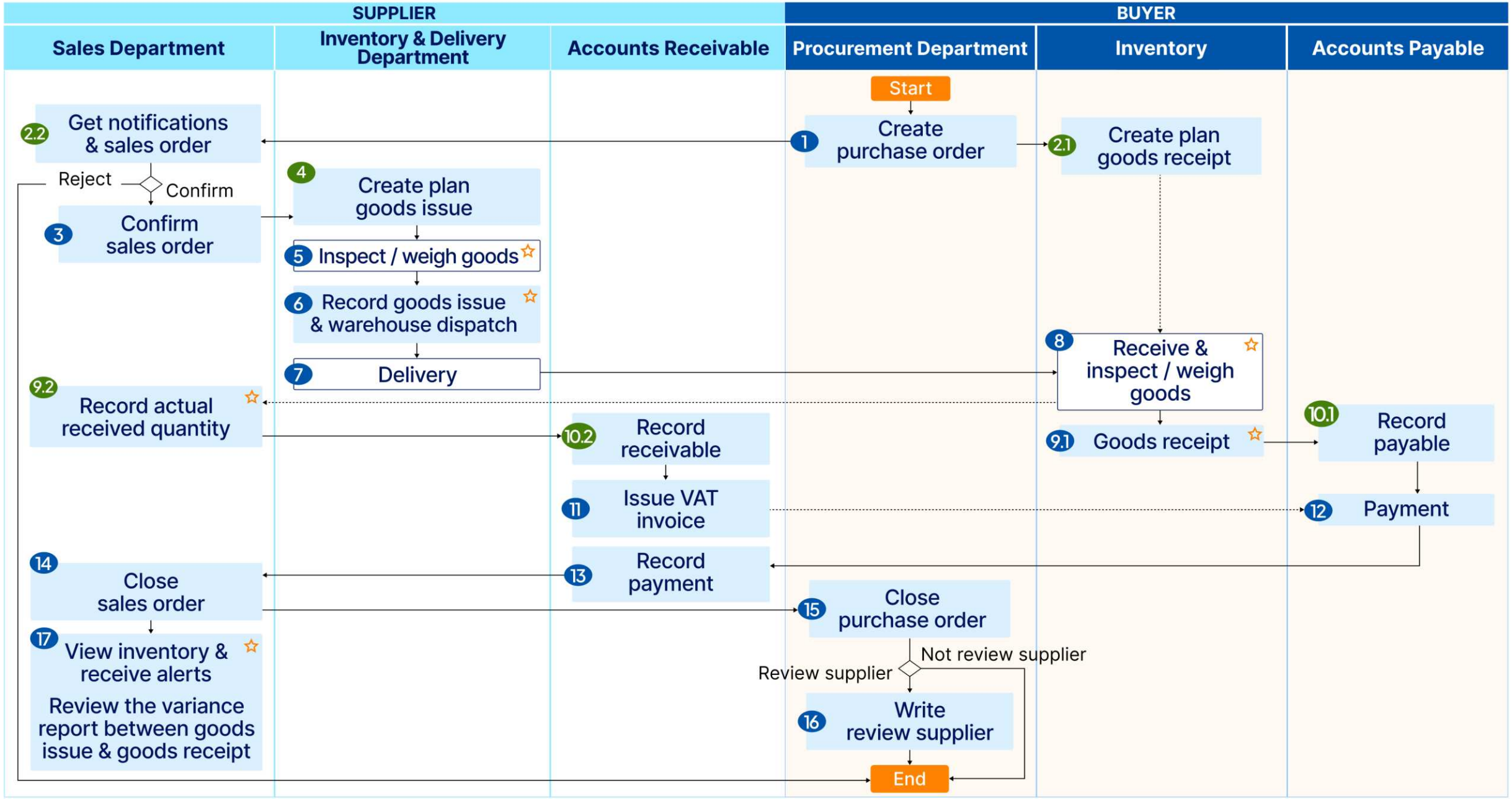
80% Reporting time

- Real-time purchase order updates across departments and with Suppliers
- Effective debt management and purchase history
- Optimize inventory turnover, expiry control and stock levels
- Enjoy unlimited benefits and support features from Atalink

ATALINK PROCUREMENT MANAGEMENT SOLUTION FEATURE LIST

- Procurement categories management
- Supplier management
- Procurement planning
- Buying requests
- Purchase order management
- Inventory management
- Accounts payable / Payments to Suppliers
- Incoming invoice management
- Suppliers review
- Procurement analysis reporting system
- Report, forecasting of goods in stock
- Accounts payable report

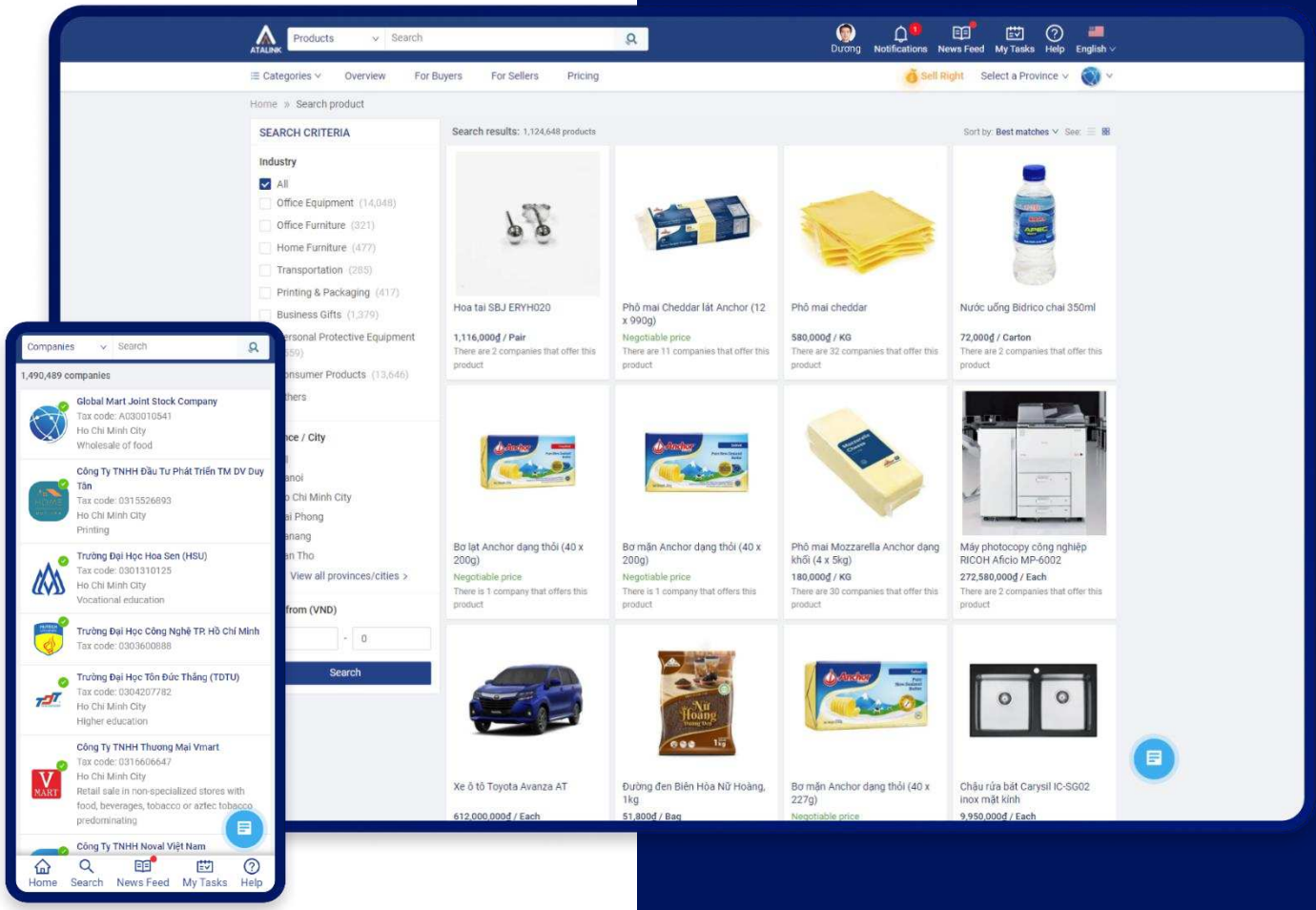
INTERACT WITHIN YOUR COMPANY AND WITH TRADING PARTNERS IN 1 UNIQUE PLATFORM



Note: Operations on the system | Manual | User actions | Automatically by the system | ☆ Related to the actual received quantity

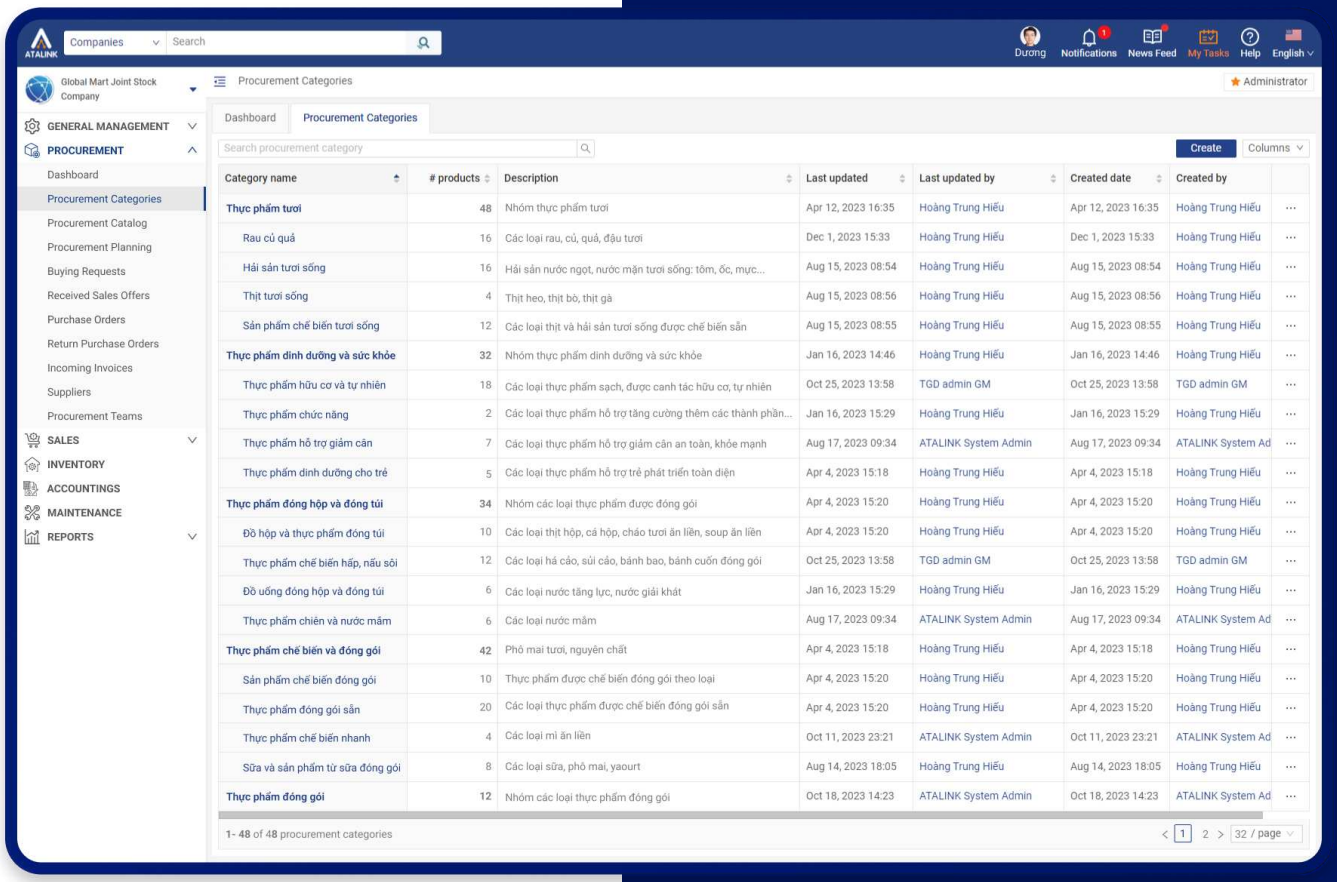
1,000,000+ PRODUCTS & 800,000+ ENTERPRISES

- The optimal choice for your businesses with standardized master data of over 1 million products & 800,000 suppliers
- Purchase product quickly at the best price
- Synchronize transaction data
- Mitigate procurement risks



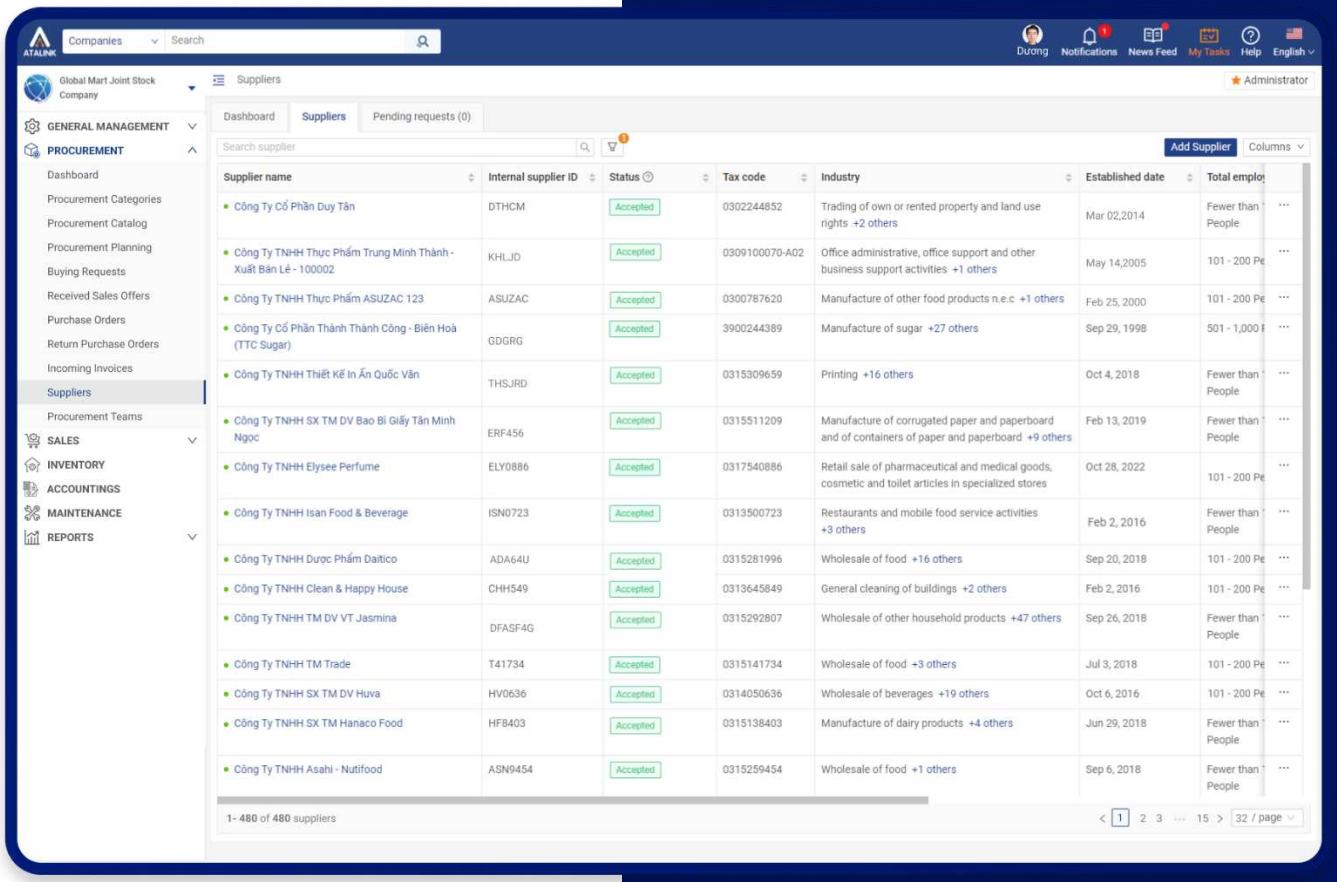
PROCUREMENT CATEGORIES MANAGEMENT

- Atalink procurement categories management is standardized according to international standards
- Manage procurement categories at multiple levels simply and conveniently
- Optimize procurement costs
- Contribute to increasing the company's sales



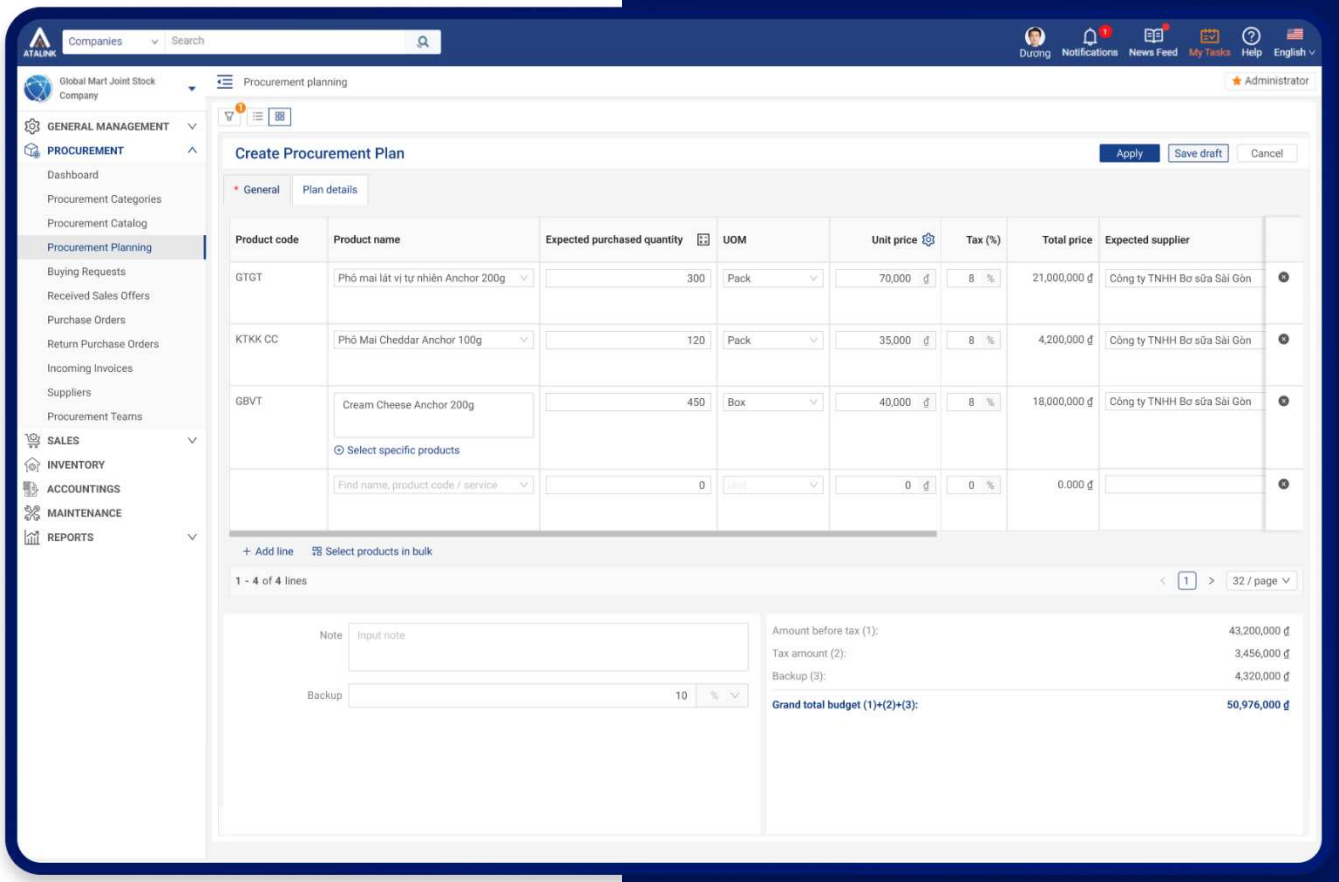
SUPPLIERS MANAGEMENT

- Establish & maintain sustainable relationships with suppliers in an efficient manner
- Manage the list & trading status with suppliers based on multiple criteria
- Interact with suppliers online in real-time
- Manage negotiations & transactions history with suppliers centrally and safety



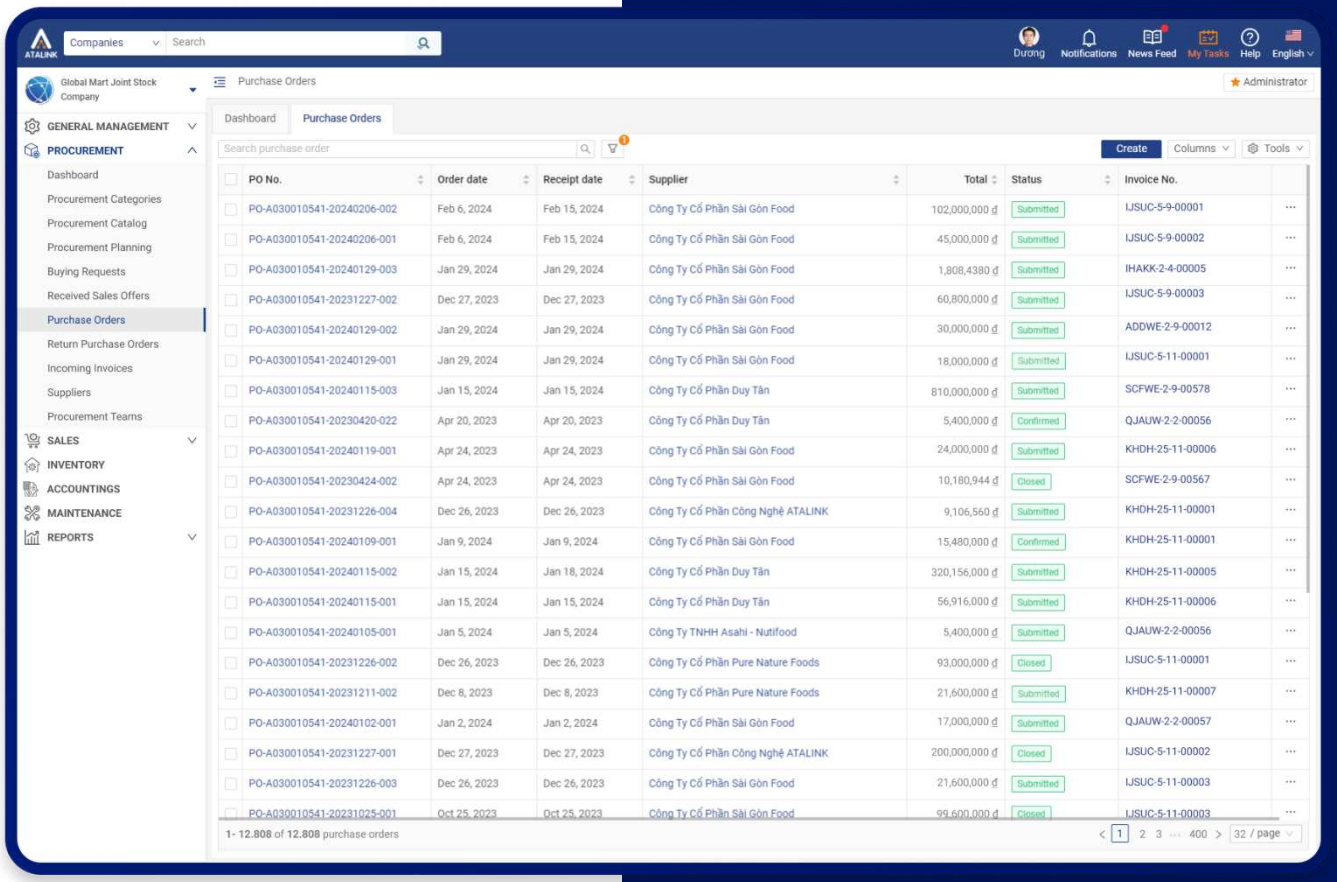
PROCUREMENT PLANNING

- Business departments generate purchasing requisitions concurrently
- An overall Procurement Plan is synthesized by the system and perpetually revised in response to actual purchasing requirements
- Easily manage and oversee the Procurement Plan
- Ensure effective business operations, improve purchasing efficiency, effectively manages costs and mitigate risks



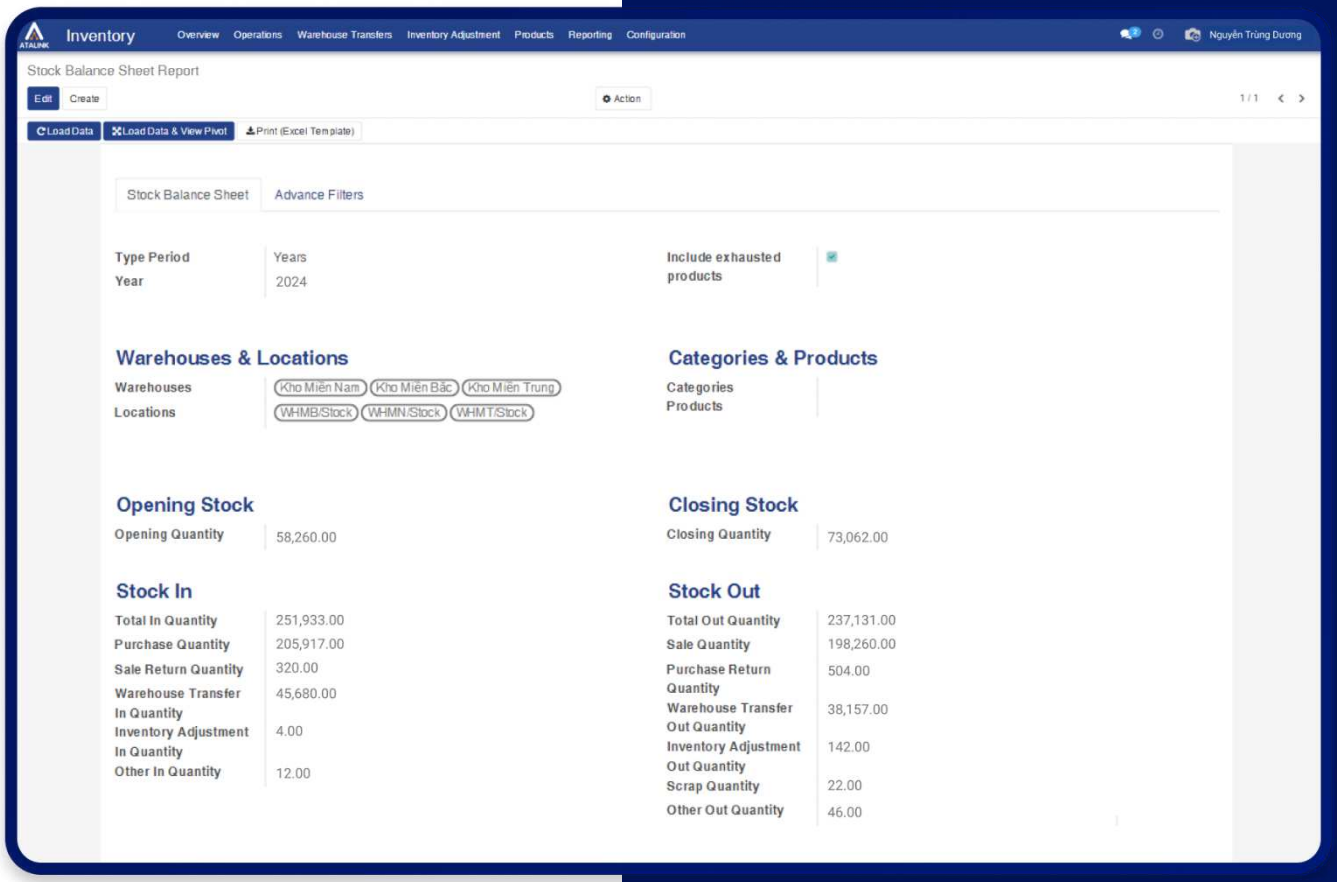
PURCHASE ORDER MANAGEMENT

- Place purchase orders directly on the Atalink system around all of the time
- Easily track and manage purchase orders status
- Continuous real-time interaction with suppliers on each order
- Data authorization for purchasing officers



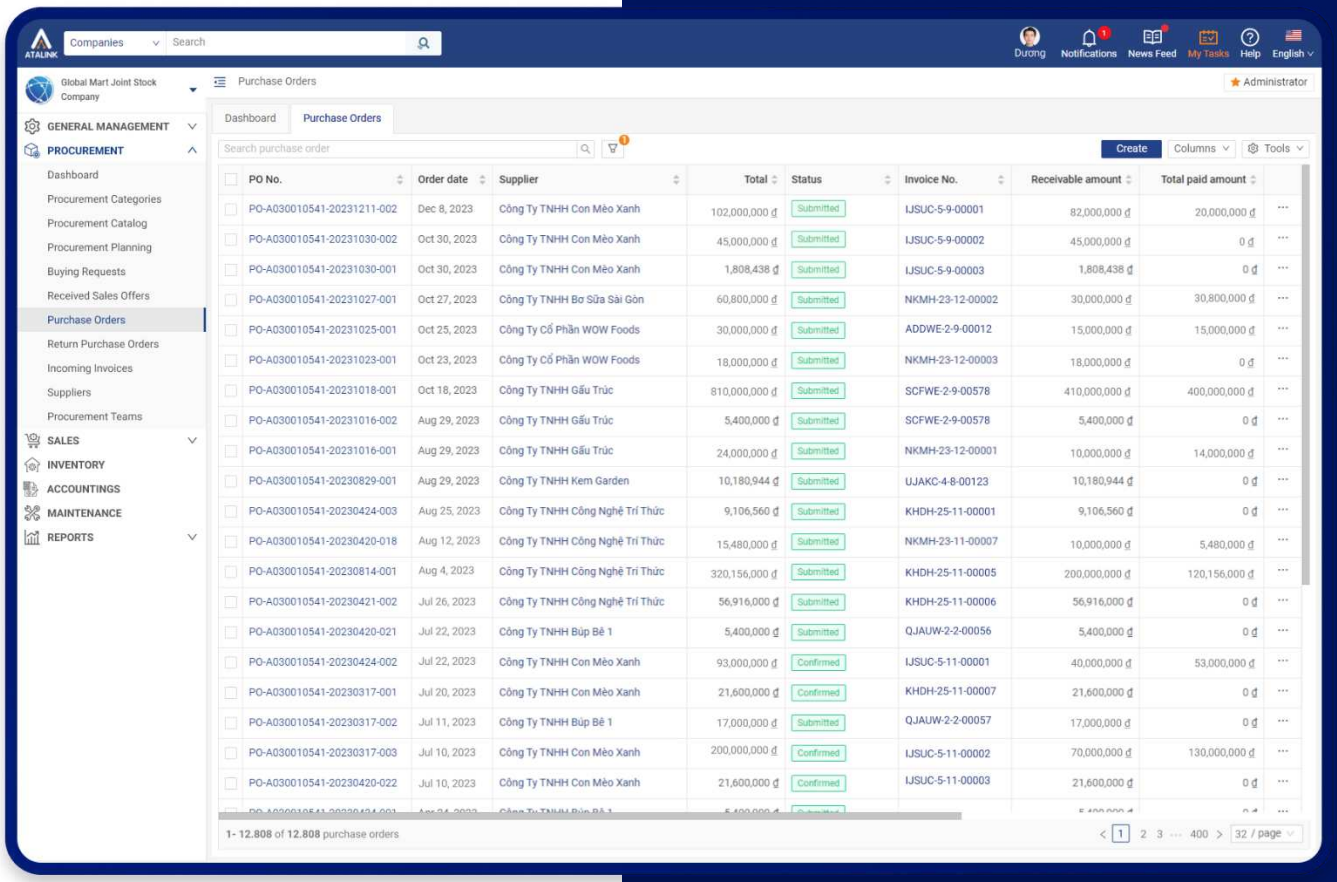
INVENTORY MANAGEMENT

- Inventory management across multiple devices, available 24/7
- Real-time stock balance sheet updates, with forecasted inventory effectively
- Optimize inventory turnover
- Be proactive in supply planning in the distribution system by sharing inventory information



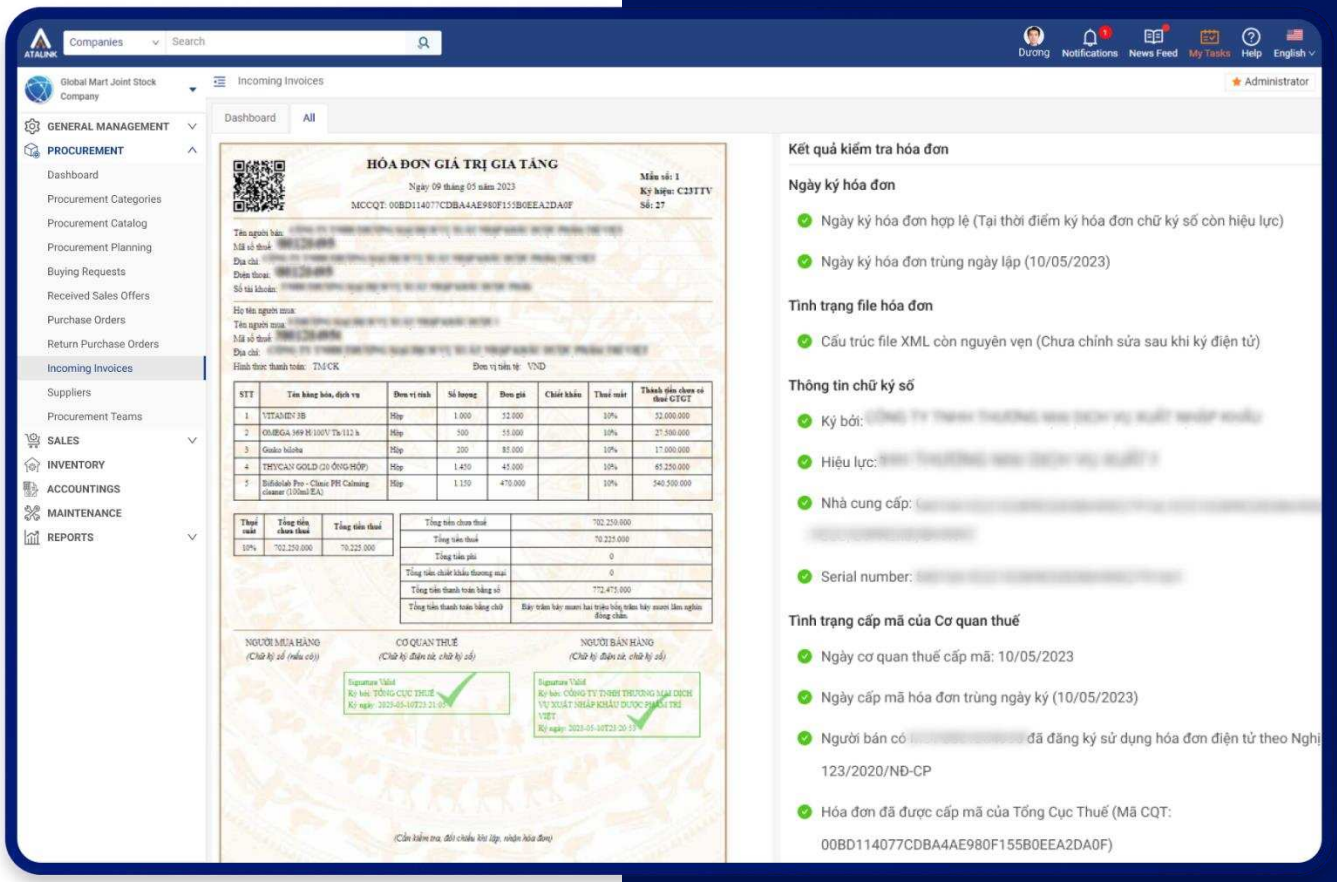
PAYMENT / LIABILITIES

- Timely payment management
- Manage supplier payables closely
- Track payment progress on every order
- Support business to make timely and data-driven decisions



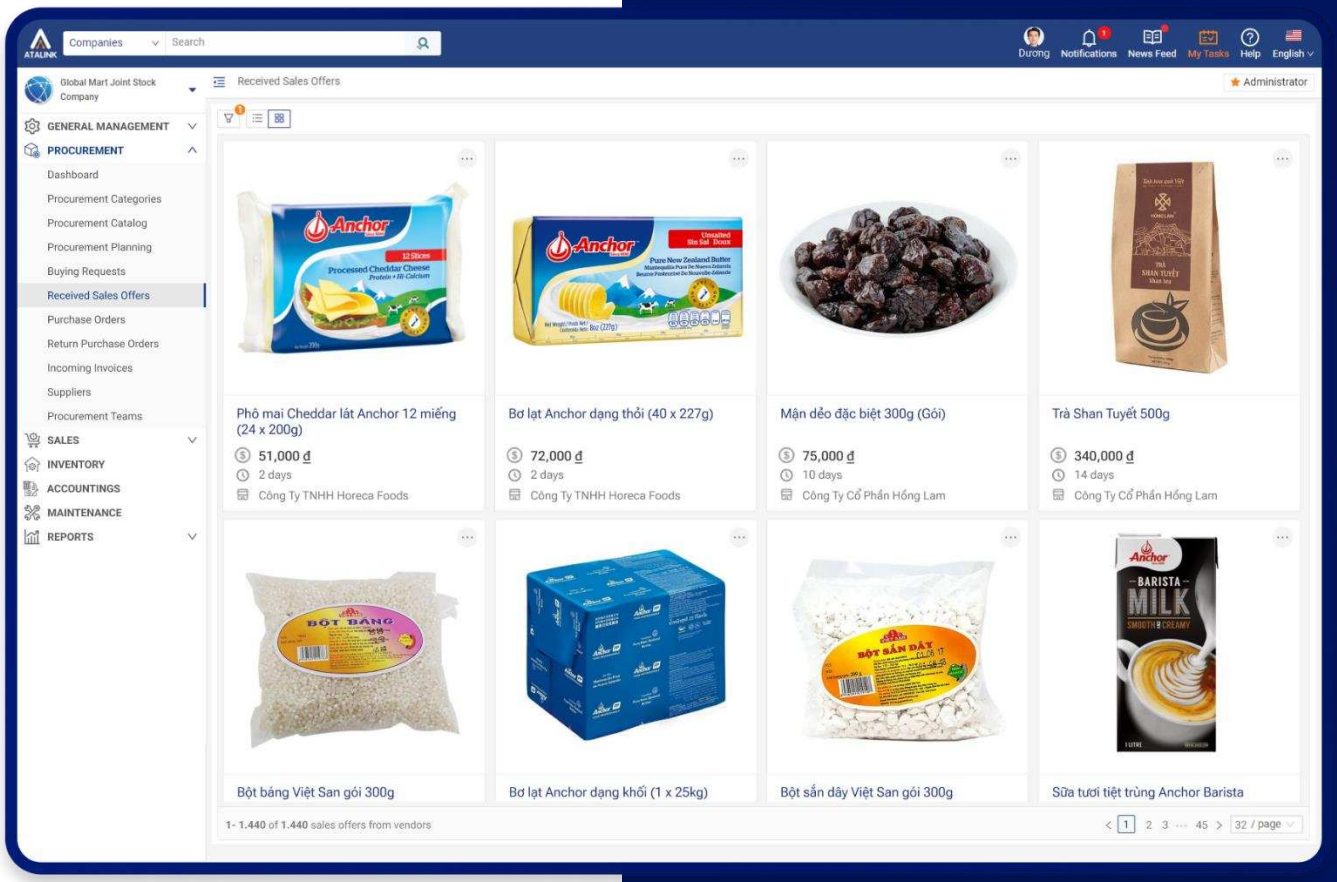
INCOMING INVOICES

- Synchronize all incoming invoices for your business immediately when using Atalink
- Verify automatically the validity of incoming invoices & tax information of suppliers
- Create suppliers list automatically & generate purchase orders quickly based on information from your incoming invoices
- Support exporting incoming invoices information to other accounting software



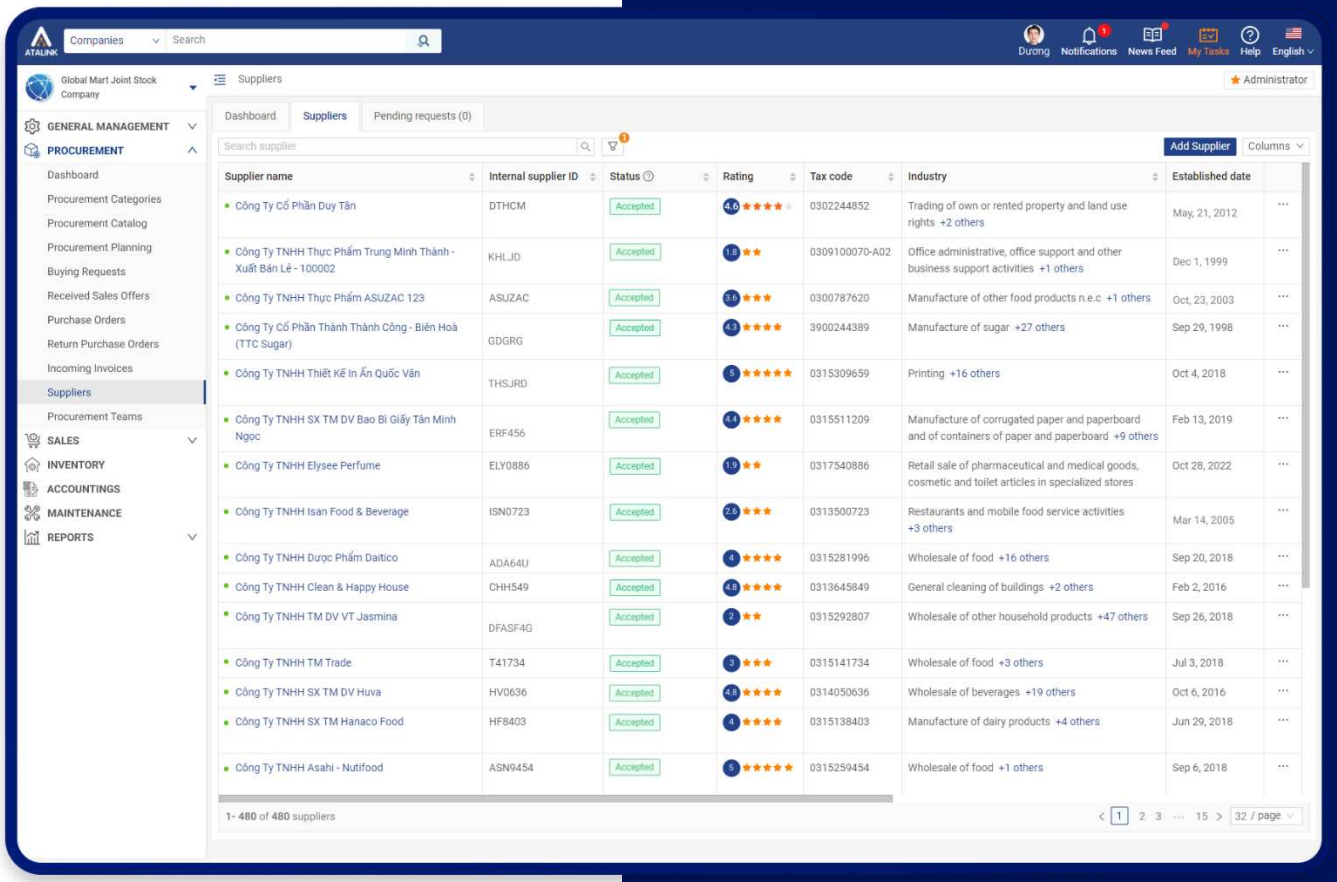
RECEIVED SALES OFFERS

- Seize timely "hot deals" from suppliers
- Update the supplier's information on promotional programs & price policy immediately
- Update information on new products on the market immediately
- Expand your purchase options from many potential suppliers



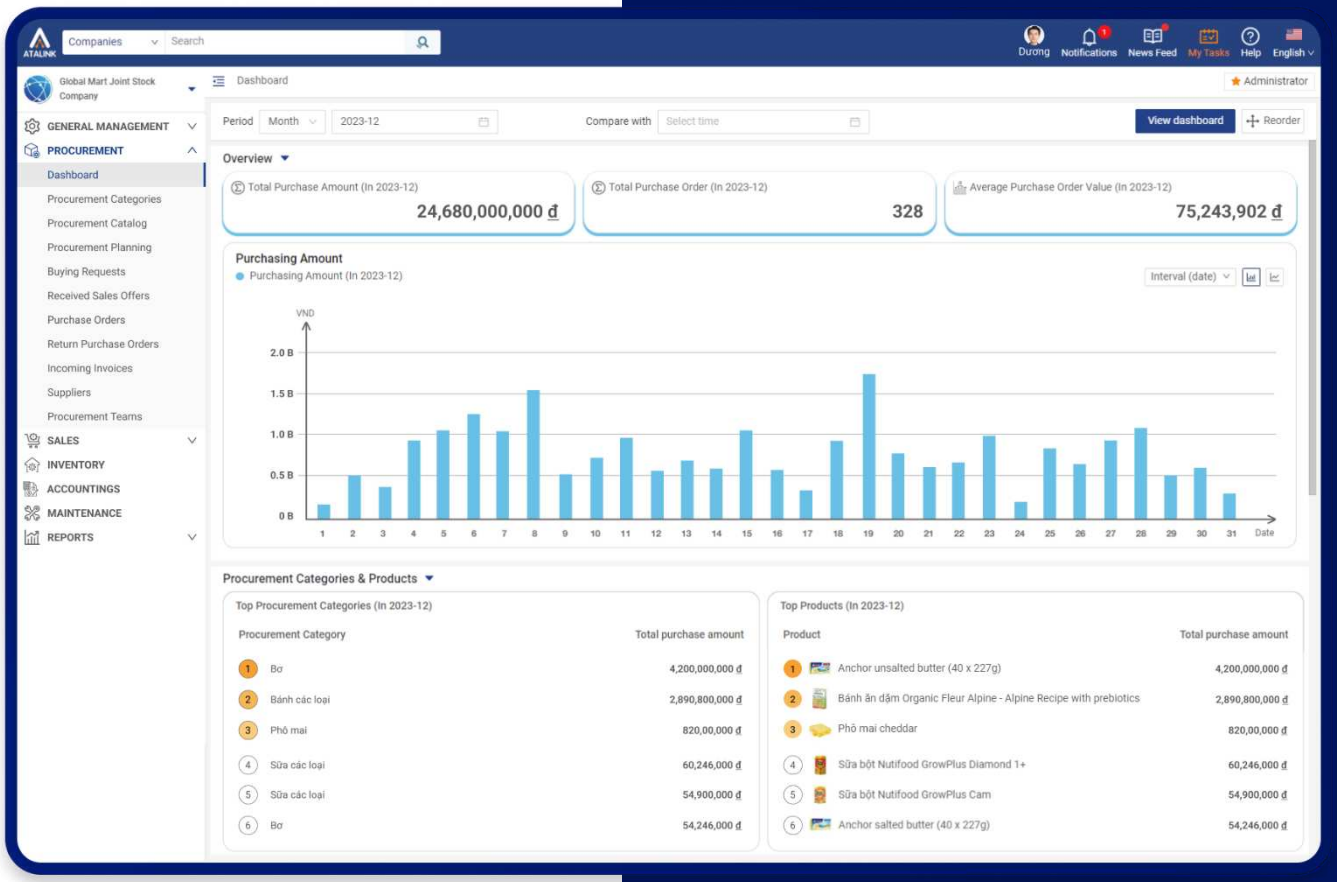
SUPPLIERS REVIEW

- Set up evaluation criteria for suppliers flexibly
- Optimize supplier selection based on enterprise credit risk scores and evaluation information from customers on the Atalink system
- Mitigate risks when selecting suppliers
- Increase engagement between your company and trading partners

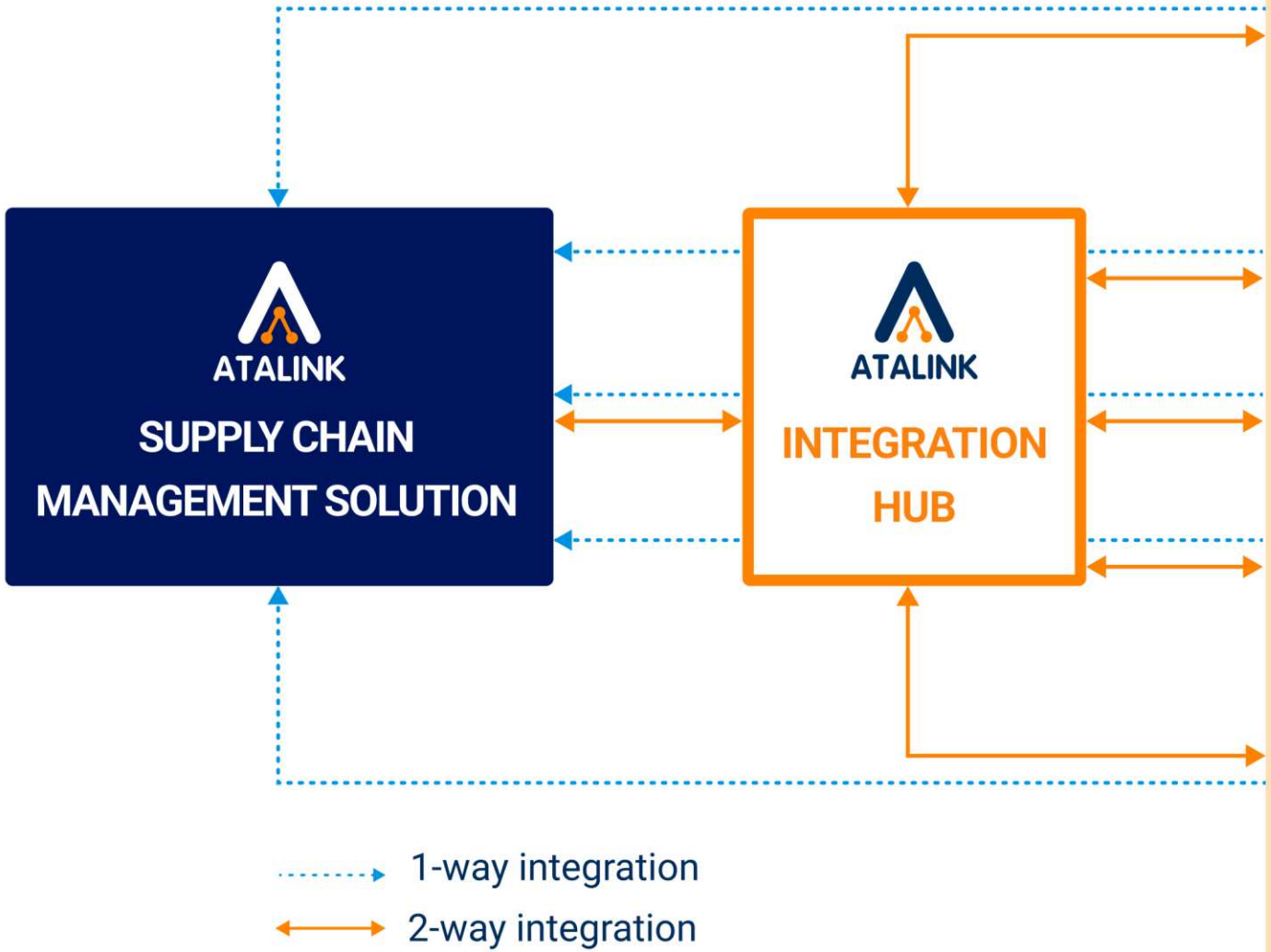


PROCUREMENT DASHBOARD

- Track purchasing costs quickly & accurately
- Analyze & evaluate the purchase performance based on variety criteria
- Manage & evaluate your top suppliers to frequently trade with
- Support business to make timely and data-driven decisions



DATA INTEGRATION HUB



SCM odoo

TASConnect

FiinGroup
ENLIGHTEN THE MARKET

invoice
GIẢI PHÁP HÓA ĐƠN ĐIỆN TỬ

TINHHOA SOLUTIONS

D'CORP R-KEEPER

Speed POS

CLS
Cloud Learning System

SAP

odoo

MISA AMIS

Microsoft Dynamics 365

FB/ FBO FAST
PHẦN MỀM KẾ TOÁN & ERP

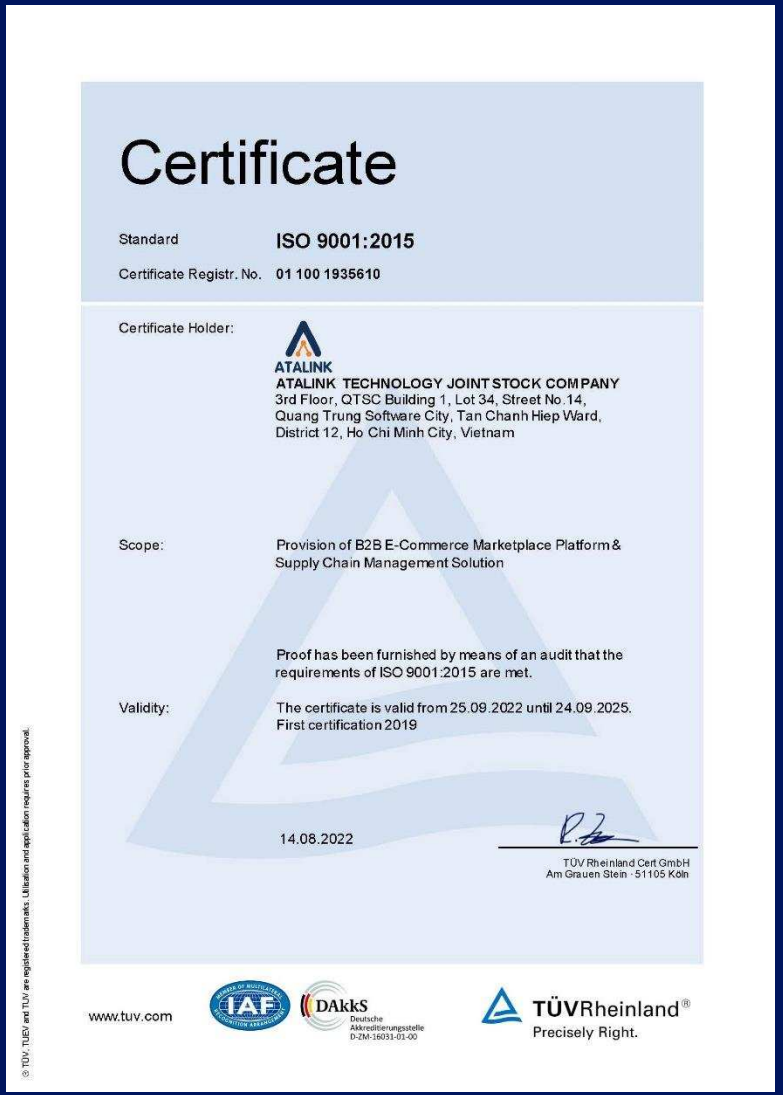
ORACLE

THE SOLUTION

- Cloud SaaS
- Desktop / laptop web and mobile app [iOS, Android]
- Security and information safety according to ISO 27001:2022
- Modern technologies (ReactJS, NodeJS, React Native ...)
- Intelligent solution

SERVICE QUALITY COMMITMENT

- Uptime is consistently maintained at a minimum of **99%**
- Downtime, excluding force majeure or pre-planned events
  - Do not exceed **12** consecutive hours
  - Do not exceed **24** cumulative hours in two weeks
  - Do not exceed **36** cumulative hours in any month
- **97%** of customer interactions on each screen/page receive feedback within **3 seconds**
- **90%** of critical issues are resolved within **8 working hours** from the time the request is received



Certificate

Standard ISO 9001:2015

Certificate Registr. No. 01 100 1935610

Certificate Holder:

ATALINK

ATALINK TECHNOLOGY JOINT STOCK COMPANY
3rd Floor, QTSC Building 1, Lot 34, Street No.14,
Quang Trung Software City, Tan Chanh Hiep Ward,
District 12, Ho Chi Minh City, Vietnam

Scope: Provision of B2B E-Commerce Marketplace Platform & Supply Chain Management Solution

Proof has been furnished by means of an audit that the requirements of ISO 9001:2015 are met.

Validity: The certificate is valid from 25.09.2022 until 24.09.2025.
First certification 2019

14.08.2022

TÜV Rheinland Cert GmbH
Am Grauen Stein · 51105 Köln

www.tuv.com

TÜVRheinland®
Precisely Right.

© TÜV, TUEV and TÜV are registered trademarks. Utilisation and application requires prior approval.

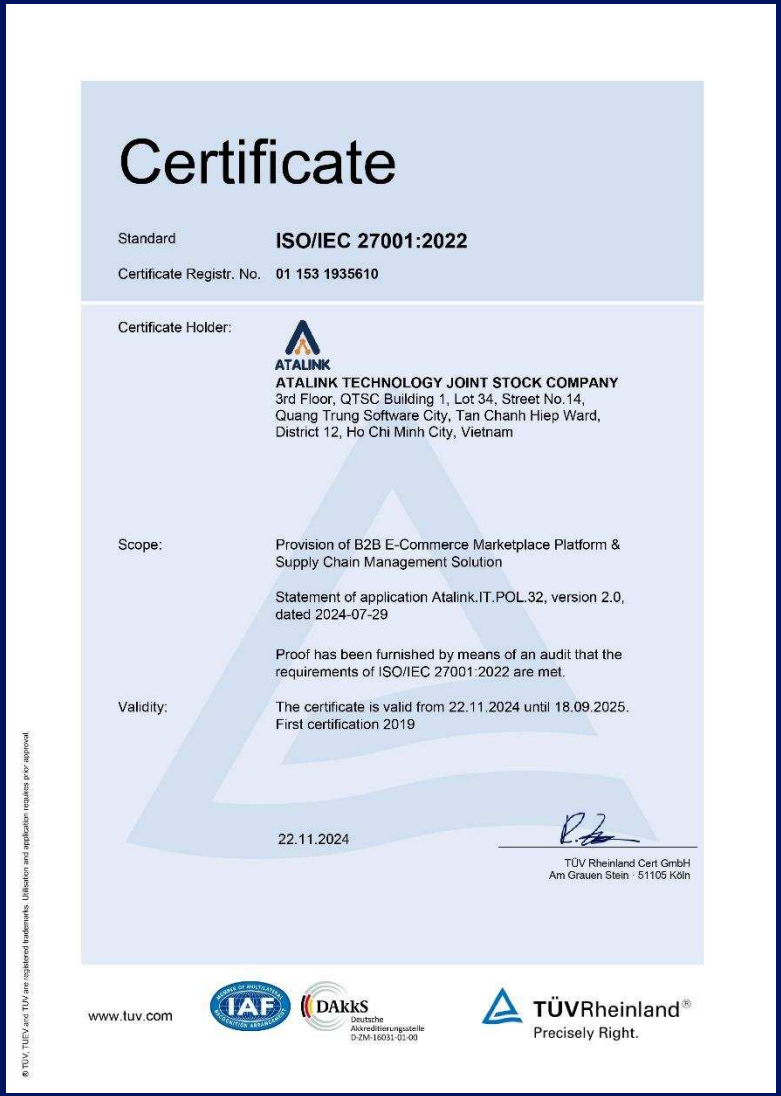
SECURITY & INFORMATION SAFETY

Atalink builds and maintains trust with Customers and Partners every day by creating products and services with four pillars of information security:

- **Security:** Atalink ensures the safety and security of data for businesses and users
- **Privacy:** Users own and control their own data
- **Transparency:** Users know how their data is collected, stored and accessed
- **Compliance:** Atalink complies with global standards for information security

Consistency in our **Mission + Business Model**

The success of Customers and Partners is the key to Atalink's success



Certificate

Standard: ISO/IEC 27001:2022

Certificate Registr. No.: 01 153 1935610

Certificate Holder:

ATALINK

ATALINK TECHNOLOGY JOINT STOCK COMPANY
3rd Floor, QTSC Building 1, Lot 34, Street No.14,
Quang Trung Software City, Tan Chanh Hiep Ward,
District 12, Ho Chi Minh City, Vietnam

Scope: Provision of B2B E-Commerce Marketplace Platform & Supply Chain Management Solution

Statement of application Atalink.IT.POL.32, version 2.0, dated 2024-07-29

Proof has been furnished by means of an audit that the requirements of ISO/IEC 27001:2022 are met.

Validity: The certificate is valid from 22.11.2024 until 18.09.2025.
First certification 2019

22.11.2024

TÜV Rheinland Cert GmbH
Am Grauen Stein · 51105 Köln

www.tuv.com

TÜVRheinland®
Precisely Right.

IMPLEMENTATION ROADMAP – STANDARD PACKAGE (Implementation time: 2-3 weeks*)

Data collection & System setup

- Data collection and configuration
- Data preparation support
- Initial system setup

Solution implementation

- Provide user manuals
- User training
- Data and user accounts set up, permissions & system configurations
- Deploy feature groups according to Starter package

Golive & Acceptance testing

- Implementing Atalink system
- Operation and testing
- System handover
- Continuous support throughout the Golive process

Note: **Atalink & Customer** **Atalink** **Customer**

(*) Weekly unit is calculated based on official working weeks, excluding holidays and Tet holidays
Implementation time may vary depending on the volume of data and related configuration settings

IMPLEMENTATION ROADMAP – SILVER PACKAGE (Implementation time: 3-4 weeks*)

Data collection & System setup

- Data collection and configuration
- Data standardization & preparation support
- Initial system setup

Solution implementation

- Provide user manuals
- User training
- Data and user accounts set up, permissions & system configurations
- Deploy feature groups according to Basic package

Golive & Acceptance testing

- Implementing Atalink system
- Operation and testing
- System handover
- Continuous support throughout the Golive process

Note: **Atalink & Customer** **Atalink** **Customer**

(*) Weekly units are calculated based on official working weeks, excluding holidays and Tet holidays
Implementation time may vary depending on the volume of data and related configuration settings

IMPLEMENTATION ROADMAP – GOLD PACKAGE (Implementation time: 4-6 weeks*)

Data collection & System setup

- Data collection and configuration
- Data standardization & preparation support
- Initial system setup

Solution implementation

- Provide user manuals
- User training
- Data and user accounts set up, permissions & system configurations
- Deploy feature groups according to Standard package

Golive & Acceptance testing

- Implement Atalink System
- Operation and testing
- System handover
- Continuous support throughout the Golive process

Note: **Atalink & Customer** **Atalink** **Customer**

(*) Weekly units are calculated based on official working weeks, excluding holidays and Tet holidays
Implementation time may vary depending on the volume of data and related configuration settings
The roadmap does not yet include the development of additional features based on the needs of the business

IMPLEMENTATION ROADMAP – PLATINUM PACKAGE (Implementation time: 10-12 weeks*)

SIGNED CONTRACT

STAGE 1 (4 weeks)

Kick off, data collection and system setup

- Project kick-off (if needed)
  - Introduce project and participating members
  - Align deployment plan
- Data collection and configuration
  - User list, permissions data
  - Master data: purchase / sales products; customers; suppliers
  - Sales team & procurement configuration information
  - Inventory setup configuration information
- Support standardization & data preparation
  - Standardize master data
  - Guide and support data input into the template and prepare for upload into the system
- Initial system setup
  - Prepare the infrastructure
  - Allocate and set up the system environment

STAGE 2 (4 weeks)

Solution implementation

- Provide user manuals
  - Documentation for feature groups
- User training
  - Two offline training sessions (each session lasts 2 hours, free for businesses in HCMC
  - Or 2 free online training sessions (each session lasts 2 hours)
- Complete the setup of data and system configurations
  - Master data
  - User data and permissions
  - Setup sales, procurement, and inventory
- Deploy feature groups according to Advanced package
  - Sales management
  - Procurement management
  - Inventory management

STAGE 3 (2-4 weeks)

Golive & Acceptance testing

- Implement Atalink system
  - The business is beginning to use Atalink for related tasks
- Operation and testing
  - Monitor the usage process and provide operational support
  - Confirm acceptance testing
- System handover
  - Setup information
  - Relevant documents and confirmations
- Continuous Support Throughout the Go-Live Process
  - Provide guidance throughout the process
  - Record and respond to user feedback
  - Handle and fix arising errors

Note: **Atalink & Customer** **Atalink** **Customer**

(*) Weekly units are calculated based on official working weeks, excluding holidays and Tet holidays. Implementation time may vary depending on the volume of data and related configuration settings. The roadmap does not yet include the development of additional features based on the needs of the business

ATALINK

Supply Chain Management Solution with Built-in B2B Marketplace

BUSINESS CONTEXT

Global economic recession: A challenge and a golden opportunity for SMEs to transform and breakthrough based on technology leverage

OUR MISSION

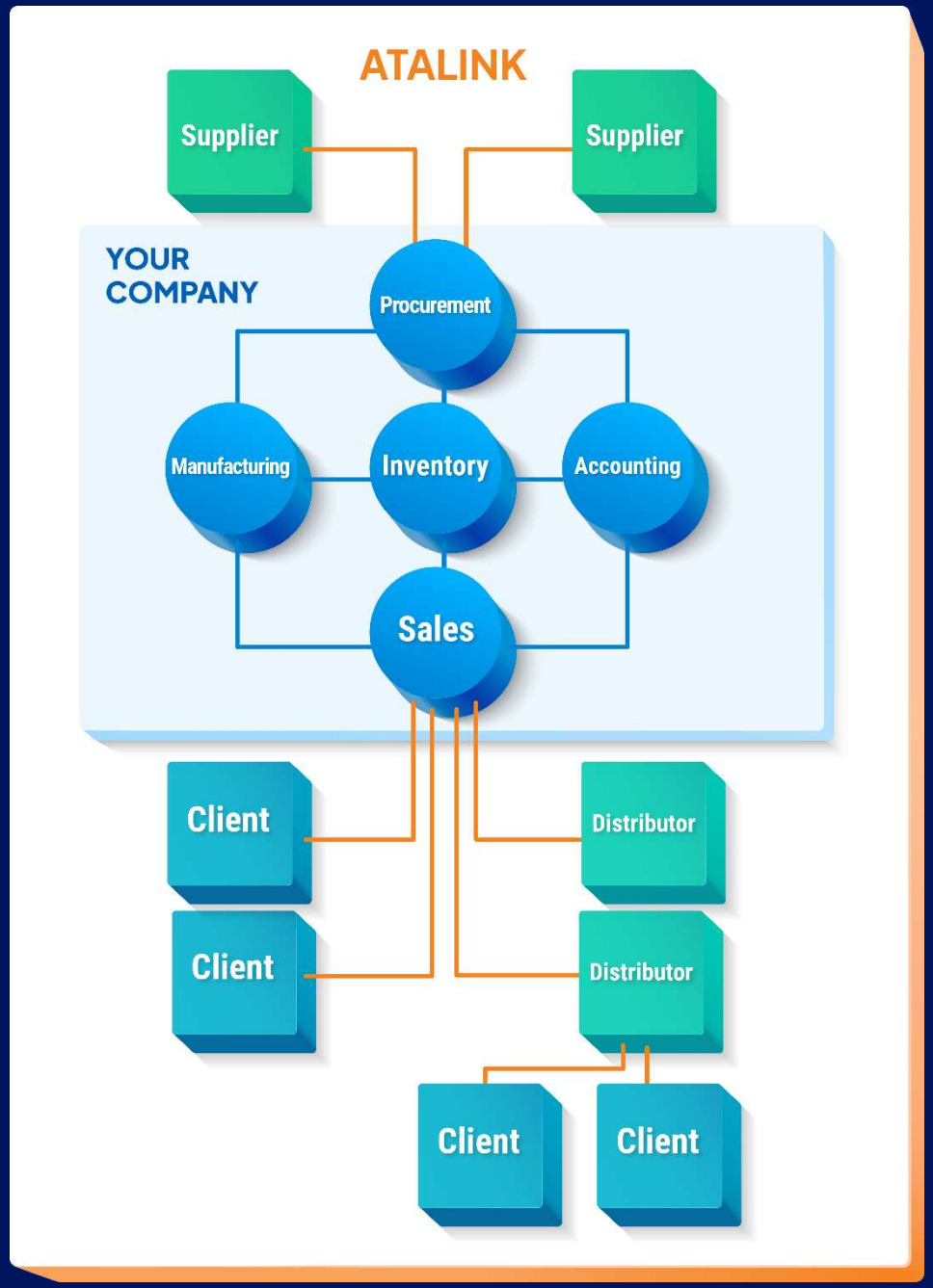
To foster interactivity across the whole supply chain — with standardized master data

Multi-National Enterprises as well as Small & Medium Businesses can all interact seamlessly with their Suppliers, Distributors and Clients - to optimize operation, reduce cost and drive more revenue

Atalink - The Unified Supply Chain Management Solution

Interact within your company and with trading partners in 1 unique platform — empowered with standardized master data

- Connect your company with suppliers, distributors and clients
- Connect manufacturers with its supply chain of raw materials
- Connect products with markets
- Expand opportunities for buyers and suppliers with our built-in B2B marketplace



THE ECOSYSTEM

12,800+ companies onboarded

In various industries and domains

- FMCG
- Consumer Goods
- Building Materials
- Industrial Machinery
- Electric, Electronic Devices
- Offices Suppliers
- Tools and Instruments
- Suppliers and Accessories

ATALINK UNIQUE SELLING POINTS

- Atalink enables companies to interact both internally and externally in one platform

  → **Help optimize operational costs, thereby enhancing business efficiency**

- Atalink comes with master data of products and over 800,000 businesses that are verified and standardized

  → **Save time and effort on data entry, avoid information errors, and synchronize transaction data**

- Atalink provides a B2B Marketplace with more than 12,800 active businesses across various industries

  → **Help businesses increase opportunities for growth**

TYPICAL CUSTOMERS

ATALINK

The Unified Supply Chain Management Solution

Interact within your company and with trading partners in 1 unique platform

Download mobile app

Available on the App Store

Available on the Google Play

Contact us

www.atalink.com **1800 555 540** **contact@atalink.vn**

Floor 3, QTSC 1 Building, Lot 34, Street 14, Quang Trung Software Park,
Trung My Tay Ward, Ho Chi Minh City, Vietnam