



Co-eXprise Enables Advanced Total Cost Management with 7.5 Release of CX4 Collaborative Cost Management Platform

Provider of Direct Materials Sourcing Solutions for Global Manufacturers “Breathes New Life Into the Market,” Says Leading Analyst

Wexford, PA (PRWEB) October 21, 2010 -- Co-eXprise, Inc., the leading provider of collaboration and total cost management solutions, announced General Availability of Release 7.5 of the CX4 Collaborative Cost Management Platform. This latest release further enhances Co-eXprise’s leadership position in transforming sourcing processes for manufacturer’s seeking to achieve the lowest Total Cost of Ownership (TCO) for complex Direct Material categories that constitute almost three-fourths of their total spend on purchased goods and services.

“Co-eXprise is breathing new life into the market by taking a direct-materials centric approach to delivering e-sourcing capabilities wrapped around a specific cockpit of tools designed for sourcing and managing suppliers effectively in a manufacturing environment,” commented Jason Busch, Principal Analyst and Editor, Spend Matters (www.spendmatters.com) in a recent column. “The demo of the latest release of the Co-eXprise software continues to surprise me with the nuances and thought the team has put into it. The solution essentially competes in a market of one.”

Lisa Reisman, Managing Director of Spend Matters affiliate site MetalMiner (www.agmetalminer.com), which provides Sourcing and Trading intelligence on raw materials and semi-finished metals products to leading manufacturers, sees “real innovation in Co-eXprise’s integrated total cost modeling capability built specifically for an industrial environment. For a manufacturer’s more complex Direct Material spend categories, these types of advanced and flexible cost breakdown capabilities can serve as a more dynamic and collaborative replacement to Excel that enable a living model, creating a shared understanding of total cost.”

Release 7.5 of the CX4 Collaborative Cost Management Platform includes a host of new features that extend Total Cost Management functionality and enhance usability throughout the sourcing process:

- Spreadsheet Usability in On-Line Cost Models - the structured process uses on-line forms to enable familiar, spreadsheet-like functionality for uploading or downloading spreadsheet data and formulas, while eliminating spreadsheet inefficiencies and inaccuracies.
- Consistent Enterprise-Wide Cost Analysis - customer-defined, re-usable templates ensure that collaborators are always working on the current version, formulas are truly locked-down, and supplier responses are validated for completeness and accuracy (within established range tolerances), and normalized with automated currency conversion to enable buyers to analyze supplier bids on an “apples-to-apples” basis to determine the best cost alternatives. CX4 also provides the ability to leverage global cost tables (e.g. freight rates) to ensure consistency of specific cost elements across all templates.
- Multi-Level, Multi-Variable Cost Visibility – integrated, flexible models enable “drill-down” and “drill-up” views to analyze cost breakdowns at a summary level or to highlight variances on discrete cost elements (raw materials, labor, overhead, tooling, shipping) for specific parts
- Consideration for Non-Cost Factors – critical non-cost factors (e.g. lead times, manufacturing capacity) that are considered in award determinations are collected and compared across suppliers to enable better sourcing decisions
- Enhanced Buyer Efficiency and Control – procurement users realize greater productivity with automated



template builder tools to re-use best practice, validated cost model formulas. Buyers exercise full control over the process, benefitting from the ability to quickly compare normalized supplier bids side-by-side, without having to reformat responses as with spreadsheet-based methods. Buyer-generated cost fields moreover enable transformation of supplier bids based on internal cost factors such as transition costs for non-incumbent suppliers

“Customer innovation continues to drive the evolution of our market-leading technology platform as the enabler for implementing a disciplined total cost management approach,” commented William Blair, Founder and Chief Executive Officer of Co-eXprise. “Co-eXprise customers are realizing the benefits of true collaboration by deploying total cost teams of multi-disciplinary resources, including sourcing, engineering, sales, finance, quality, even import/export experts from their Third-party Logistics (3PL) providers – all collaborating through our CX4 platform to work with their global supply base to exploit cost-out opportunities for both trading partners, while delivering superior customer value.”

About Co-eXprise, Inc.

Co-eXprise, the market leader in enterprise-class collaboration and total cost management solutions, enables companies to effectively manage sourcing activities for direct material and complex indirect spend categories. Deploying Co-eXprise solutions has dramatically improved global sourcing performance at Fortune 1000 companies in manufacturing, aerospace and defense, medical equipment, and consumer products. Contact Co-eXprise at 724-933-1180 or <http://www.co-exprise.com> for more information.

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