



A Powerful e-Commerce Engine

that Drives Your Business ...

It's one of the many ways

SARCOM turns technology into

solutions for business.

E-Procurement/OpSTRACK

SARCOM presents OpSTRACK, our advanced technology procurement and management system. It gives our clients a direct link to tier-one technology suppliers and a convenient, cost-saving method of conducting business with us. OpSTRACK incorporates industry-leading solutions, presented simply for ease of acquisition, authorization and administration. The system suite includes Procurement Manager, License Manager, Asset Manager and an optional Workflow Manager.

- Quick access to hardware and software selections from more than 1,700 leading manufacturers and publishers.
- Real-time, online connections with leading distributors and manufacturers, such as Lenovo, IBM, HP Partner Direct, Ingram Micro, Synnex and Tech Data.
- Integration into existing ERP systems like SAP, PeopleSoft, Oracle, Lawson and more.
- Data exchange solutions into call management systems like Remedy, Peregrine, and other lengthy systems.
- Seamless punch-out solutions into systems like Ariba, Commerce One, Purchasenet, Oracle Exchange and more.
- Resourceful tool speeds procurement process and reduces costs associated with technology procurement.
- Straightforward navigation within the application.
- Automatic tracking of product acquisitions to improve asset management.

It is the simplest way to obtain the products you need. You can scan OpSTRACK for product information and then comparison-shop among competing lines. Because OpSTRACK is Web-based, the system is open 24/7, so you can conduct business anytime.

Look to SARCOM to serve as your partner in business and your link to success. You can achieve a new level of efficiency by incorporating OpSTRACK into your day-to-day business operations. SARCOM has the technology, service and procurement support solutions that can give your business the competitive advantage.

Procurement Manager: Proven Advantages Over Other Procurement Systems

SARCOM's robust Procurement Manager functions ingeniously as the central procurement source for your company. It's like having the breath of the industry's inventory and knowledge at your fingertips. SARCOM can assist you in adding custom catalogs of non computer-related items, such as office supplies, to facilitate one-step ordering for your business.

Procurement Manager includes advanced search capabilities with real-time product price and availability and the convenience of live online ordering. The system can be configured to include the products you buy the most and bundled for one-click ordering. You also can check order status any time of the day for up-to-the-minute accountability. Plus you can offer Employee Purchase Programs through the Procurement Manager, a tremendous cost-savings and added benefit for your employees.

You will appreciate the appealing user interface that employs easy-to-use "shopping cart" functionality. The result: time savings you can measure in real return on investment. There are additional benefits to selecting Procurement Manager for your purchasing system.

Personalized Purchasing Power

OpSTRACK's Procurement Manager allows for customer-specific standards or bundles. More often than not you will order a complete package of products, such as a system, monitor, printer and accessories. In Procurement Manager, your sales representative can assist you in setting up and maintaining this bundle and OpSTRACK will treat each bundle as one SKU. This allows you to order many products with simply a single click.

Complete Order Management

SARCOM's proprietary system integrates the functions of order entry into a complete order management system. It allows you to build a price-quote based on your requirements and forward it by e-mail for internal approval. Once approved you can access your saved quote and send the order to SARCOM in one step.

Custom Catalog and SKUs

Our system maintains data on more than 400,000 computer products. SARCOM can help you customize Procurement Manager to make it a personalized catalog of products your company uses most. Through your personal client profile, the system also will keep real-time information on any special manufacturer rebates you may be eligible to receive. With this feature, you'll be assured that you're receiving the true "rebated" cost. It allows you to enter a custom SKU at the time of order creation, giving you flexibility in adding items not found in SARCOM's catalog. When this SKU is approved for purchase through SARCOM, it will then become part of the Procurement Manager standard catalog.

Savings Sustainability

OpSTRACK Procurement Manager helps measure results and complements your business processes. This nets sustained savings throughout your business.

Reduced Purchasing Cost

The average cost of processing a traditional purchase order is in the range of \$100 - \$125. With Procurement Manager electronic processing, everything stays within the OpSTRACK system. As a result, procurement costs can be reduced to as low as \$10 - \$35 per purchase order, saving you valuable time and effort.

Reductions in Rogue Buying

In a paper-based world, employees may find ways to purchase materials outside the contract catalog - a practice known as rogue buying. Procurement Manager can reduce rogue buying by as much as 60 percent.

Inventory Reduction

Procurement Manager reduces or eliminates the need to store supplies or maintain duplicate inventories of materials by electronically tracking availability. This reduces your inventory carrying and storage space costs.

Consolidation of Buying and Supplies

Our system allows purchases from authorized vendors only, yielding a savings of up to an additional 5 - 15 percent.



License Manager: A Simplified Process that Saves Time and Money

SARCOM's License Manager, is a proprietary tool available at no charge to our customers. The two components of License Manager are a tool for contractual licenses and the license purchase tracker. Together, they give you a powerful online resource that streamlines and simplifies your software purchases.

The Licensing Manager tool for contractual licenses supports Microsoft Enterprise Agreements, Open Value Licensing and Microsoft Select. It supports CA's Master License and Open Licensing programs in addition to Adobe's Contractual License Programs, Open Options and Transactional License Programs. License Manager is agreement-driven and will track your purchases under a specific agreement, calculate your points and send out reminders one, two or three months before an agreement expires so that you won't have to worry about compliance issues.

The license purchase tool in License Manager keeps track of all your license purchases from SARCOM for every vendor. This online tool shows you all of your licensing purchases from the last three years, including which licenses are currently active. And just like with the contractual license tool, reminders will be sent out 30, 60 or 90 days before a license expires so that you can renew on time.

Both the license tracker and the contractual license tools allow you to upload purchases from other resellers as well so that you can see your

complete license inventory in one place and manage it all in real time. You can also run reports from either tool and have them automatically sent to you on a regular basis or forwarded to anyone in your organization. License Manager is another great reason to choose SARCOM when you want complete control of your software licensing and have to optimize your bottom line.

Total Control

- Current purchase histories are automatically uploaded when procured through SARCOM
- Add new licensing programs and agreements
- Manage multiple license agreements
- Track expiration dates
- Set user access and security levels
- Receive reminders for expiration dates
- Generate standardized or customized asset reports
- Save time and increase security
- Reduce costs and streamline processes

Asset Manager: A Simplified Process that Saves Time and Money

Another tool included in the OpsTRACK suite, is the Asset Manager. One of the most important pieces of your IT products' lifecycle is asset management. OpsTRACK can be set up to assist this effort within your organization. Asset Manager provides a simple user interface to every single serialized product procured through SARCOM. You may also wish to enter your own specific asset tracking information in to the tool. Asset Manager allows this too. You can optionally choose to open up client specific, enterable fields to enter in your data. This data can then be reported on as needed.

If SARCOM is providing an asset tagging service through our configuration & integration center, then your specific asset number information will be automatically provided within this tool. As previously stated, since the tool is completely web based, this information is available and up-to-date 24 x 7. This is especially helpful when your IT department is working those late hours and/or random weekends. If any asset information is needed, they can simply log in to the OpsTRACK system and be provided the information they need.

Workflow Manager: Advanced Workflow and Service Management Tools

At SARCOM, we have taken our role as a premier technology services provider one step further by giving you real-time information about the products you need in a convenient purchasing environment. Procurement Manager is the feature-rich foundation of OpsTRACK. When users add other SARCOM components, like Workflow Manager, to their already potent OpsTRACK system, they gain a virtual management center and business-building e-commerce engine.

The OpsTRACK Workflow Manager helps organizations streamline virtually any process or activity. Uniquely designed to tightly interact with OpsTRACK Procurement Manager, it can be customized to fit any type of workflow – from approval processing to document management. Plus, we give you the option of using Workflow Manager as a stand-alone module. The system can begin from any input source, such as e-mail, a Word document, an Excel spreadsheet, or other common file types.

Workflow Manager takes your procurement quotes and processes them through an approval workflow that you custom-design for fast, flexible technology purchasing. In addition, this module can integrate budgeting to give you complete tracking and control, and provide reports to assist in managing the financial issues. You can build a workflow from something simple, such as an A to B to C stepped approach, or – with the help of the SARCOM OpsTRACK team – design something that has multiple stages occurring simultaneously with different routing requirements, such as user title, dollar amount or even product specifications.

Authorized users within your organization can build a quote based on their requirements and submit it to the workflow. Notifications via e-mail can be sent notifying them of that quote's or project's status or that an action needs to be taken. Once required approvals or steps within the workflow have been obtained, the request will be forwarded to the purchasing department, which in turn assigns a purchase order and sends it to SARCOM for order processing.

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