



Osiris Innovations Group Offers Instant Cost Savings and Growth Despite the Economy

Osiris Innovations Group is not just a technology provider, and it's not just another out sourced procurement company. What's unique is that Osiris designed a suite of proprietary software applications that's saving companies millions of dollars every year. The group's knowledge and expertise in manufacturing, procurement and supply chain management can help companies implement the technology and services in an unprecedented amount of

time, with maximum efficiency and results.

By applying a cutting-edge solution to a business process challenge, Osiris is helping its clients raise their bottom line and improve control and compliance within their procurement processes in a very short amount of time.

How has Osiris managed to grow so rapidly in just its first few years, despite the dwindling economy and tumultuous automotive manufacturing industry? Through his years in working with automotive manufacturing companies, Osiris Founder and CEO David Saroli identified the need for a scalable automated and standardized e-procurement solution that would simplify the ordering and payment process for the buyer and the fulfillment and payment receipt for the supplier. Today Osiris has evolved into a leader in e-business solutions, supplier enablement applications and strategic procurement services. Osiris' global clients include both buyers and suppliers of indirect materials, primarily focused on the automotive, education and manufacturing verticals.

To address the indirect procurement challenges faced by today's small and mid-market companies, Osiris developed solutions that leverage existing technology investments as well as offer a standalone solution. These solutions are delivered through a web-based, on-demand environment, specifically designed to reduce complexity, standardize and automate the entire procure to pay process, in turn allowing collaboration throughout the supply chain. The tool set can be implemented regardless of the buyer's or supplier's existing network, platform or programming language, providing all stake holders the ability to personalize their solution without

Osiris on the Grow

When Osiris was founded in January 2005, the company occupied a 2,400 ft² facility and had just 10 employees. In less than three years, Osiris has moved to an 8,800 ft² facility in Auburn Hills, Mich., to accommodate its growing staff of 40 and rapidly expanding client base. Osiris' clients include buying organizations and their suppliers. Since its inception, Osiris has grown from just one buying organization, 12 suppliers and 15 users to more than 65 buying organizations, 220 suppliers and 7,000 users today – proving its industry impact in less than three years.

“Osiris products are state of the art and simple to use, and their support team is extremely proactive and responsive to Office Depot and our partners.”

**Glenn Trommer
Director of eCommerce and Implementation
Services for Office Depot**



altering the in house applications.

The net benefits are immediate: validated cost savings, comprehensive information access, and process improvements without significant capital investment or impact on operations and support services. Osiris typically saves its clients 7 to 12 percent on their total indirect spend and additional saves through process improvements.

“The real world bottom line savings Osiris brought us adds the value we need to deliver for our customers,” commented Osiris client Scott Sutfin, national account manager for Kaman Industrial Technologies.

Global Application and Expansion

Osiris is taking its application global. Osiris is helping one global client standardize and optimize its indirect procurement process in Mexico and has created an infrastructure there to support it. Osiris will continue its global expansion primarily focused on North America, Europe and Asia to support its global buying organizations.

What's in it for the Buying Organizations?

Ninety percent of buying organizations lack consistency in their indirect spend. Most large companies don't have a big-picture perspective on where they buy their indirect goods, or a business case to support their spending decisions. Osiris' buying organizations include companies in the automotive, health care and retail markets such as TI Automotive, Benteler Automotive, Henniges Automotive and Pilot Travel Centers. For these companies, Osiris screens and certifies indirect suppliers and provides instant access to those with the most competitive pricing, robust catalogs, highest quality and the electronic integration needed to process orders quickly

and efficiently. The results? Instant cost savings for Osiris' buying organizations, which is particularly critical in today's economy.

Osiris' outsourced procurement model implements world class procurement practices in combination with the applications, which in turn increase efficiencies, improve cost structure and creates a manageable procurement platform. Within a year Osiris outsourced procurement services are no longer needed which allows the company to operate independently with the support of Osiris' proprietary purchasing application. This strategy allows companies to watch, learn and then maintain on their own.

What's in it for the Suppliers?

Osiris' model places a lot of emphasis on the suppliers, unlike others that focus solely on the needs of the buying organizations. For suppliers to become Osiris-certified, they must adopt the application as an internal process that allows scalability and standardization for their organization. The application (OS RAM) can be used to receive any electronic PO whether it is from Osiris, Osiris competitors, a ERP system or EDI. The payment module within OS Ram also allows the supplier to self process any p-card or credit card payment, and sends standard level III reporting back to any buying organization or e-platform. Finally a TRUE supplier enablement tool that is scalable and helps suppliers save money.

About Osiris Innovations Group

Osiris Innovations Group is a Michigan-based e-business solutions provider and expert in procurement services and supplier enablement. For more information about Osiris, go to www.osirisig.com.