



# SESAMi World Connect

## Solutions for Marketplace Eco-systems



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E-Procurement Solutions & E-Marketplace Services**

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# Agenda

- Introduction to SESAMi
- SESAMi as the preferred partner
- Solutions Overview
- Vendor Ecosystem
- SESAMi InvoiceNow 





# Introduction to SESAMi B2B E-Marketplace

**Enabling collaborations  
across marketplaces**



# About SESAMi

An established company with more than 20 years history



## COMPANY OVERVIEW

**CEO:** Mr Ong Teck Soon

**Headquarters:** Singapore

**Employees:** 35



- Incorporated in September 1999, SingTel, OUB, Eastman Chemical
- B2B E-Procurement & E-Marketplace Service Provider



- Abecha a JV between JTC, Microsoft & SESAMi in 2001
- SESAMi bought over JTC's majority shares in 2004
- Corporate fuel discount program as authorized reseller of Esso fuel



- SESAMi merged with Capital-Match in November 2018
- Provision of Trade Financing Services as an extension to E-Procurement transactions on SESAMi

## MARKETPLACE PRODUCTS



**SESAMi**  
Sourcing Mall

### Sourcing Mall

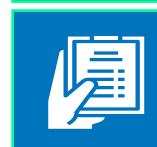
- B2B e-Commerce mall for low value purchases with Vendor-maintained catalogue.



**SESAMi**  
SourceKey

### SourceKey

- Sourcing and contracting solutions finding and selecting qualified Vendors via competitive bidding.



**SESAMi**  
ProcureKey

### ProcureKey

- Procuring and purchasing solutions to acquire goods and services from Vendors.



**SESAMi**  
InvoiceKey

### InvoiceKey

- Streamlining the Accounts Payable process with multi-way matching of PO, GR and Invoices.



**SESAMi**  
PayKey

### PayKey

- Provides digital payments methods to pay for procured goods and services



**SESAMi**  
FinanceKey

### FinanceKey

- Buyer-led financing options for Vendors who are transacting digitally on the SESAMi platform



**SESAMi**  
Connect

### SESAMi Connect

- Integration products enabling major ERPs to interface and data exchange for end-to-end system integration.

# SESAMi Business Solutions for Buyers and Vendors

All-in-one solution combining best of breed technologies and procurement know how



## SESAMi solves the complex Multi-step B2B Source to Pay Process



**Buyer**



**Vendor**

### SOURCE

Sourcing and contracting of products and services

### PROCURE

Digitalisation of Requisition and Purchase Process

### INVOICE

Automation of Invoice Capture and Approval Workflow

### PAY

Payment Execution Across all Payment Types

### PORTAL / EARLY PAYMENTS

Dedicated Vendor Portal and Option to Accelerate Invoices



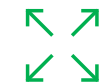
Business Matching



Electronic Processing



Paperless E-Invoice



Take Over Full Payment File



Vendor Portal for Information & Insights



Competitive Bidding



Digital Purchase Orders



Web-Based Approval



Multiple Payment Fulfilment Methods



Embedded Option for Early Payments to Solve Challenges

**100% Cloud Based Solution Suite Of Products Driving Efficiencies and Savings At Every Step Of Source To Pay Value Chain**

# SESAMi: Asian Leader in B2B Marketplace

Enabling collaborations across e-Marketplaces

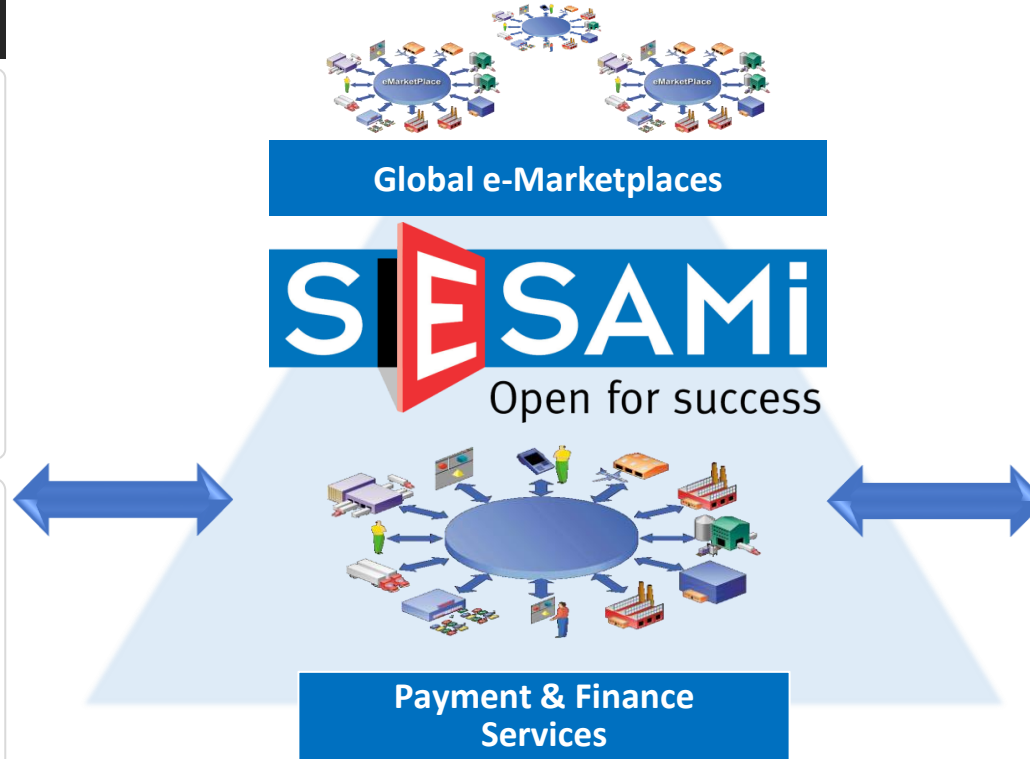


## Buyer Communities > 15,000 users

**Enterprise E-Procurement**

**Lightweight E-Procurement  
SESAMi World Connect**

**e-Source**  
**e-Procure**  
**e-Invoice**



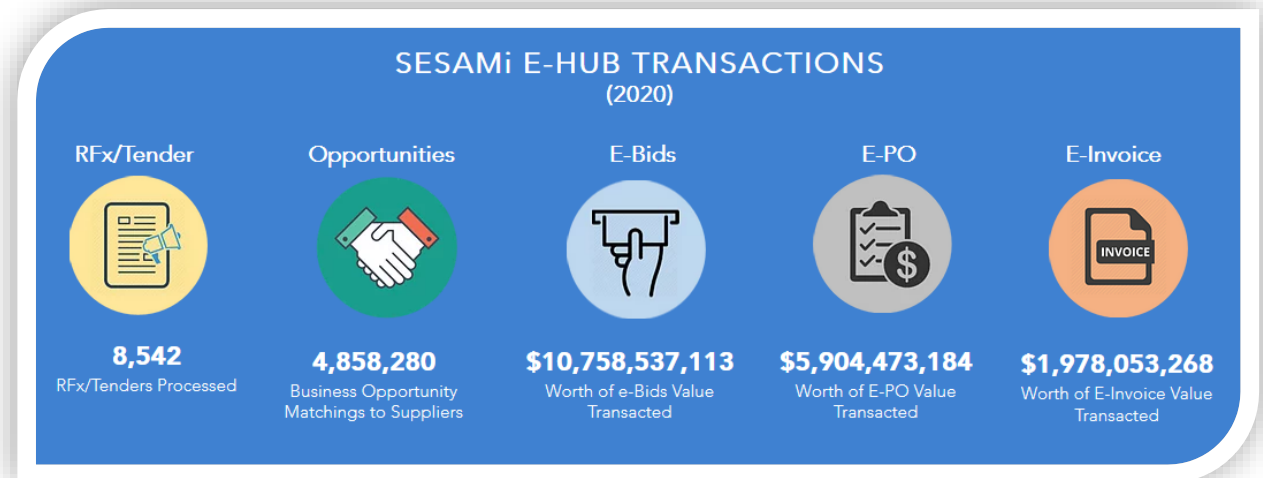
## Vendor: > 40,000 companies

## SESAMi Strategic Partners

# Industry Leaders Trust SESAMi

Established Track Record and Experience

<b>GOVERNMENT</b> 	<b>AVIATION</b> 	<b>TELCOM/INFOCOMM</b> 
<b>HEALTHCARE</b> 	<b>FOOD SERVICES</b> 	<b>EDUCATION</b> 
<b>ATTRACTIONS</b> 	<b>ENERGY/UTILITIES</b> 	<b>RESEARCH &amp; DEV</b> 
<b>TRANSPORTATION</b> 	<b>OTHERS</b> 	<b>SOCIAL ORG</b> 



**Largest B2B e-marketplace in Spore ~ 40,000 Vendors**



**>70% of Singapore Public Healthcare**



**Spore Aviation Industry Vertical**



**Largest Telco in Singapore**



**One of the largest oil refinery in Singapore**



**Largest F&B in Singapore**



**One of the Top Universities in Asia**



**Top Banks in Southeast Asia**



### MTCS Certification Scheme



The Multi-Tier Cloud Security (MTCS) Singapore standard is developed under Information Technology Standards Committee (ITSC) for Cloud Service Providers (CSPs) in Singapore.

### Multi-Tier Cloud Security (MTCS)

- World's first cloud security standard that covers multiple tiers of cloud security. Adopted by Cloud Service Providers (CSPs) to meet different cloud user needs for data sensitivity and business criticality.
- Published in the IMDA website under the list of certified Cloud Service Providers.
- Audited by an international 3<sup>rd</sup> party (Socotec) accredited by IMDA for MTCS certification. Audited reports are available upon request. System audit is also done by our major clientele.

### Hosting Environment

- SESAMi use Microsoft Azure for IaaS (Infrastructure-as-a-Service) and the data is hosted in Singapore



# Keeping Onboarding Simple

Making E-Procurement enablement as easy as ABC

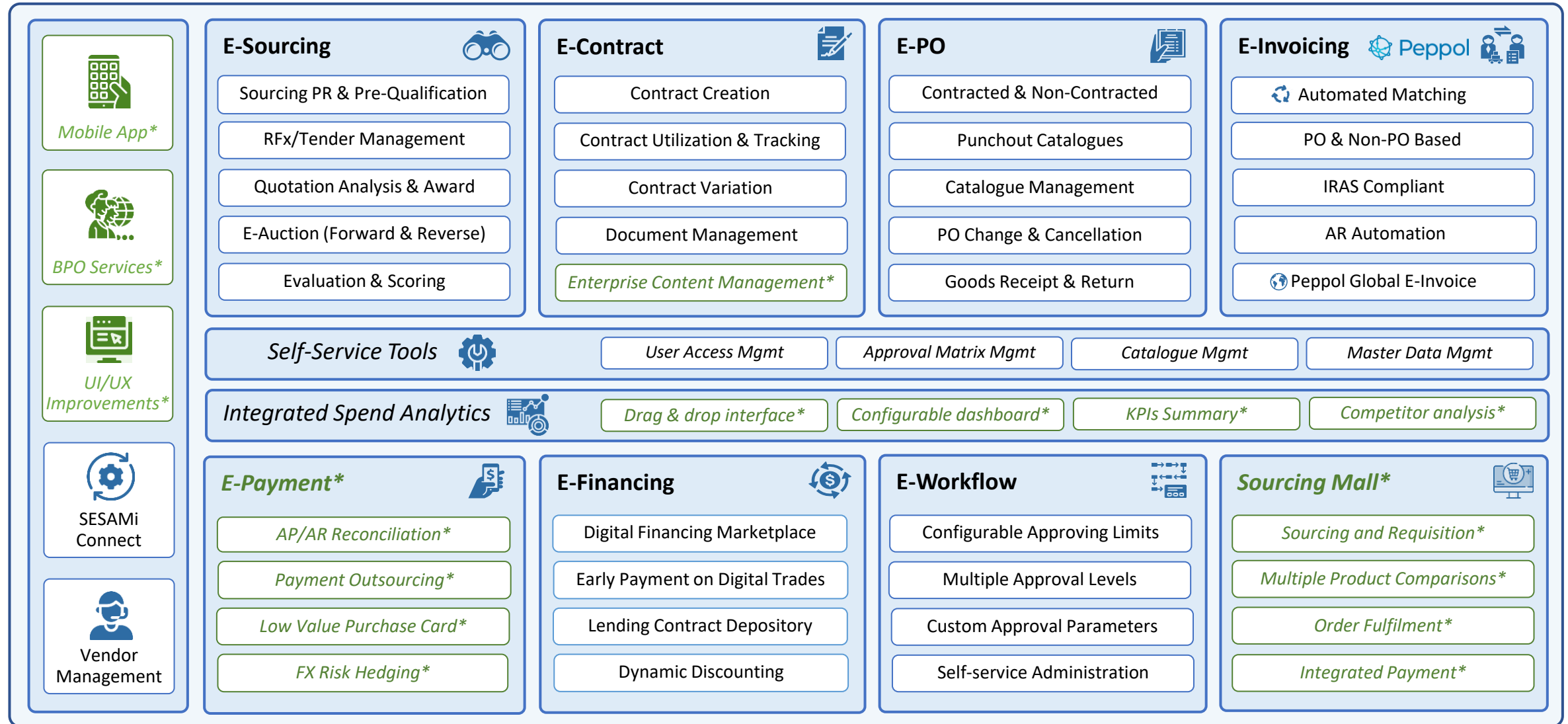




# Solution Overview

**Proven, Capable and Extensible Solution**





\* Indicates coming modules/features



# SESAMi's Vendor Ecosystem

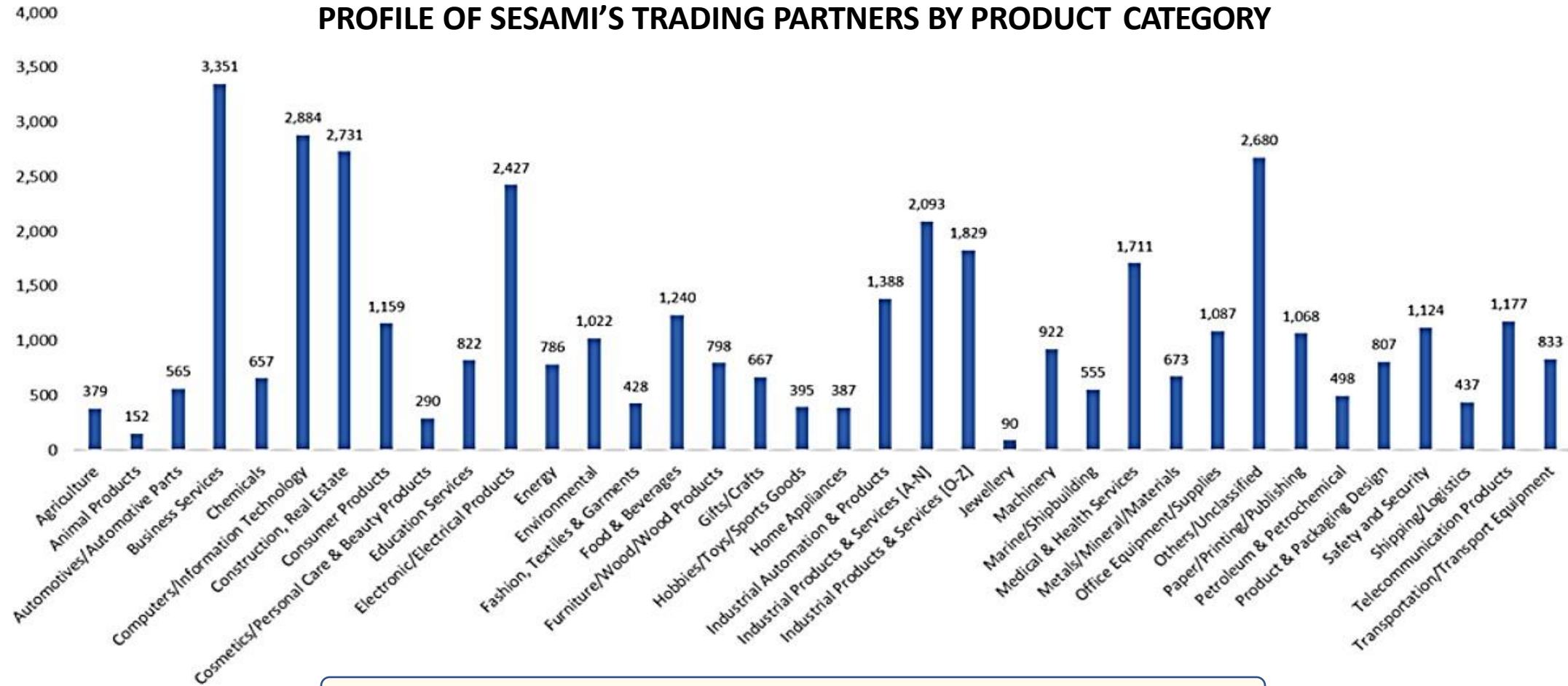
**Large Vendor Community Base  
Ready to be Tapped On**



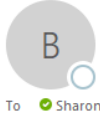




# SESAMi's Trading Partners Ready and Categorized

More than 40,000 local & overseas suppliers to be tapped

PROFILE OF SESAMI'S TRADING PARTNERS BY PRODUCT CATEGORY



**Widen Your Reach with SESAMi's Existing Supplier Pool**  
Outreach to a pool of more than **40,000** suppliers currently registered in SESAMi's community for large organizations.


 Thu 29/4/2021 11:34 pm  
 businessalerts@sesami.com  
 SESAMi Business@lert For Matching Categories  
 To  Sharon Pauco;  Joel Cheong;  Karthik;  Irene Lok



## Automated Opportunity Matching to Suppliers

Reach out to hundreds and more suppliers relevant to your published RFQ/Tender category with SESAMi's Business@lert proven matching mechanism.

Dear SESAMI (SINGAPORE) PTE LTD,

Please be informed that the following RFx has been published under the category matching your business profile.

Calling Entity	Reference No	Category	Description	Start Date/Time	Close Date/Time	Business Opportunities
National University Health System	NUHS-RFP-21-0004	Hobbies/Toys/Sports Goods	PURCHASE OF CUSTOMIZED LEGO FIGURINES.	28-04-2021 18:00	19-05-2021 12:00	click <a href="#">here</a> to view
Tan Tock Seng Hospital Pte Ltd	TTSH-FY21-APR-00106	Food & Beverages	RFQ FOR A VENDOR TO SET UP A HOTFOOD MACHINE AT WARD LEVEL 12 AND THE EMERGENCY DEPARTMENT	28-04-2021 18:30	07-05-2021 15:00	click <a href="#">here</a> to view
National University Hospital(s) Pte Ltd	NUH-RFQ-21-0608	Construction, Real Estate	Request for quotation for Ward 6A Conversion of 2 bedder setup.	29-04-2021 10:00	14-05-2021 12:00	click <a href="#">here</a> to view
Singapore Zoological Gardens	WRS-ED-Q21-04-00286	Construction, Real Estate,	Supply and installation of indoor themed furniture at Night Safari Exhibit TD	29-04-2021 14:00	04-05-2021 14:00	click <a href="#">here</a> to view
WoodlandsHealth Pte Ltd	WHPL-RFQ-FY20-0112	Medical & Health Services	Videography Service for Woodlands Health Campus (WHC) Campaign	29-04-2021 12:00	10-05-2021 18:00	click <a href="#">here</a> to view
National University Hospital(s) Pte Ltd	NUH-RFQ-21-0514	Medical & Health Services	2-YEARS TERM CONTRACT FOR THE SUPPLY AND DELIVERY OF SILICON SCAR PLASTER	29-04-2021 15:00	10-05-2021 12:00	click <a href="#">here</a> to view
SENOKO ENERGY PTE. LTD.	4	Electronic/Electrical Products	UPCOMING TENDER FOR Replacement of 230kV Switchhouse B Disturbance Fault Recorders (DFR) System	29-04-2021 10:30	20-05-2021 15:00	click <a href="#">here</a> to view
Singapore Zoological Gardens	WRS-ED-Q21-04-00288	Construction, Real Estate,	Request for Quotation for Supply and Installation of Outdoor Timber Gate at Night Safari Exhibit TD	29-04-2021 15:00	03-05-2021 14:00	click <a href="#">here</a> to view
SENOKO ENERGY PTE. LTD.	22013303	Electronic/Electrical Products	Supply and delivery of pH Sensor InPro3250i/SG/120 for 2 years	29-04-2021 10:30	11-05-2021 15:30	click <a href="#">here</a> to view
TEMASEK LIFE SCIENCES LABORATORY LIMITED	ITQ-CP-2804-231-SE	Computers/Information Technology	Internet Connectivity (GPON) lease line for wireless	29-04-2021 13:30	07-05-2021 13:30	click <a href="#">here</a> to view
Duke-NUS Medical School	T2021-000434	Food & Beverages	INVITATION TO TENDER FOR THE LICENCE TO OPERATE A CAFE FOR A TERM OF THREE (3) YEARS WITH AN OPTION TO RENEW FOR ANOTHER THREE (3) YEARS AT LEVEL 2 DUKE-NUS MEDICAL SCHOOL AT 8 COLLEGE ROAD.	19-04-2021 13:31	14-05-2021 16:00	click <a href="#">here</a> to view
National University of Singapore	T2021-000477	Construction, Real Estate	AUDIO VISUAL SYSTEM TO PROPOSED ADDITIONS & ALTERATIONS TO THE 4-STOREY HON SUI SEN MEMORIAL LIBRARY (HSSML) BUILDING AT MK 03 ON LOT 03894K, 04342T, 04343A, 04340V AT 1 HON SUI SEN DRIVE (SC338)	29-04-2021 14:28	24-05-2021 16:00	click <a href="#">here</a> to view



**INVOICE  
NOW**

# SESAMi x InvoiceNow

**Supporting IMDA's  
Nationwide E-Invoicing Framework**





**AGD** uses SESAMi for the receiving of Invoices sent to Government Agencies through Peppol. With SESAMi's Peppol Access Point services, inbound Peppol Invoices are converted to a format accepted by AGD and interfaced seamlessly to their backend system for payment processing.

## Benefits achieved through SESAMi:

- i. Flexibility of customisations
- ii. Shorter implementation timeline
- iii. Cost savings
- iv. Efficiency via integration
- v. Facilitate cleaner auditing
- vi. Alternative option for Vendors to submit Invoices to government



**Konica Minolta** uses SESAMi for the billing of Sales and Meter Readings Invoices to Government Agencies and other corporate customers through Peppol. With SESAMi's Peppol Access Point services and solution, outbound Peppol Invoices are automatically interfaced from their ERP system to SESAMi and routed through the Peppol Network to their customers.

### Benefits achieved through SESAMi:

- i. Flexibility of customisations
- ii. Shorter implementation timeline
- iii. Cost savings
- iv. Efficiency via integration
- v. Facilitate cleaner auditing
- vi. Earlier payment on invoices



**HDB, JTC and MPA** are the 3 Government Agencies who pilot the use of Peppol network to send invoices to their customers. SESAMi, as the appointed Peppol Sender Access Point for them, will map and convert their Invoices to the Peppol format and route it to their customers over the network. With this, the official rebranding of Peppol to InvoiceNow in Singapore coincided with the implementation of this project back in mid-2021.

### Benefits achieved through SESAMi:

- i. Cost savings
- ii. Efficiency via integration
- iii. Earlier payment on invoices



**Changi Airport Group (CAG)** uses SESAMi for the Sourcing of goods/services for the upkeep and continuous improvement of the best Airport in the world. Low value purchases are also conducted via the Catalogue system. Thus, Vendors have an avenue to retrieve purchase orders issued to them seamlessly in a single place. By 2021, CAG will adopt e-Invoicing for both PO and Non-PO Invoice workflows which will help to automate the current manual processes handled by the Finance Team.

### Benefits achieved through SESAMi:

- i. Flexibility of customisations
- ii. Automation of workflows and approvals
- iii. Better outreach to Vendors for quotes
- iv. Cost savings
- v. Efficiency via data synchronization with SAP
- vi. Shorter purchasing cycle
- vii. Facilitate cleaner auditing
- viii. Single place for Vendors to submit quotes, submit invoices and retrieve POs

# Supporting IMDA's Nationwide E-Invoicing Framework



## Increase in Efficiency

- E-Invoicing reduces manual transactions and speeds up internal processes
- Receive and capture e-Invoices quickly, thus speeding up payments and decrease overall processing time



## Data Accuracy

- Digitalization of invoices allows minimal to no errors with soft and hard prompts within the SESAMi system
- Following standard InvoiceNow data input, it allows accurate transmission of invoices between senders and receivers
- Transparency and traceability are all facilitated in one simple portal for governance and audit purposes



## Readiness in Integration

- SESAMi's tight integration with Sage 300 allows a seamless user experience
- Our ERP adaptors for various ERP systems allows SESAMi to be ready for quick deployment
- Proven track record with HDB, JTC and MPA allows automated e-Procurement processes to be easily accessible

# SESAMi as the Preferred Partner

**Making Digital Transformation  
Accessible for All**



## MAKING DIGITAL TRANSFORMATION ACCESSIBLE FOR ALL



### Trusted & Reliable Company

- Used by industry leaders, SMEs and non-profit organizations
- 20 years of proven track records for implementation
- Financially stable with new product investments



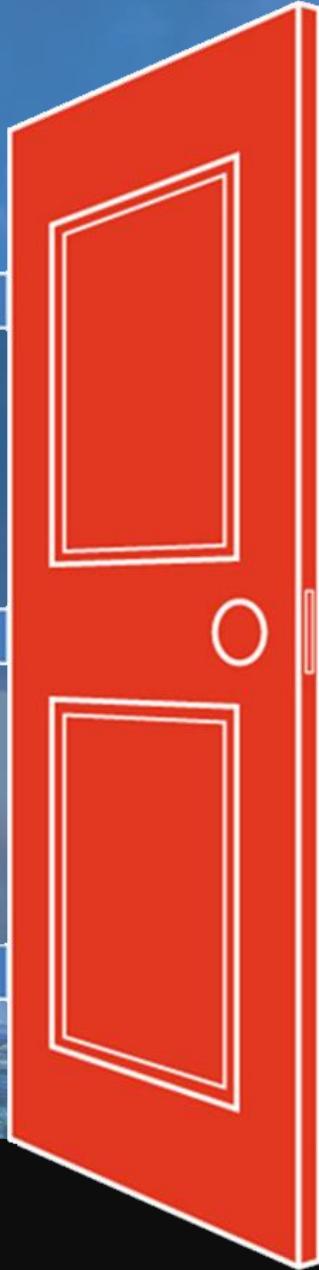
### Deep & Comprehensive Solution

- Deep, extensive knowledge on local procurement practices and governance
- Comprehensive Source-to-Pay solution suite
- Rapid deployment, and high configurability



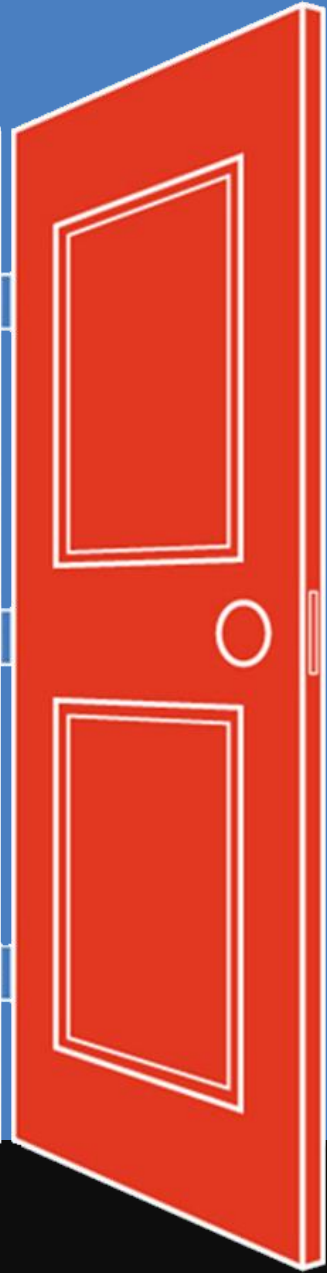
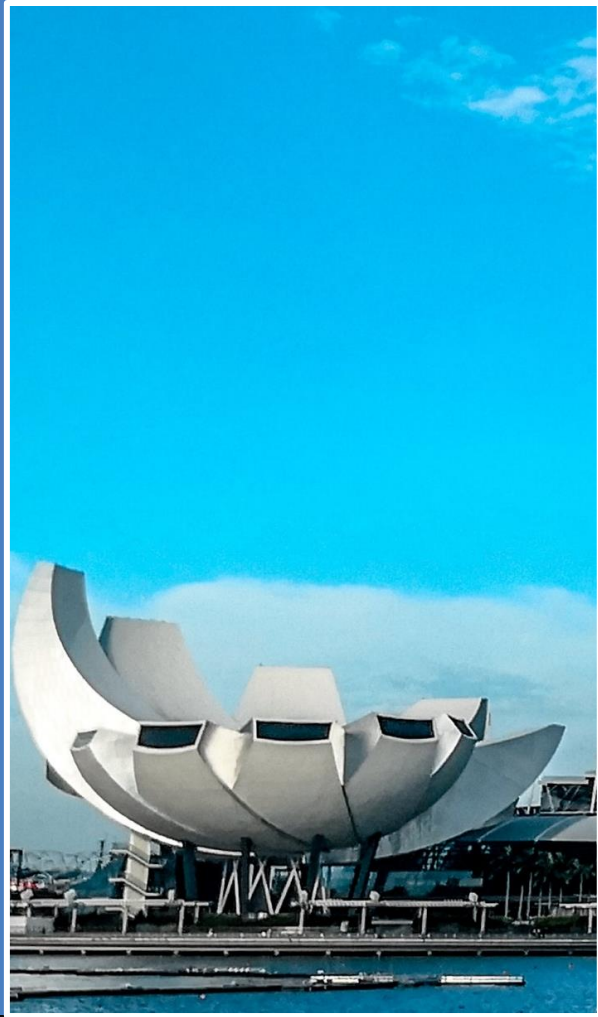
### Ease of Use & Cost-Effectiveness

- Intuitive user interface & platform used by thousands
- Dedicated Customer Care helpdesk for ongoing support to both Buyer & Suppliers
- Subscription based model – no additional or hidden costs.



Q & A





# Thank You

