

This communication is addressed to suppliers of the companies INEO, AXIMA and BOUYGUES ENERGIES AND SERVICES of the EQUANS group, except : Axima UK, Saudi, Engie Axima Singapore, India, Germany, Australia, Malaysia, Turkey / Powerlines : Group, Austria, VLB Leitungsbau, Germany, Belgium, UK, Sweden, Norway, Netherlands, Yenergy, Luxembourg / CNN MCO / Ocis / Froid Comtois / Eurosia France / BIM Factory Poland / Bimly / Froid Climatisation IDF73 / Frigisol / Hydro Therm / Eras / Pierre Guerin / MCI



SOMETHING NEW IN OUR COMMERCIAL RELATIONS FOR 2024: THE E-PROC PROJECT

EQUANS transforms and digitalizes its purchasing: the E-PROC project.

EQUANS is carrying out a worldwide purchasing transformation project called E-PROC. In addition to setting up common rules and governance for all subsidiaries, we are equipping ourselves with a single purchasing platform. The COUPA SaaS solution was chosen at the beginning of the year and is currently in the configuration phase. It will be the day-to-day tool for all purchases of supplies, services and subcontracting within the Group. COUPA will be progressively rolled out to around 20,000 users in France between January 2024 for the pilot areas and the end of that same year.

We aim to improve performance for you and for us by better digitalizing our expense commitment process:

- Increased compliance with payment terms and deadlines
- Reduced supply costs through automation
- Reduced risk of errors

E-PROC changes our relations in three ways:

1. As the roll-out progresses, you will be receiving more and more digitalized orders from us (via Coupa, e-mail, cXML, etc.).
2. Your catalogs will be much easier to find and access at EQUANS. Keeping them up to date can only benefit you. We also offer punch-out access to and from our suppliers' e-commerce websites.
3. You will have access to a Portal that will enable you to follow current tenders that concern you, to retrieve your orders and to interact easily with your usual contacts.

Showcase your catalogs

E-PROC is an opportunity for you to provide us with a complete, up-to-date catalog of your products and services, in line with our Purchasing Strategies. The COUPA tool enables the implementation of hosted catalogs, and the availability of "punch-out" level 1 and "punch-out" level 2 data¹.

You can also communicate on your products' CSR criteria (carbon footprint, reparability index, rate of recycled material, etc.).

Take advantage of the Portal

Via the Portal, you will have access to real-time information on order status and tracking. For tenders, you will receive automatic e-mail notification when a consultation is launched. You can communicate directly with your EQUANS contact via the portal. You will have a clearer picture of the selection decision and the contractual terms and conditions.

Get ready to meet us

You will soon be invited to an information meeting, and will then receive documents or links to learn all about the project and get to grips with the tool, so that you can continue to receive and process EQUANS orders.

As an EQUANS supplier, you are a key contributor to the success of E-PROC. We are counting on you and your responsiveness when called upon!

The EQUANS Procurement Team

Cécile SANNINO
CPO
Equans France

A blue ink handwritten signature of Cécile Sannino.

¹ : Punch-out level 1: the EQUANS user accesses your catalog directly from your Information System
Punch-out level 2: Same as above, but remains on the COUPA platform