SBA May 3, 2021

### Penn Marketplace - Impacts: Automation and Visibility

- On-boarding suppliers/payees
- Integrated Barred Payee/Supplier checks
- Non-PO payment requests and approval workflow
- Foreign currency and Same day payments
- PO to Invoice flips

#### Compliance

- Mitigated private/sensitive information exposure
- Tax, independent contractor/limited engagement and honoraria reviews
- Non-PO to PO migration
- Attachment certification
- Approval audit trail

#### **Remote Capability**

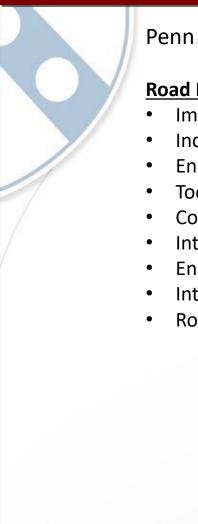
- On-line portal for suppliers/Penn users
- Near Paperless 51% elnvoicing, 42% invoicing to poinv email box, 7% paper invoicing
- Electronic payments up, outsourced check printing to Wells Fargo
- BEN Helps Support Portal



| 1 | 1 |  |  |
|---|---|--|--|
|   |   |  |  |
|   |   |  |  |
|   |   |  |  |

Penn Marketplace Impacts (April 2018 Launch):

|                 | FY18<br>(Apr-Jun*) | FY19  | FY20  | FYTD21 |
|-----------------|--------------------|-------|-------|--------|
| Onboarding      | 5.3k               | 14.5k | 11.8k | 6.0k   |
| Purchase Orders | 49k                | 237k  | 201k  | 139k   |
| elnvoicing      | 36%                | 43%   | 45%   | 51%    |
| PO Flips        | 2k                 | 9k    | 13k   | 10k    |
| Non-PO Payments | 43k                | 41k   | 34k   | 17k    |
| ePayments       | 52%                | 58%   | 62%   | 63%    |



Penn Marketplace - Where we're going:

### **Road Map Considerations**

- Improved user experience/guided shopping
- Increased electronic transmissions
- Enhanced supplier diversity & inclusion features
- Tools to help advance sustainable procurement
- Contract life cycle management
- Integrated competitive bidding
- Enhanced dashboards/reporting
- Integrated quick-payment processes
- Robotic Process Automation

