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The National Joint Powers Alliance and SciQuest Announce Partnership

Partnership to Promote the Heightened Importance of Procurement in Government Agencies

CARY, N.C., April 7, 2009 – SciQuest, Inc., the global leader empowering enterprises to realize the potential of strategic procurement, and the National Joint Powers Alliance® (NJPA), today formally announced a strategic partnership to promote the importance of purchasing strategies that enable government entities to increase the value of every dollar. The partnership reflects the need for technologies and practices that empower agencies to maximize and leverage their buying power.

“It’s no secret that many agencies, from state governments to city school boards, are struggling to advance their missions due to significant budget cuts and staff reductions,” said Stephen Wiehe, president and CEO of SciQuest. “SciQuest and the NJPA represent two proven ways to address that sobering reality by eliminating the time consuming bidding process, providing quick access to high value contracts with leading suppliers and delivering the automation required to realize procurement’s full potential to drive bottom line results. It has never been more important for procurement reform to occur and to bring spending under management.”

SciQuest’s on-demand eprocurement and supplier enablement solutions allow users to purchase the goods and services they need in an online shopping environment similar to those consumers enjoy on popular e-commerce sites. SciQuest makes the entire purchasing process transparent, and provides procurement and financial leaders with the unprecedented visibility into spending required to ensure that sourcing decisions are fair and represent the best value.

The NJPA is a government entity and member-owned service cooperative created by Minnesota statute and enabled by the Joint Powers Law to provide competitively solicited purchasing contracts in cooperation with the Municipal Contracting Law. As a result, the NJPA is able to offer even the smallest public sector and non-profit organizations the benefit of engaging leading suppliers at a price point and level of service that reflects the combined purchasing power of more than 28,000 members.

“The contracts we put in place provide our members with fast and cost-effective access to the goods and services that keep our governments and non-profits working,” said Michael Hajek, director of business development and marketing of the NJPA. “Our partnership with SciQuest stems from our shared vision that today’s procurement strategies and technologies can and will drive significant benefits for taxpayers and the agencies that serve them.”

The NJPA’s membership includes state governments, counties, municipalities, colleges and universities, schools—from kindergarten through twelfth grade—and a wide range of non-profit and charitable organizations. Prices and conditions secured in NJPA contracts are available to all members regardless of size or location.

NJPA contracts cover a wide range of items and services, from office supplies to the construction services required to build new schools and public infrastructure. The NJPA manages the entire bidding process, presenting members with unique access to exceptionally favorable terms and conditions with suppliers while eliminating the significant time and expense of the contract bidding process.

The NJPA and SciQuest enable agencies to overcome the singular challenge of many government entities: Even the best contract cannot deliver on its full value if there is no easy way to make it available to buyers. Current and future SciQuest customers who are members of the NJPA can place the Alliance's contracts on the company's supplier network and make purchases against them with the click of a mouse—making it easier than ever before to realize the significant benefits of membership.

Note: Participation in the NJPA is complimentary for all agencies and non-profit organizations that meet statutory requirements for membership. In addition, members can pick and choose the contracts they wish to use—use of NJPA contracts is optional—from among the many choices the Alliance offers. For more information, visit www.njpacoop.org.

The Economic Crisis and Stimulus Efforts Highlight the Need for Procurement Reform:

SciQuest's solutions are proven to empower organizations to bring spending under management and realize the benefits of a more strategic approach to procurement—savings of five to 20 percent on everything an organization buys. In addition, procurement automation eliminates the time consuming paperwork and workflow, such as approvals, that bog down procurement and purchasing staffs.

For government entities of all sizes, the contract bidding process is equally time-consuming, labor-intensive and expensive—an issue extenuated by the widespread budget cuts and staff reductions now taking place in the public sector. Combined, the lack of automation and access to cost-effective contracts threatens to compromise the ability of agencies to do their jobs or even put stimulus funds to use.

“Most agencies do not have the technologies in place needed to bring their spending under management or track how taxpayers' funds are used,” said Wiehe. “The grim reality is that many agencies will struggle to complete the purchasing process required to put stimulus funds to work in a timely manner unless they take steps to utilize existing national contracts or put procurement automation technologies in place. Ideally, they will do both.”

About SciQuest

SciQuest's procurement automation and supplier enablement solutions empower leading organizations to realize the potential of strategic procurement. The company's specialized knowledge, on-demand software, and service-first approach enable public and private enterprises across the globe to manage spend, drive ROI, and advance their critical missions.

SciQuest's deep understanding of its served vertical markets combined with a broad supplier network and intuitive, online shopping experience increase user and contract adoption while improving operational efficiencies. Through software-as-a-service (SaaS) deployment, organizations can quickly implement the right eprocurement solution to augment existing ERP investments or fully enable all aspects of purchasing from sourcing to settlement.

For more information about SciQuest, please visit www.sciQuest.com or call 877-710-0413 in the U.S. or +44 1794 341182 in Europe.

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