

iSOCO launches improved release of its electronic negotiation solution, iQuotes 4.0

? The IT firm, which specialises in the network economy, has released an expansion to its electronic provider negotiation tool iQuotes 4.0

Barcelona, Octubre 2011.- iSOCO has updated the application in its iQuotes purchasing management suite that supports the entire negotiation process for the acquisition of goods and services, designed to bring up to date the purchasing function in companies and thereby improve business productivity.

The best release of this solution, aimed at responding to the growing need for business efficiency, was launched a few weeks ago to boost the potential of this tool, which enables a purchasing department to negotiate with the supply market in a structured and optimal way.

The iQuotes application administrates the contracting process at all its stages, from need analysis to completion of the operation, including requests for information and prices from providers. One of its main advantages is that it enables the use of online negotiation strategies, particularly useful in the case of sealed bids or auctions.

The professionalisation of the purchasing department as a way to improve business productivity is the focus of iSOCO's ST (Sourcing Transformation) business unit's activity, creating the comprehensive iQuotes Purchasing Management Suite solution. This technology facilitates administration of all of the provider's details, it unifies communication with the supply network through a single channel, it carries out cross-company negotiation processes and, generally, it reduces overall costs and the time taken to acquire goods and services.

The tool, which has been introduced in the main companies in a wide variety of industries, increases the transparency of awarding processes and enables multidisciplinary negotiations based on multiple offer evaluation criteria, rather than just price.

iSOCO's specialised division has been working for over a decade on building company competitiveness by updating technology in purchasing departments. Thanks to this commitment to developing products tailored to the new needs of the market, the firm has established itself in recent years as a leader in the field, a key factor when it comes to successfully undertaking the ambitious process of international expansion that it has just begun.

More information: <http://www.isoco.com/web/guest/branch-de-isoco>

About iSOCO

iSOCO is Spain's foremost ICT company with a clear commitment to internationalisation as a leading technology provider to help companies develop and position themselves in the Network Economy. It has its own R&D centre, iLAB, and it stands as an international leader in semantic technology and artificial intelligence. Its main differentiating factor resides in the combination of a range of services based on proprietary technology.

It was founded in 1999 as a spin-off of the CSIC (the Spanish High Council for Scientific Research) and has a clear global outlook and local presence in the main markets. It is the only Spanish company to appear in the WCM Marketshare2010 and the instigator of the Spanish LinkedData Association (AELID).

With blue-chip clients like Almirall, AstraZéneca, Bankinter, BT, Colt, Grupo Leche Pascual, La Caixa, Repsol YPF and Zurich, among others, iSOCO is internationally renowned and possesses one of the most comprehensive semantic engines in the world: Semanti-K ®
