GREEN TAPE
THE MULTI-SECTOR E-PROCUREMENT PLATFORM FOR EVERY BUSINESS

Partner with us to make Green Tape the e-procurement platform of choice

The Green Tape platform goes beyond being just a modern enterprise SaaS procurement solution built on Cloud. **It is an entire suite of procurement related modules to support any business**.

The Green Tape platform, through full automation, increases efficiency, accuracy, transparency, and auditability of the entire procurement lifecycle, provides a choice of multiple suppliers, reduces direct and indirect costs to businesses, and allows rapid deployment with no infrastructure investment required.

Suite of procurement related modules & services

In addition to the Green Tape enterprise procurement platform, we offer other complementary modules and services to support any business.

GREEN TAPE GroupBuy	**GREEN TAPE** OpenSale	**GREEN TAPE** BidDown	**GREEN TAPE** Docs	**GREEN TAPE** ProcMS
LET THE MARKET FIND YOU.	LET THE MARKET FIND YOU.	LET THE MARKET FIND YOU.	LET THE MARKET FIND YOU.	LET THE MARKET FIND YOU.
Aggregator	**e-Auction**	**Reverse Auction**	**Contract Management**	**Managed Services**
Delivers high-volume orders to suppliers by aggregating common requirements from multiple buyer companies.	Enables companies to auction off used items, repossessed assets, and excess inventories through online.	Transforms the buying experience once the buyer initiates the process to procure a specific products or service. In this unique auction format potential suppliers compete by submitting bids with progressively lower prices in real time.	Docs is a Contract Management System designed to effectively manage the end-to-end lifecycle of a company's current and future contracts in one workspace.	To complement our procurement platform, we partner with organisations to design a procurement services package that meets their requirements (augment or outsource so that they can focus more on their core business.
Suppliers receive notifications of bulk orders in their expertise and can submit bids.			E2E process: request, draft, version control, finalise, stamp, store and manage (post contract governance).	

Why Green Tape?

Full automation

With full automation, the platform provides companies with the ability to reduce both direct and indirect procurement related costs. It enables companies to list and evaluate multiple bids against pre-defined criteria using the supplier-buyer matching engine, as well as formalize the entire procurement process efficiently and quickly.

Transparency

For companies that value and demand transparency in their procurement process, Green Tape enables digital requisitions and management approval including an audit trail of every step for periodic and comprehensive audits. The platform also allows companies to do real time budgeting and reporting which delivers both tactical and strategic insights on procurement spend and market data.

User friendly platform that is easy to use and maintain

We have taken the complexity out of the procurement process and made Green Tape an easy-to-use platform with minimal training and zero technical maintenance required.

Rapid deployment and minimum infrastructure needs

As a Cloud-based platform, Green Tape does not require hardware and software installation, and therefore, enables seamless rapid deployment with no infrastructure investment needed, making it the perfect platform for any company.

Cost savings on goods and services

The wider choice of suppliers and the creation of a competitive marketplace delivers savings to companies.

Low Total Cost of Ownership

Since Green Tape is a modern Enterprise SaaS Cloud-based platform built on AWS, companies do not have to procure any infrastructure to use Green Tape. We also offer companies an attractive and innovative fee structure that makes Green Tape very affordable.

Why partner with us?

Primary GTM strategy

Using channel partners is AVM's primary Go-to-Market (GTM) strategy. We prefer to partner with local firms who intimately understand their respective markets and have extensive existing networks to market and sell Green Tape.

Attractive commission structure

Our generous commission structure is focused on incentivising our partners to invest in marketing and selling Green Tape as well as establishing long term relationships with both customers and partners through a trailing commission structure.

Training and GTM support

We ensure our partners are enabled to successfully market and sell Green Tape through extensive training and support. We work closely with our partners to develop marketing collateral that is localised to ensure market fit and effectiveness.

Implementation and support

Our channel partners could choose to implement the Green Tape platform and/or provide customer support on a chargeable basis to customers or leave these tasks to AVM. Since Green Tape is built on Cloud and is provided as a SaaS enterprise solution, no maintenance (upgrades, etc.) work is required.

Who would be our perfect partner?

If your company:

- is in the e-commerce enablement, digital transformation/automation, process re-engineering, systems integration, or procurement consulting space,
- has extensive existing networks and customers, and
- has an excellent reputation as a vendor/solutions provider and/or services provider,

we would like to hear from you about being a Channel Partner for marketing and selling Green Tape.

If you would like to register your interest, the process is quite easy:

1 Go to **www.greentape.sg** and choose the 'About Us' tab

2 Click on '**Partners**'

3 Provide your contact details, complete the '**Subject**' and '**Message**' sections, and then click '**Submit**'