

PROCUREMENT-READY INTEGRATIONS (ARIBA, COUPA, ORACLE & MORE)

FullWorks is procurement-ready out of the box. Our white-labelled shops integrate directly with leading enterprise systems like SAP Ariba, Coupa, and Oracle (plus others) via punch-out catalogues. Corporate buyers simply “punch out” from their internal procurement platform, shop in your branded FullWorks store (with all our specialised shop types, personalisation, and global fulfilment), then return the cart seamlessly for approval and PO generation. No rogue spending. No manual data entry. Real-time everything.

OVERVIEW: HOW PUNCH-OUT WORK WITH FULLWORKS

1. Corporate buyers click your supplier link inside Ariba, Coupa or Oracle.
 2. They land in your tailored FullWorks specialised shop (e.g. Employee Rewards, New Starter, Marketing Collateral etc.).
 3. Real-time stock, negotiated pricing, restricted items, bundle suggestions, points redemption and global shipping rates appear instantly.
 4. Cart + order details punch back automatically - complete with taxes, duties (Avalara), and approvals.
 5. Order routes straight to your Fulfilment team via Mintsoft/Veeqo sync (if applicable).
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BENEFITS FOR CORPORATE CLIENTS

- **Compliance & control** - Only approved products, contract pricing, and role-based approvals; rogue spending is eliminated.
- **Speed & efficiency** - Real-time inventory and pricing; typical procurement costs drop significantly (*From Manutans research: manual orders often £109+ vs £75 automated*).
- **Spend visibility** - Full audit trail and reporting inside corporate clients existing system.

BENEFITS FOR YOU (THE MERCHANTISER)

- **Win more tenders** - Show seamless integration in pitches; corporates prioritise suppliers already plugged into their procurement stack.
 - **Higher repeat business & AOV** - Frictionless ordering drives more frequent and larger purchases (specialised shops + bundles boost conversions).
 - **Less admin** - Maintain one live catalogue; changes (pricing, stock, new products) update instantly for every client.
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WHY PROCUREMENT INTEGRATION MAKES YOUR RELATIONSHIP ‘STICKY’

Punch-out turns your shop into part of the client’s daily procurement workflow. Buyers stay inside their familiar system, yet enjoy your full e-commerce power. This convenience + compliance creates loyalty: preferred-vendor status, easier upsells, and reduced risk of competitors displacing you. Industry data shows suppliers with punch-out integrations retain clients longer and win more corporate spend.

Ready to activate?

Simply get in touch with your FullWorks account manager. Let’s make your corporate clients’ procurement effortless - and your relationship unbreakable.