The main benefits of COINS Electronic Trading Community (COINS-etc) include:

- Process cost savings.
- No re-keying of information.
- Auto-matching of invoice and order.
- Reduced number of invoice queries.
- Automatic cost allocation.
- Clear audit trail of all transactions.

Significant spending often occurs outside authorised purchasing agreements, resulting in significantly higher acquisition costs. Automating the procurement process represents a great opportunity to achieve significant bottom-line savings, whilst improving internal processes and service levels.

COINS-etc enables trading partners in the construction industry to transfer electronic data within a secure environment. For example, companies can exchange commercial documents such as invoices and orders with their trading partners. All transferred data is in a structured format to facilitate data exchange between different applications. Messages are integrated directly into the COINS eCommerce module, where the data then automatically populates the core procurement and financials elements of the COINS system.

Leading construction companies and suppliers are joining the COINS Electronic Trading Community in ever-increasing numbers, placing COINS-etc firmly at the heart of the construction industry.
Benefits to COINS Clients

Invoices can be automatically matched against the purchase order and goods received data. This offers significant benefits:

- Reduces time spent processing high volume/low value orders, thus allowing more of your Buyer's time to be focused on achieving the best deals.
- Automates processing of invoices with management of errors by exception.
- Results in fewer errors so fewer queries are escalated to senior management due to disputed bills.
- Offers more efficient delivery and payment processes together with improved supply chain relationships.
- Achieves significantly better deployment of skilled staff by freeing their time from administrative tasks.
- Reduces risks through audit trail and history tracking.
- Collects accurate purchasing information that will support better buying decisions.
- Provides greater job satisfaction and staff retention.

Benefits to Suppliers

COINS-etc also offers many benefits to suppliers

- Lower administrative costs.
  - Complete and accurate order information.
  - Elimination of re-keying for order processing.
  - Certainty of invoice delivery.
  - Reduced number of disputed invoices.
- Increased sales.
  - Access to all COINS users.
- Improved cash flow.
  - Reduced delays in payment caused by invoice queries.
  - Earlier customer invoice processing.
  - Full audit trail helps resolve disputes more quickly.
  - Eliminates delays associated with consolidated invoices.
- Higher customer retention and increased account penetration.

Key Procurement Processes

COINS-etc supports key business processes:

- Electronic Catalogue Procurement: a standard "web service" message that retrieves product and pricing details from online catalogues during a standard COINS order processing session.
- Open Ordering: an order that is placed by telephone or by staff visiting the supplier. The supplier then sends an electronic acknowledgement that is automatically checked for price by COINS before being imported into the COINS order system.
- Electronic Invoices: these are automatically loaded onto the Purchase Invoice Workbench, where they are automatically validated before posting to the Purchase Ledger.