



Hosted vs. Punchout Worksheet

The following is meant to be an aid in determining whether a catalog is better suited to a hosted or punch-out type.

	Hosted	Punch-out
Supplier	<ul style="list-style-type: none"> <input type="checkbox"/> Has competition, in the eProcurement system, for the same products. <input type="checkbox"/> Is relatively new to ePro or has low tech support. 	<ul style="list-style-type: none"> <input type="checkbox"/> Is a single or primary provider of the product. <input type="checkbox"/> Has a robust online selling and ePro presence.
Products	<ul style="list-style-type: none"> <input type="checkbox"/> The list of products is limited (hundreds or low thousands). <input type="checkbox"/> Product turnover and pricing changes are infrequent. <input type="checkbox"/> Products are sold in 'off the shelf' state (i.e., require no configurations). 	<ul style="list-style-type: none"> <input type="checkbox"/> The list of products is extensive (hundreds of thousands to millions). <input type="checkbox"/> Product turnover and/or pricing are relatively dynamic. <input type="checkbox"/> Products frequently require configurations (ex. Furniture, technology, oligos).
Tech/Features	<ul style="list-style-type: none"> <input type="checkbox"/> No additional functions or features would assist the user in the purchase of the products from this supplier. 	<ul style="list-style-type: none"> <input type="checkbox"/> Quote functionality is available from the supplier and applicable to the product (ex. items may be bundled for a project, such as a new lab or classroom set up, where having the sales rep put together a list of requested SKU will expedite ordering). <input type="checkbox"/> Additional information or documentation on the products would assist buyers (ex. MSDS sheets) and is available from the supplier.
Total boxes marked		