

Procure to Pay Overview

ISS Group Introduction

- Founded in 1986 (www.ISSGroup.com)
- CEO, and host of today's webinar, Andrew Weinstein
- Has been a reseller and professional services provider of various ERP, CRM and SCM applications since 1986 focused on the Manufacturing and Distribution Industries (QAD Reseller 1995 – 2000)
- Currently is a developer and provider of web-based Business Process Improvement (BPI) Solutions exclusively for the QAD User Community



Some of our Clients...

Life Sciences



Industrial/ Automotive



Consumer Products



What is *Procure to Pay* (P2P)?

Procure to Pay is the **PROCESS** of purchasing material...

.... thru Supplier payment



What activities are in the *Procure to Pay* **Process**?



Sourcing/RFQ

What activities are in the *Procure to Pay* Process?



Sourcing/RFQ

Maintaining Supplier
Pricing Catalogs

What activities are in the *Procure to Pay* Process?

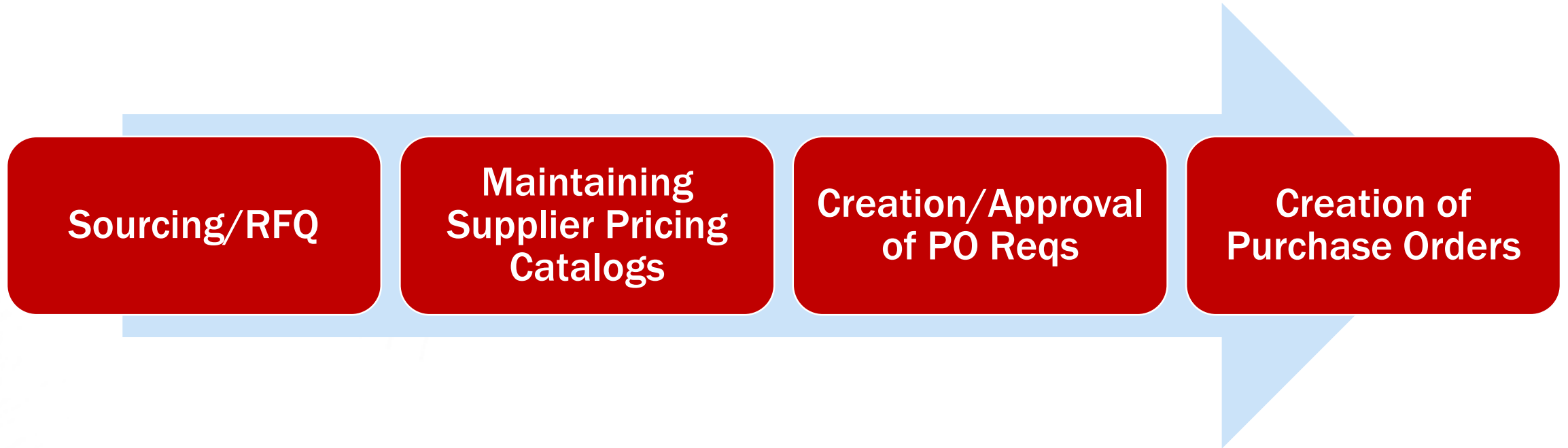


Sourcing/RFQ

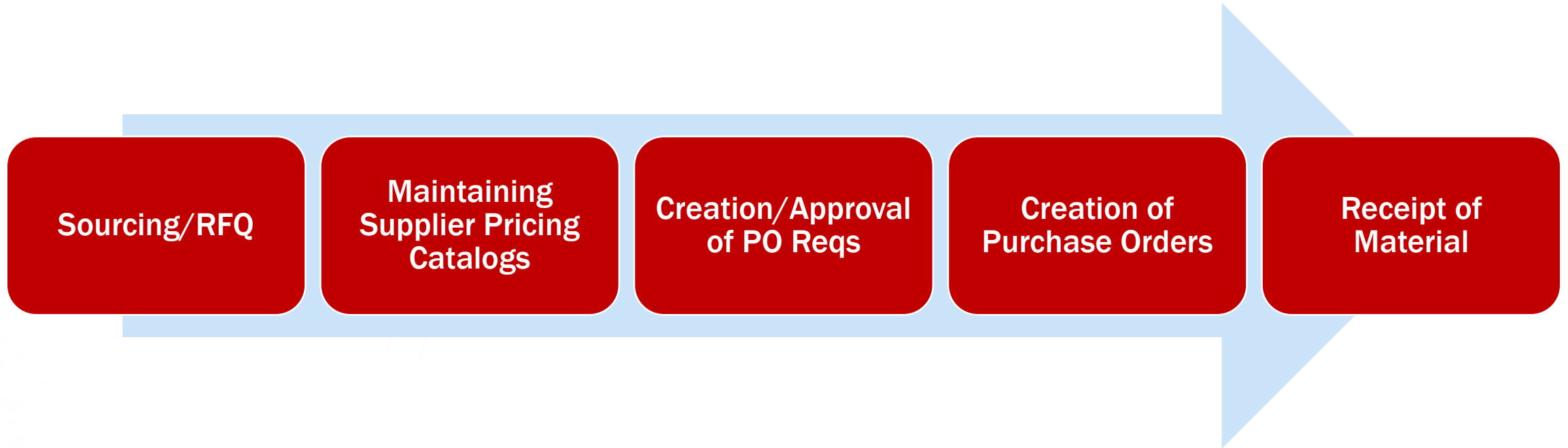
Maintaining Supplier
Pricing Catalogs

Creation/Approval
of PO Reqs

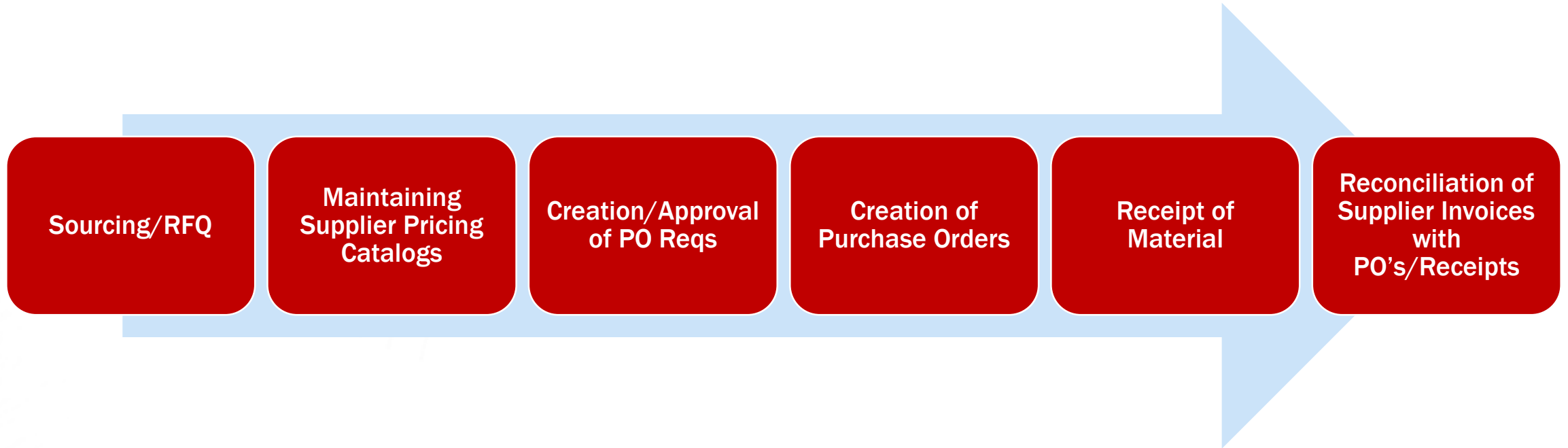
What activities are in the *Procure to Pay* Process?



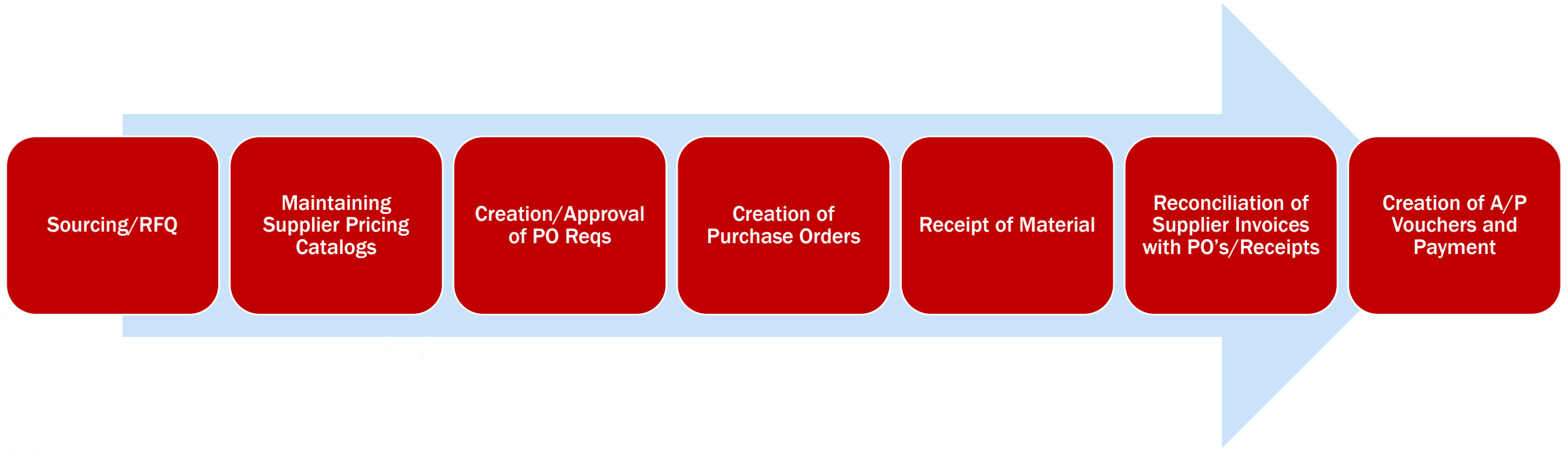
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What are the benefits of *Digitizing* the P2P Process?

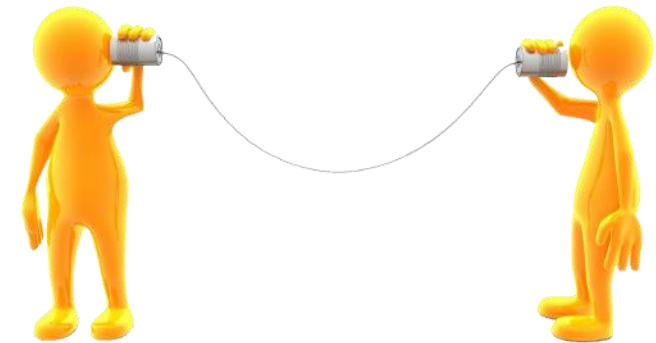
Some of the benefits our Clients have achieved include:

- ✓ **Negotiate better pricing**
- ✓ **Enforce pricing control and eliminate maverick spend**
- ✓ **Reduce purchasing process cycle time/cost**
- ✓ **Reduce auditing costs**
- ✓ **Reduce handling of paper**
- ✓ **Improve employee productivity**
- ✓ **Improved process visibility/tracking**



Digitize the Process

- IT Business Solutions development and implementation methodology for ***transforming Business Processes from Analog to Digital***
- **Not only automation!**
- Leveraging 21st Century Technology to facilitate the 3 C's
 - ✓ ***Communication***
 - ✓ ***Collaboration***
 - ✓ ***Connectivity***



More specifically...

**Connecting People and Processes
via the Cloud, Mobile Devices, Social Media
with Approval Routing and Workflow Technology**



AART™ : Approval Routing and Workflow Technology

- ✓ Route electronic Process Forms for review and change/approval
- ✓ **Configurable user defined routing rules based on any data within Process Form, unlimited number of rules**
- ✓ Dynamic routing based on rules upon Process Form submission
- ✓ eMail and Text alerts for approvers and requisitioners
- ✓ Simultaneous/sequential and group approvals, out of office designation
- ✓ Unlimited retract and re-submit Process Form attempts
- ✓ Re-routing upon Process Form change
- ✓ History of all Process Form approval attempts
- ✓ Process Form queue for approvers
- ✓ User/time date stamp auditability

Data collected by Aberdeen indicate that **Best in Class** businesses are digitizing their business for the following reasons:

- 46% to **promote collaboration** between business processes and business units
- 29% to manage cases based on goals rather than rigid processes
- 29% to create **more intelligent workflows**
- 21% to remap and **re-engineer business processes** to be more efficient
- 21% to decrease response times to internal and external events

Going Paperless ROI*

- ✓ Avg. paper document takes **18 minutes** to locate
- ✓ Paper document filing costs avg. **\$20/doc**
- ✓ Misfiled docs cost **\$125/doc**
- ✓ Lost documents cost **\$350-\$700/doc**
- ✓ Paper usage in most businesses grows **22% annually**
- ✓ Each 4 drawer file cabinet contains approx. **10K docs** and takes up to **9 sq. ft.** of floor space costing approx. **\$1500/year** to maintain
- ✓ Every **12** file cabinets requires **1** additional employee to maintain

**Based upon studies by Price Waterhouse, Gartner and Forrester*

eProcurement generates REAL cost savings!

“On average, e-procurement solutions reduced requisition-to-order cycle cost and time by 49% and 65%, respectively.”

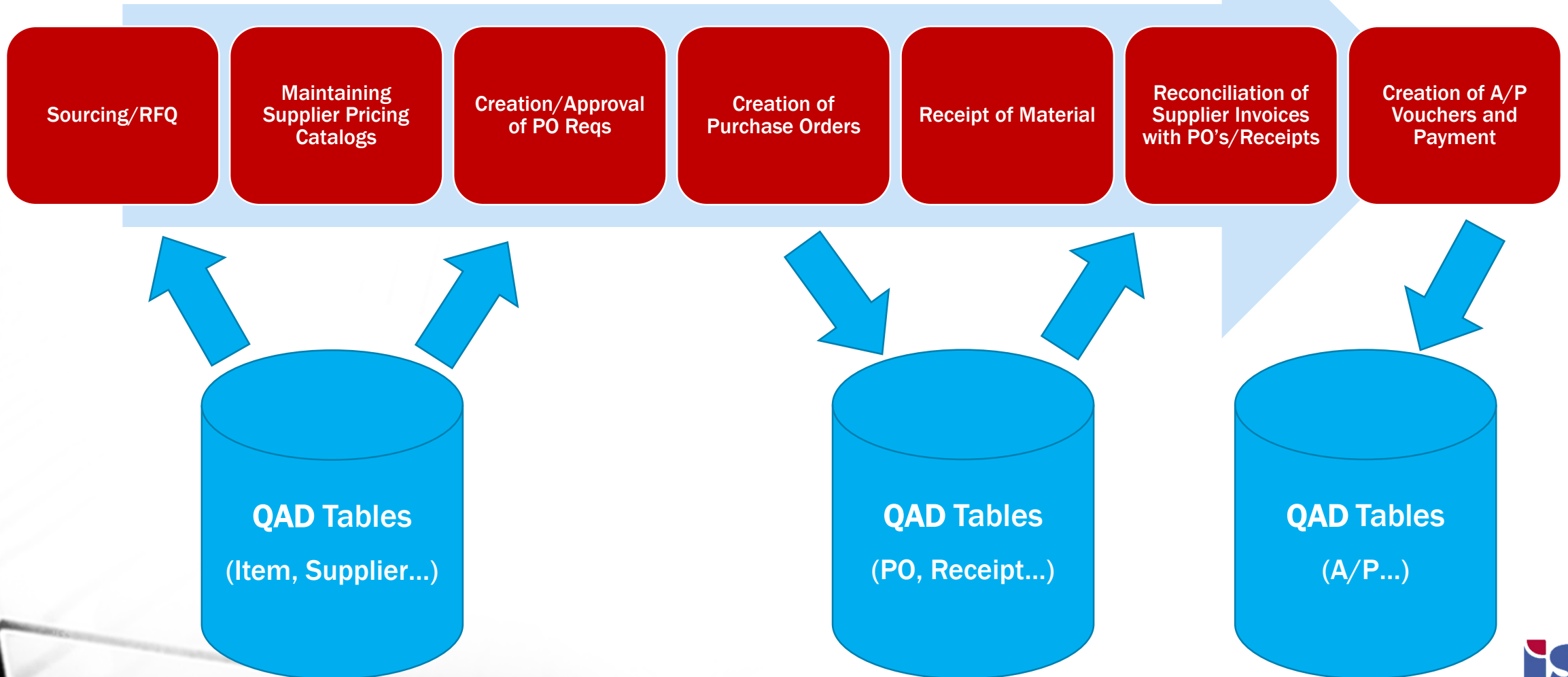
The e-Procurement Benchmark Report - Aberdeen

<u>Performance area</u>	<u>Before</u>	<u>After</u>
Requisition-to-order costs	\$51	\$26
Requisition-to-order cycle time	9.6 Days	3.4 Days

Source: Aberdeen Group

The ISS Group *Procure to Pay* Solution Bundle

iPurchase + iVoucher



The ISS Group *Procure to Pay* Solution Bundle

iPurchase

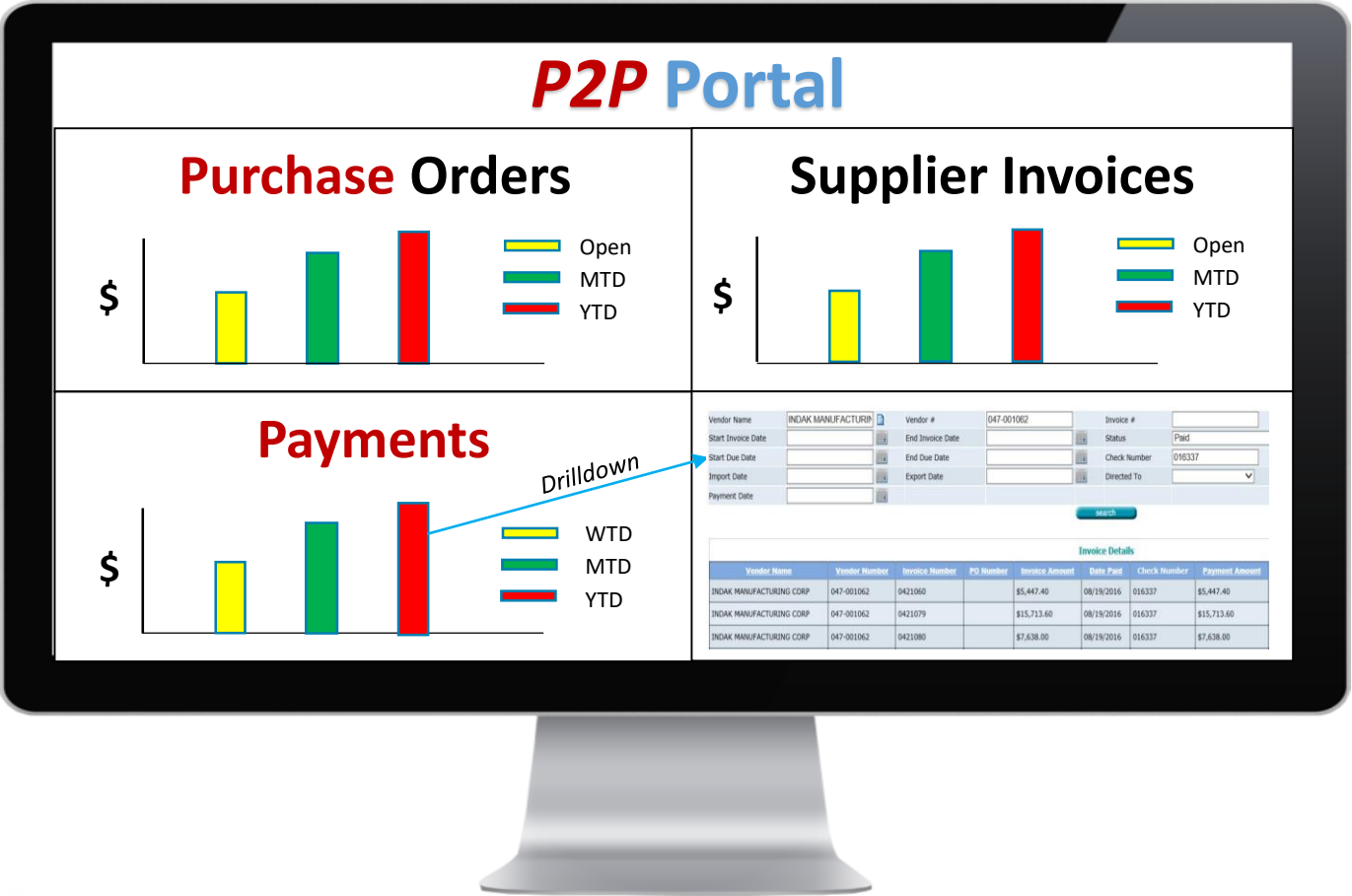
- **Pre-Integrated with QAD EE, SE and EAM**
- **100% Web-Based (24x7 access), Mobile Functionality**
- **Configurable Rules Based Workflow for Collaboration, Issue Resolution and Approval**
- **Auto create QAD Purchase Order upon Requisition approval**
- **Create Supplier Request for Quotation (RFQ)**
- **Supplier Catalog Management**
- **Create PO Requisition and create Supplier Pricing Catalogs from Supplier Quotes**
- **Create electronic Purchase Order Requisitions for routing and approval**
- **eCommerce Shopping with all Major Suppliers (Punchouts)**
- **Project Budgeting/Spend Tracking**
- **Purchasing Analytics (UNSPSC)/Process Metrics**

The ISS Group *Procure to Pay* Solution Bundle

iVoucher

- **Pre-Integrated with QAD EE and SE**
- **On-premise or Cloud Based Deployment**
- **E-Invoicing**
- **OCR Invoice Capture**
- **Process both PO and non-PO Invoices**
- **2-way and 3-way electronic PO/receipt/invoice reconciliation**
- **Configurable Rules Based Workflow for Collaboration, Issue Resolution and Approval**
- **Create QAD A/P Vouchers upon Invoice approval**
- **Invoice and related documents storage and retrieval**
- **Payments Analytics**

The ISS Group *Procure to Pay Portal**



**to be released in early 2017*

Copy of Presentation

A download of this presentation will be available on the ISS Group Blog page at:

www.ISSGroup.com/news

Learn more about ISS Group and our Solutions

www.ISSGroup.com

Questions?

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Thank You!