

# Project Snapshot

## ISS Group's iPurchase™ Solution Further Improves Productivity and Reduces Costs for John Crane Inc.

### Challenge

John Crane Inc. (John Crane) is one of the world's largest manufacturers of mechanical seals and associated products. They needed to replace their existing third-party application for purchasing non-production supplies and services, since it was incapable of integrating with their MFG/PRO® ERP Solution. The old system did not allow for such things as direct use of supplier catalogs by users or control of the purchase process. John Crane purchases a significant amount of non-production items on an annual basis and they needed to ensure they could work with their suppliers to provide contract-priced items easily to the users with full financial control inside MFG/PRO while avoiding lengthy, end-of-month corporate purchase card reconciliations.

Since John Crane was already working with ISS Group on several other projects, they asked them to review their existing MRO Requisition Management product to determine if it could be expanded to meet all of their requirements. ISS Group's challenge was to eliminate the duplicate data entry in both the competing system and MFG/PRO applications, satisfy the full purchasing functionality John Crane required, as well as reduce purchasing costs.

### Solution

John Crane chose the ISS Group's iPurchase solution, which achieves the full integration with the MFG/PRO system. It also eliminates duplicate data entry, as well as provides full email-based approval workflows and "punch-outs" to supplier catalogs for users to make selections with automatic bring-back of selected items into a PO requisition. The entire system can now be accessed using a Web-browser interface anywhere in the world, and integrates with John Crane's internal email system for notifications and approvals.

*"The switch [to iPurchase] has been a success. We have accomplished all of our target objectives at the start of the project and have already achieved cost reductions, productivity improvements, and improved administration...our users have found that this new solution allows them to significantly improve their ability to perform their job, and management has achieved the financial controls they needed to support our business going forward."*

Al Grossmann, eBusiness Manager  
John Crane Inc.

By using ISS Group's integration technology as the foundation of this solution, John Crane can achieve seamless, real-time integration between the iPurchase solution and the MFG/PRO ERP system. iPurchase uses industry standard XML format data integration from supplier's catalog systems. Since all final transactions happen in the MFG/PRO ERP system, a complete integrated solution was delivered.

## Benefits

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According to Al Grossmann, eBusiness Manager of John Crane, ***“The switch has been a success. We have accomplished all of our target objectives at the start of the project and have already achieved cost reductions, productivity improvements, and improved administration by eliminating the need for Purchase Cards and providing direct payment options to suppliers from our MFG/PRO system. Based on these results, we will be able to better leverage our MRO spend. And, our users have found that this new solution allows them to significantly improve their ability to perform their job, and our management has achieved the financial controls they needed to support our business going forward.”***

