

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

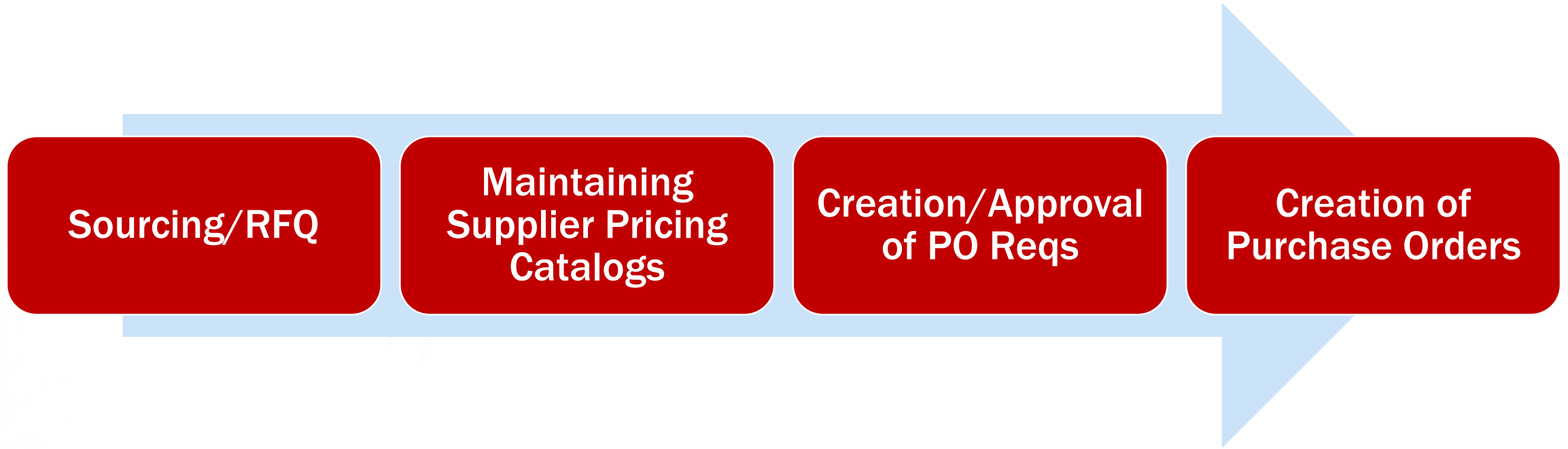
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Sourcing/RFQ

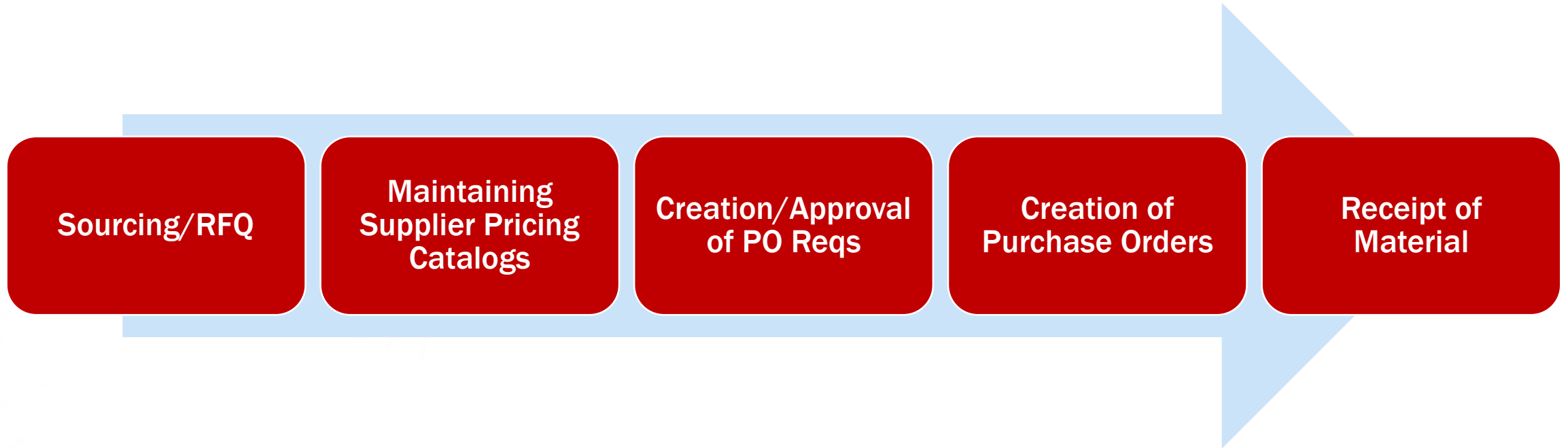
Maintaining Supplier
Pricing Catalogs

Creation/Approval
of PO Reqs

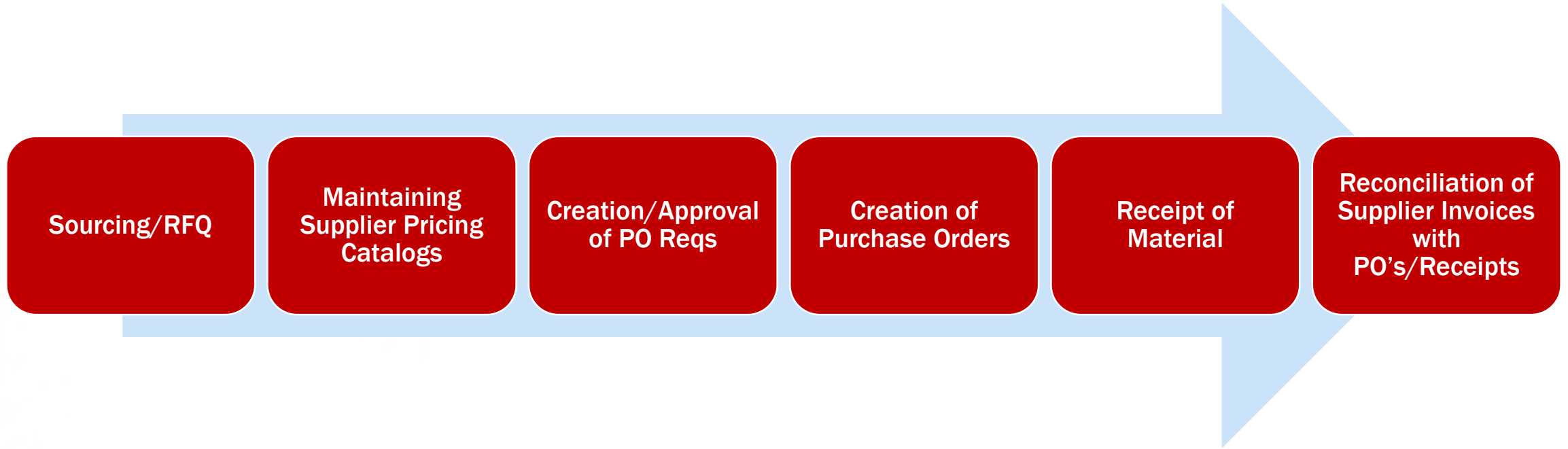
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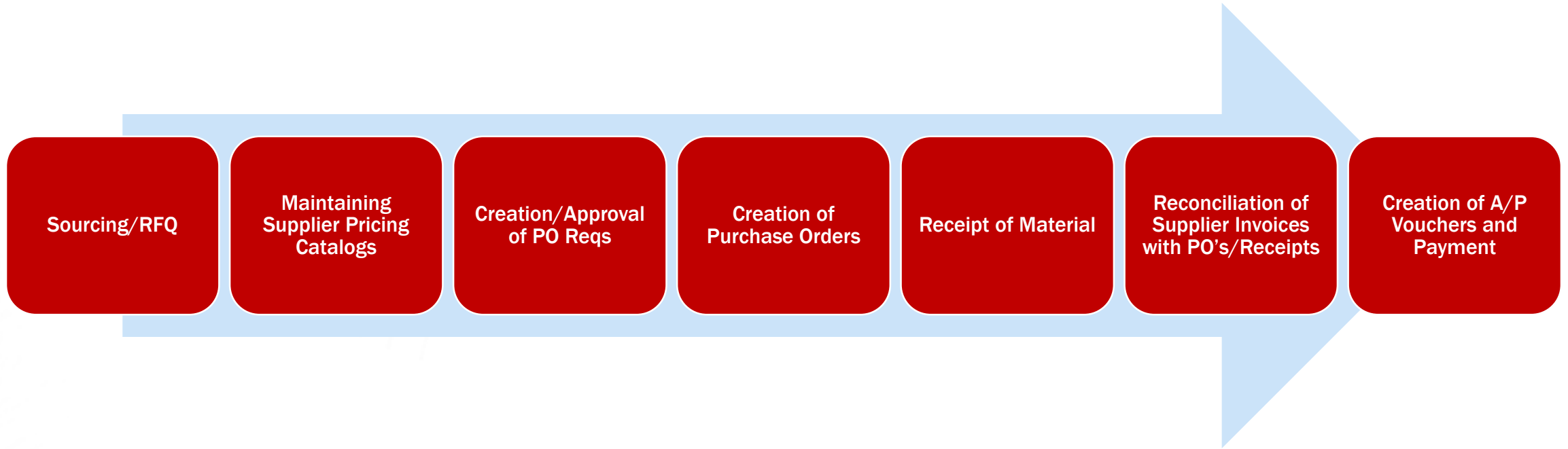
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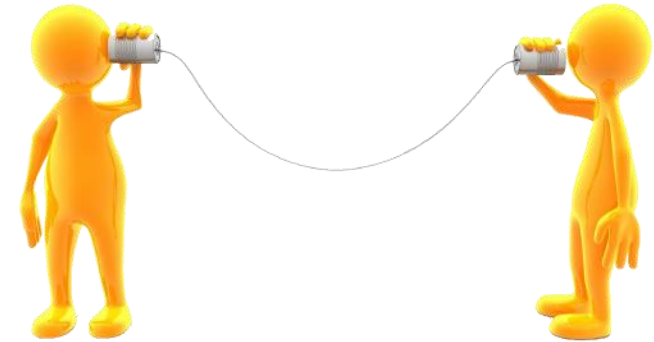


What activities are in the *Procure to Pay* Process?



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

Supporting Research

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.”

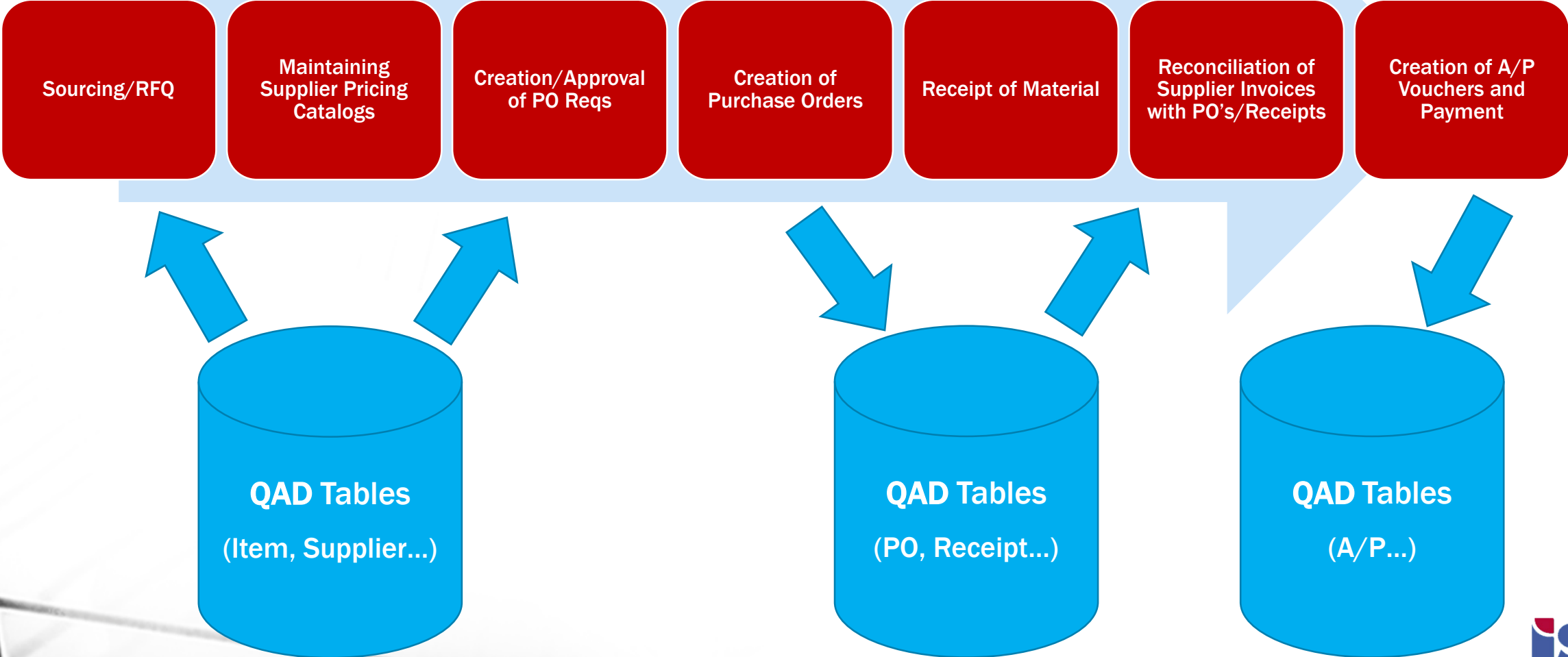
The e-Procurement Benchmark Report - Aberdeen

<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

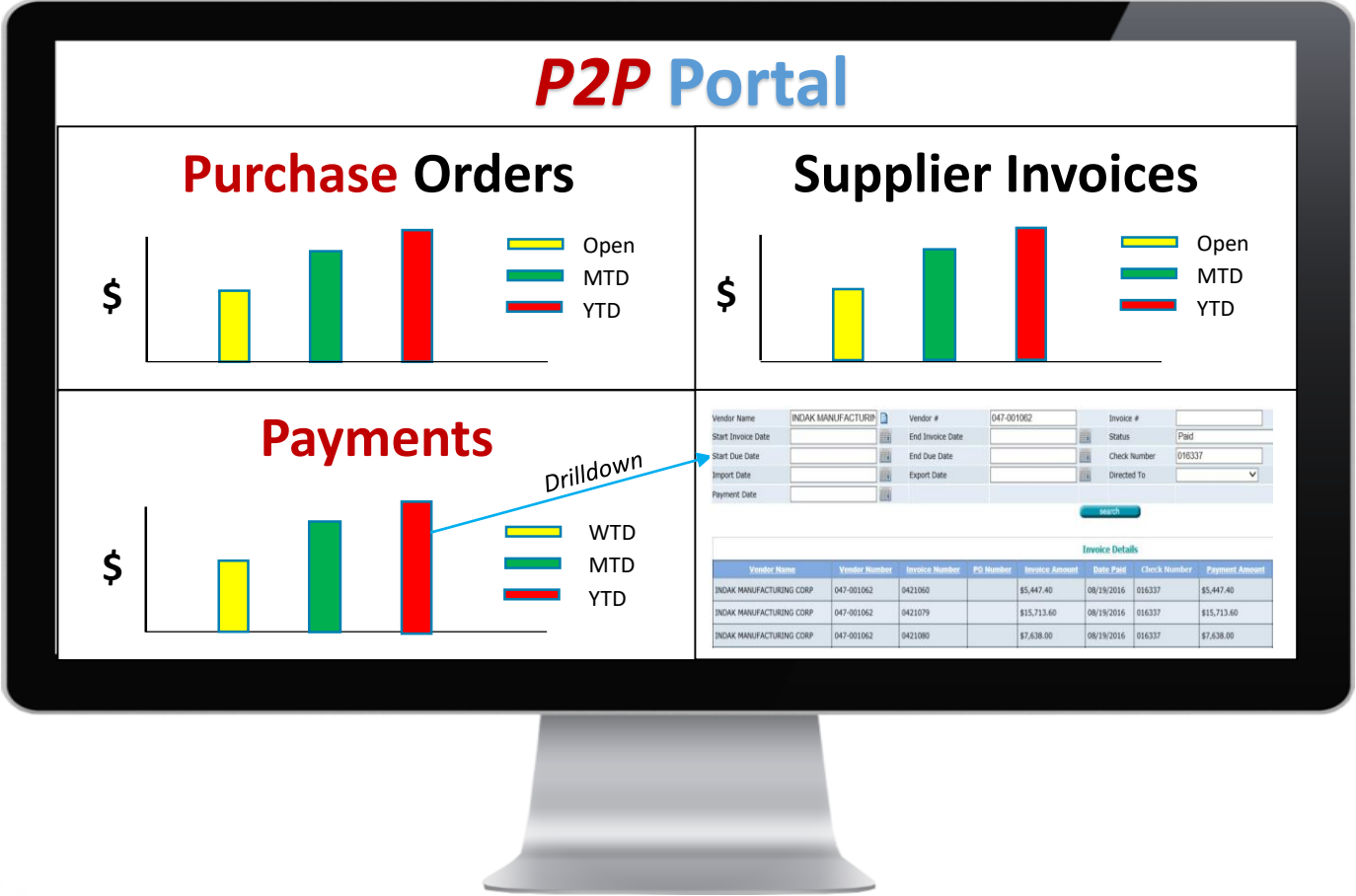
- Pre-Integrated with QAD EE, SE and EAM
- 100% Web-Based (24x7 access), Mobile Functionality
- Configurable Rules Based Workflow for Collaboration, Issue Resolution and Approval
- Auto create QAD Purchase Order upon Requisition approval
- Create Supplier Request for Quotation (RFQ)
- Supplier Catalog 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

The ISS Group *Procure to Pay* Solution Bundle **SPECIAL!**

- ✓ 25% of iPurchase Users required, or 25 iPurchase Users, whichever is HIGHER, for **FREE***
- ✓ 25% of current Invoice volume, or 250 Invoices/Month, whichever is HIGHER, processed for 3 months for **FREE***

Need 50 iPurchase Users, get 25 additional Users for FREE. Need 200 iPurchase Users, get 50 for FREE. Need 500 iPurchase Users, get 125 for FREE, ...and so on!!

This offer translates into a minimum savings of over \$10,000!

*offer valid till 12/31/16

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!