



**Simplify**  
**the**  
**Procure to Pay Process**

# What is *Procure to Pay* (P2P)?

*Procure to Pay* is the **PROCESS** of

**Purchasing Material ..... thru Supplier Payment**



# 'How to' Simplify the Procure to Pay Process?

***Digitize these 7 Key Process Activities***



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

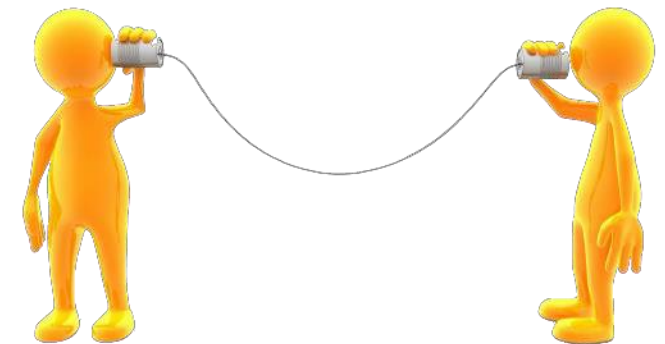
Some of the benefits our Clients have achieved include:

- ✓ Negotiate better pricing
- ✓ Enforce pricing control and eliminate maverick spend
- ✓ Reduce purchasing process cycle time/cost
- ✓ Reduce handling of paper
- ✓ Improve employee productivity
- ✓ Reduce auditing costs
- ✓ 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 21<sup>st</sup> 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 Multi-Dimensional Approval Routing Technology**



# 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*

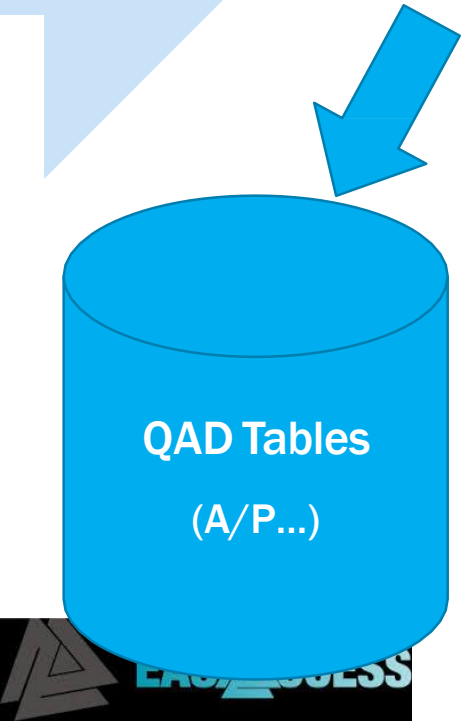
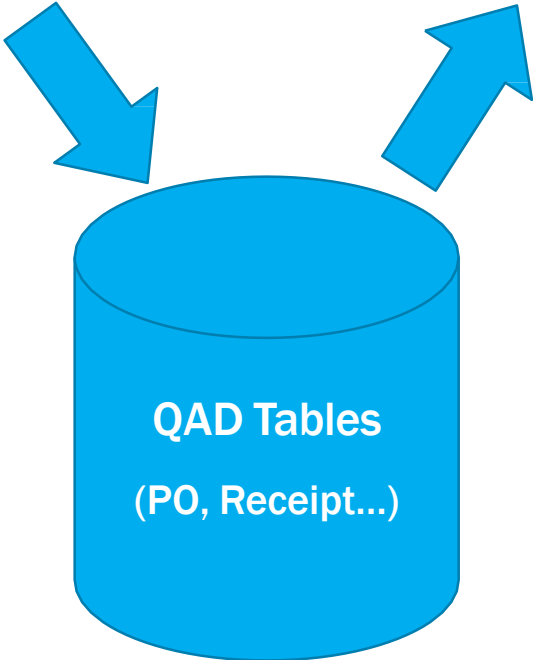
<u>Performance area</u>	<u>Before</u>	<u>After</u>
Requisition-to-order costs	\$51	\$26
Requisition-to-order cycle time	9.6 Days	3.4 Days

Source: Aberdeen Group



# The ISS Group/Easy Access Procure to Pay Solution

## iPurchase™ + iVoucher™



# **iPurchase™ - Purchasing Management**

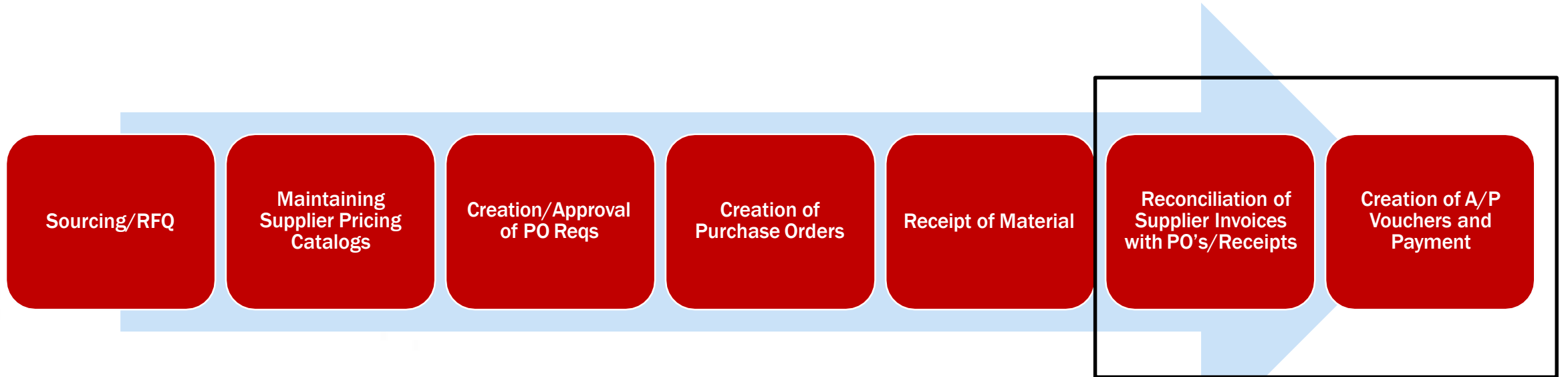
- Pre-Integrated with QAD EE, SE and EAM
- Web-based Solution offering On-premise or Cloud Deployment, Mobile Functionality
- Configurable Rules Based Routing for PO Requisition Approval
- Create PO Requisition and create Supplier Pricing Catalogs from Supplier Quotes
- Create electronic Purchase Order Requisitions for routing and approval
- Auto create QAD Purchase Order upon Requisition approval
- Create Supplier Request for Quotation (RFQ)
- Supplier Catalog Management
- eCommerce Shopping with all Major Suppliers (Punchouts)
- Project Budgeting/Spend Tracking
- QAD MRP Action Center
- Purchasing Analytics (UNSPSC)/Process Metrics



# **iVoucher™ - A/P Automation**

- Pre-Integrated with QAD EE and SE
- On-premise or Cloud Based Deployment
- E-Invoicing
- OCR Invoice Capture
- Process both PO (Consignment and non-Consignment) 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

# iVoucher™ - Case Study



**A/P Automation**



**Sean Brown**  
IT Manager

 **iVoucher™**

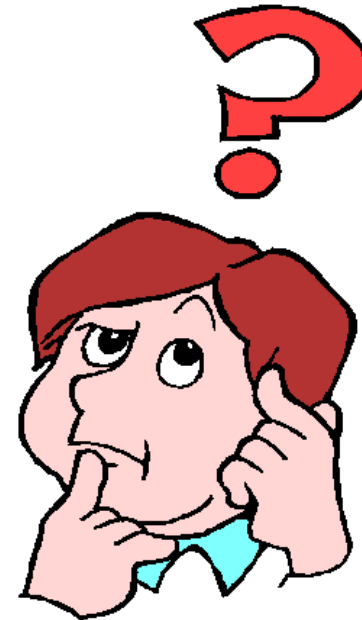


## □ A/P Automation at former Employer (large QAD User)

- Background of Employer
- Requirements
- Problems faced with 'other' Solution

## □ Introduction to iVoucher™

- Skepticism
- Consignment Requirement a MUST!



# Objectives

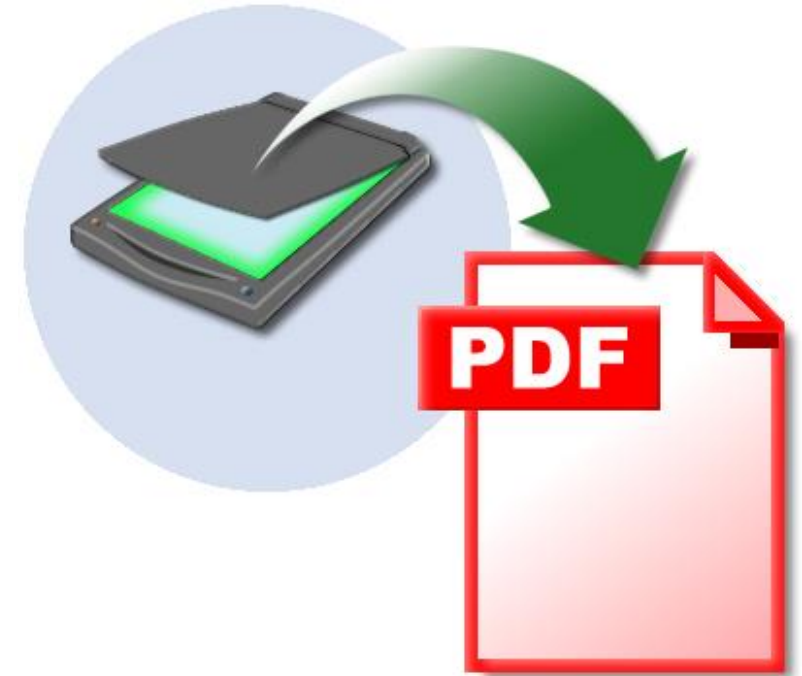
- **Able to process large Invoices**
- **Reduce time to enter Invoices into QAD**
- **Turn A/P resources into business partners**
  - **Free-up resources to perform ad-value activities**
- **Reduce time to reconcile Invoices to PO/Receipts**
- **Improve on-time payments and take advantage of payment discounts**
- **Reduce/eliminate 'lost' Invoices**





# Why iVoucher™?

- ✓ **Outsource OCR Process**
  - Improve scanning accuracy (tags)
- ✓ **Able to process consignment Invoices**
- ✓ **SaaS deployment**
- ✓ **Configurable rules/Approval routing**
- ✓ **Cost effective**
- ✓ **Quick implementation**
- ✓ **Ease of use**
- ✓ **Reduction of paper!**



# Small PO Invoice Pairing and Matching



630-600-3600  
 630-834-9427 (fax)  
 chi.sales@mcmaster.com

## Invoice

Billed to  
 ATTENTION: BRAD PENNALA  
 SOMERO ENTERPRISES INC  
 P O BOX 309  
 HOUGHTON MI 49931-0309

Purchase Order	184528
Total	\$119.72
Invoice	45954057
Invoice Date	9/14/17
Payment Terms	2% 10, Net 30
Deduct \$2.39 on merchandise if paid by 9/24/17.	

Shipped to  
 Attention: Brad Pennala  
 Service  
 Somero Enterprises Inc  
 46980 Hwy M26  
 Houghton MI 49931

Mail Payment to    McMaster-Carr  
                                  PO Box 7690  
                                  Chicago IL 60680-7690

Your Account        281860700

Brad Pennala placed this order.

Line	Product	Ordered	Shipped	Balance	Price	Total
1	80625A38 Washdown Cam Latch, Wing-Handle, with 1 Offset Cam, Black-Painted Zinc	10 Each	10	0	8.50 Each	85.00
2	7236K95 Alligator Clip, Banana Jack Connection, Nickel Plated Steel, Black	8 Each	8	0	1.96 Each	15.68
3	7236K96 Alligator Clip, Banana Jack Connection, Nickel Plated Steel, Red	8 Each	8	0	1.96 Each	15.68
4	7236K27 Alligator Clip, Micro Jaw with 0.22" Opening, Crimp/Solder Connection, Steel	4 Each	4	0	0.54 Each	2.16
5	7236K28 Alligator Clip, Micro Jaw with 3/16" Opening, Crimp/Solder Connection, Steel	4 Each	4	0	0.30 Each	1.20
					Merchandise	119.72
					Total	\$119.72

Packing List	Shipped	Weight	Carrier	Tracking
8611845-01	9/14/17	3 lb	UPS Next Day Air	1Z6028360135928612



# LARGE PO Invoice Pairing and Matching



**BRANCH ADDRESS**  
 MOTION INDUSTRIES  
 821 EAST BLVD.  
 KINGSFORD MI 49802

PH (906) 774-1100  
 FAX (906) 774-1706

## INVOICE

**SHIP TO (SAME AS "SOLD TO" UNLESS SHOWN)**  
 SOMERO ENTERPRISES CONSIG  
 46980 N ST HWY M 26  
 HOUGHTON, MI 49931 -9999

**INVOICE DATE**  
 09/11/17 ORIGINAL  
**INVOICE NUMBER**  
 MI26-016722

**PO / RELEASE NUMBER**  
 118500-091017

**SOLD TO**

SOMERO ENTERPRISES INC CO  
 46980 N STATE HWY M-26  
 PO BOX 309  
 HOUGHTON, MI 4993103099

**REMIT TO:**

BOX 504606  
 ST. LOUIS, MO 63150-0000

**LARGE 6 Page Invoice**

ENT BY: MI264467

PAGE 1 OF 6

<b>ORDER DATE</b> 09/11/17	<b>TERMS</b> 2% 10 DAYSNET 30	<b>SHIP DATE</b> 09/11/17	<b>SHIP VIA</b> SALESPERSON DEL	<b>ACCT NUMBER</b> 199269-01	<b>F.O.B.</b> FOB ORG, FRT COLLECT
<b>ORDER DUE DATE</b> 09/11/17	<b>OCN</b>	<b>COMMENTS:</b>			

LINE	VEN	MI NO.	DESCRIPTION	CUSTOMER INFORMATION	CUST PO ITEM	QUANTITIES			UNIT PRICE	UNIT	NET AMOUNT
						ORDER	B/O	SHIPPED			
1	00375	Q 58420	02204779		170	2	0	2	8.220	EA	16.44
SE-8M3KG-8FJX-8FJX-24" SPUD					BIN#: CH0702						
CPNO: 20008-024											
HYDRAULIC HOSE ASSEMBLIES											
2	00375	Q 61048	02573688		4	1	0	1	7.310	EA	7.31
SE-6M3KG-6FJX-6FJX-30" SPUD					BIN#: CHHOSE1						
CPNO: 20006-030											
HYDRAULIC HOSE ASSEMBLIES											
3	00375	Q 57451	02538147		5	2	0	2	8.210	EA	16.42
SE-6M3KG-6FJX-6FJX-39" SPUD					BIN#: CHHOSE1						
CPNO: 20006-039											
HYDRAULIC HOSE ASSEMBLIES											
4	00375	Q 57450	02538140		81	3	0	3	7.810	EA	23.43



# Implementation Timeline & Challenges

- **Implementation timeline:** 90 days from project kick-off to go-live
- **Team size:** 3 Somero non-dedicated members, 1 Easy Access member, 1 ISS Group member
- **Challenges:** Consignment Invoices (QAD Functionality)



# Benefits

- ✓ Significant reduction in A/P resource time savings
- ✓ Significant reduction in paper
- ✓ Improved capture of payment discounts
- ✓ Reduction of lost invoices
- ✓ Improved Relationship w/Suppliers
- ✓ **Virtual Desktop**



# Virtual Desktop



Action	Task	Items
<a href="#">View</a>	AP Review	0
<a href="#">View</a>	Awaiting Confirmation	0
<a href="#">View</a>	Failed Import	0
<a href="#">View</a>	My Directed To Tasks	0
<a href="#">View</a>	Ready to Export	8
<a href="#">View</a>	Review Non PO Tasks	79
<a href="#">View</a>	Review PO Tasks	32
<a href="#">View</a>	Special Handling Tasks	0
<a href="#">View</a>	Special Handling Tasks - ALL	0
<a href="#">View</a>	Verification	0

# Voucher™ Results – August 2017

838 (72%) PO Invoices posted into QAD with  
no manual intervention



# Value Generated



- **Saving \$7,000+/mth in A/P Processing Costs!**
- **Saving \$2,500+/mth in reduce paper storage costs!**
- **Saving \$1000+/mth in lost payment discounts!**

\* Based on 1700 – 1800 Invoices Processed/Mth





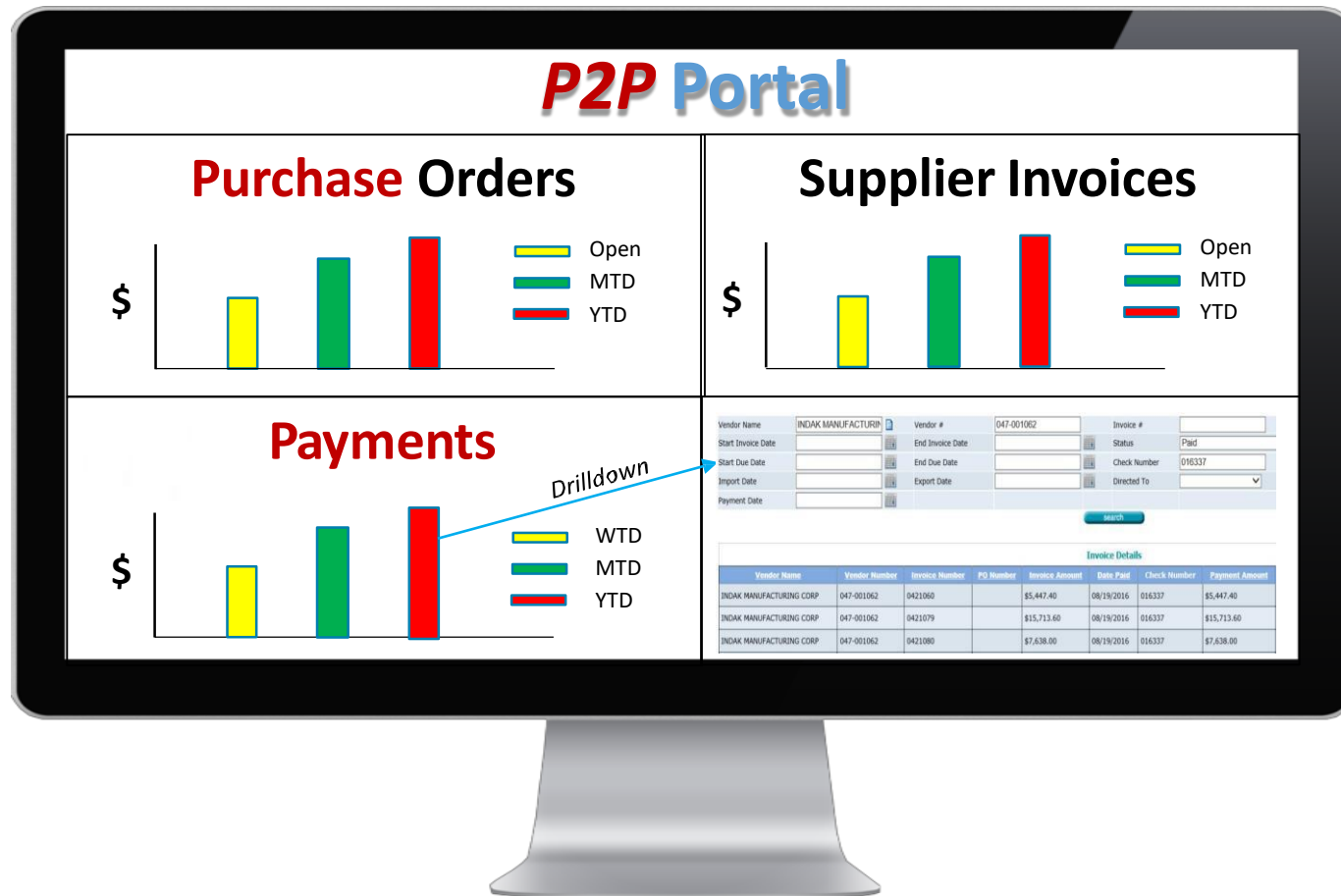


**Milind Agtey**  
CEO

**iVoucher™**



# The ISS Group/Easy Access *Procure to Pay* Portal\*

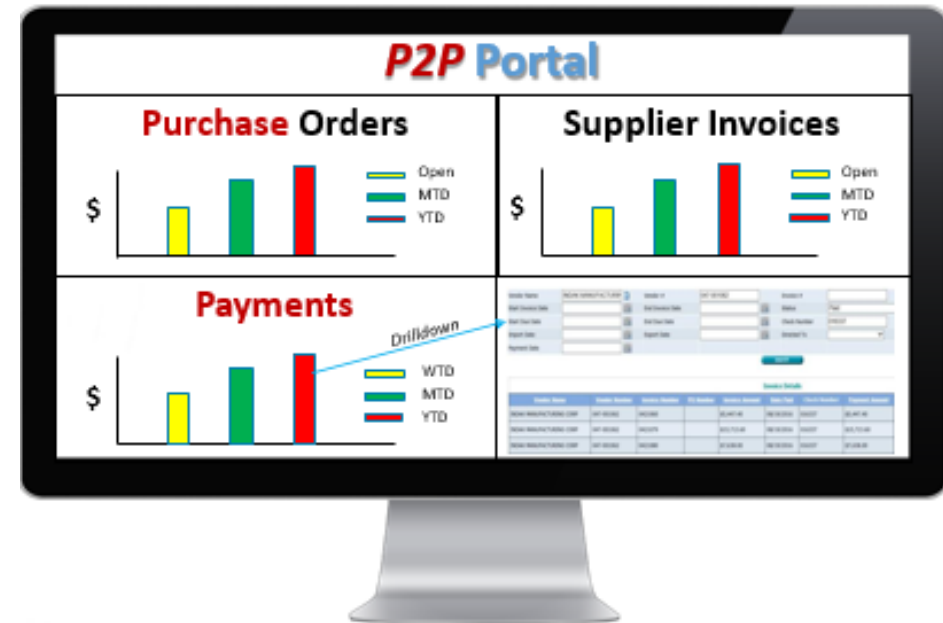


\*to be released in early 2018



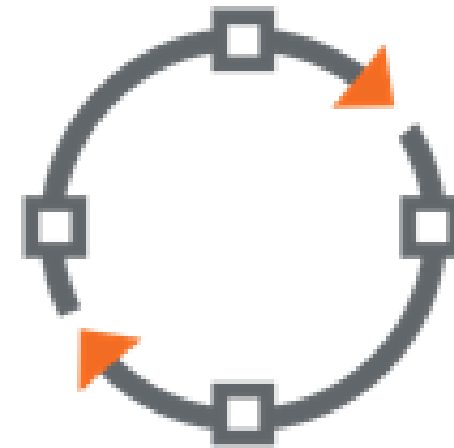
# Portal Functions

- Purchasing Related
- Invoicing Related
- Payment Related
- Image and Document Repository
- Business Intelligence
- Supplier Communication
- P2P Process Activity Monitoring



# Invoice Automation

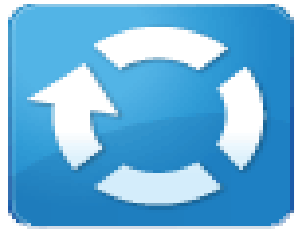
1. Paper invoice arrives, is scanned & data captured using OCR technology
2. For PO invoices –if data matches the PO, invoice is automatically loaded and vouchered into QAD - **Touchless**
3. For Non PO invoices – **Routing** is automatic
4. Metrics – Use **Metrics** to improve process
5. Solution integrates with your QAD



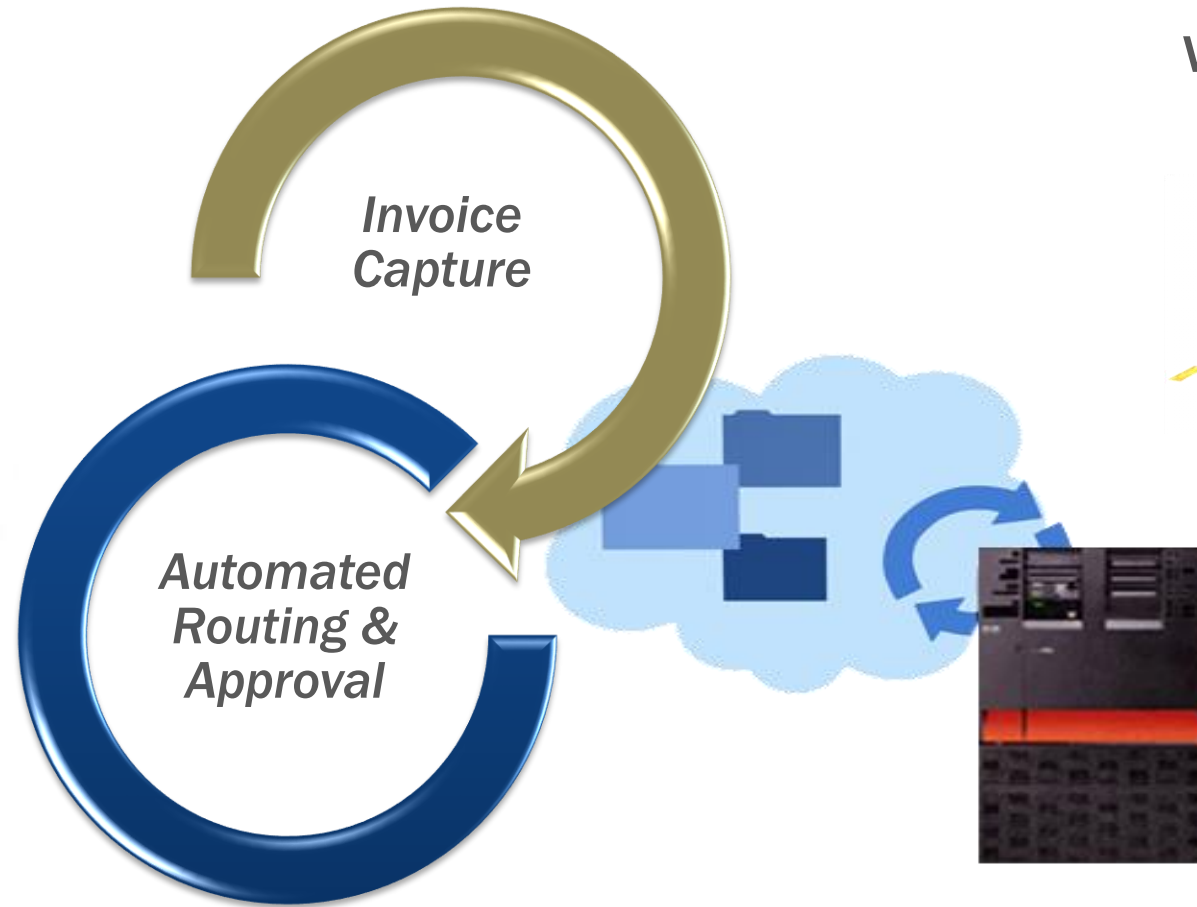
# Touchless Processing of Invoice - Example

Qty	Unit	Item	Description	Each	Extended
2	each	720502388-01	CAP, HOSE CLAMP, HOSE & CABLE CLAMP, SXP (XP0403)	6.66	13.32
12	each	720502422-00	BUSHING/CLAMP WASHER, ROTATION DRIVE, SXP (XP0103)	2.74	32.88
4	each	T1071	MOUNTING PLATE, RECEIVER TUBE CLAMP (XP0701)	3.56	14.24
2	each	400357	RETURN MANIFOLD, 5 PORT (HR0401)	18.91	37.82
2	each	720505317-00	PL-WEAR STRIP BOOM ASSEMBLY SXP-D	102.26	204.52
2	each	720508190-00	TRUNNION SCREED ELEVATION NON-PIVOTING	27.95	55.90
2	each	720508191-00	TRUNNION SCREED ELEVATION PIVOTING	27.95	55.90
8	each	720508125-00	CLAMP - HALF, HEAD HOSES, SXP-D	18.75	150.00
1	each	720602843-00	WELDMENT-LF SIDE STEP, LF ASSEMBLY	83.40	83.40
2	each	720602101-00	WELDMENT, LADDER, LOWER FRAME,	19.33	38.66
2	each	720508121-00	CLAMP - HALF, TANK LINES, SXP-D	8.10	16.20
1	each	720602869-00	WLDMNT, BOOM CYL MOUNT, S-22E	45.27	45.27
1	each	720602802-00	AUGER PLOW WELDMENT, S-15mR	16.51	16.51
2	each	720508048-00	PL - SIDE WEAR STRIP, A36, LARGE BOOM, SXP-D2	52.45	104.90
4	each	720505372-00	PL-WEAR STRIP UPPER FRAME BOOM ASSEMBLY SXP-D	111.08	444.32
4	each	720508245-00	PLATE - WEAR STRIP, UPPER FRAME, SIDE, SXP-D	60.47	241.88
2	each	720508081-00	PL - TOP WEAR STRIP, HARDOX, LARGE BOOM, SXP-D2	110.40	220.80
2	each	720509571-01	PLATE, END VIBRATOR TUBE WEAR SHOE S-22E	14.73	29.46
6	each	720510332-01	TUBE, YOKE, LOWER HEAD ASSY	44.98	269.88
				<b>Total</b>	<b>\$2,075.86</b>

# Demo of iVoucher™



Automated Workflow



Web-Based Invoice Capture



# MWUG Conference **SPECIAL!**

## *Introducing* **iBundle**

\$25/User/Mth includes *iApprove*<sup>™</sup>, *iPurchase*<sup>™</sup> & *iQuote*<sup>™</sup>

\$1.40/Invoice for *iVoucher*<sup>™</sup>

*Stop by the ISS Group or Easy Access booths for more details*



## Copy of Presentation

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

[www.ISSGroup.com/news](http://www.ISSGroup.com/news)



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# Questions?

Contact Andy Weinstein at:

- [aweinstein@issgroup.net](mailto:aweinstein@issgroup.net)
- [sales@issgroup.net](mailto:sales@issgroup.net)

**Thank You!**

