

iApprove™

***‘Data-Driven’ Approval Routing
and Workflow for QAD ERP***

ISS Group Introduction



- Founded in 1986 (www.ISSGroup.com)
 - Founder and CEO, Andrew Weinstein
- 1986 – 2000 sold and implemented various ERP, CRM and eCommerce Solutions to SMB and Fortune 1000 Manufacturers
 - 1995 – 2000 QAD Reseller
 - 1996 released 1st QAD add-on Solution (*MFG/PRO on the Web; Trading Partner Transactions*)
- 1995 – Today have provided add-on Solutions and Implementation Consulting Services to 300+ QAD User Organizations
- Provider of *Procure to Pay (P2P)* and *Business Process Improvement Solutions* exclusively to the QAD User Community

ISS Group Solutions

iPurchase[™] - PO Requisition Management/Approval

iVoucher[™] - Supplier Invoice Reconciliation/Approval

iQuote[™] - Sales Quote Management/Approval

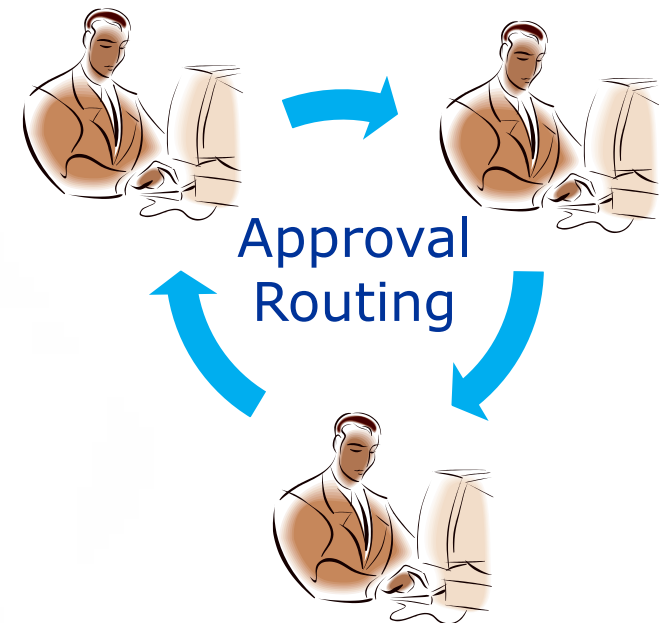
iApprove[™] - 'Data-Driven' Workflow and Approval Routing

- Inventory Transactions (ie; Unplanned Issues/Receipts)
- Budget Approvals
- Check Requests
- Assembly Rework
- 'Triggered' QAD DB Changes

Why 'Data-Driven' Approval Routing?

➤ To provide a tool that creates an Approval Routing based on the data associated with a specific Process Request. Examples of Process Requests include:

- PO Requisition Approval
- Sales Quote Approval
- CapEx Request Approval
- Budget Approval
- Unplanned Issues/Receipts



Any data on the Request can be used for Routing!

PO Requisition Process Request Form

Req#: T0405004 Entry Date: 08/15/2019 Need Date: 08/22/2019 Perf Date: 08/22/2019 Type: Capex

Header Information Header Notes/Attachments Master Comments Approval History Blanket Information **Not Yet Submitted**

PO Number: **CDW** Ship To: Textbook Dollars Buyer: Tomoko Koyama (Buyer) Customer:

Supplier: CDW Bill To: Textbook Dollars Originator: Frank PEA:

Supplier Nbr: 5004000 Site: Textbook Dollars On Behalf Of: Frank Capital Equipment:

Supplier Address: A Division of Hughes Intl. Currency: United States Dollar Deliver To: Frank CAL List:

Oxnard, CA 90293 Who Pays Freight: Copied From: Chemical:

Terms - 2/10-30 Ship Via: United Parcel Service Is a PO Required?: Allow PO Consolidation?:

Supplier Phone: 805-923-1254 Project: Are all Items Req'd?: High Priority?:

Supplier Fax: Taxable: PO Blanket?: Need a Quote?:

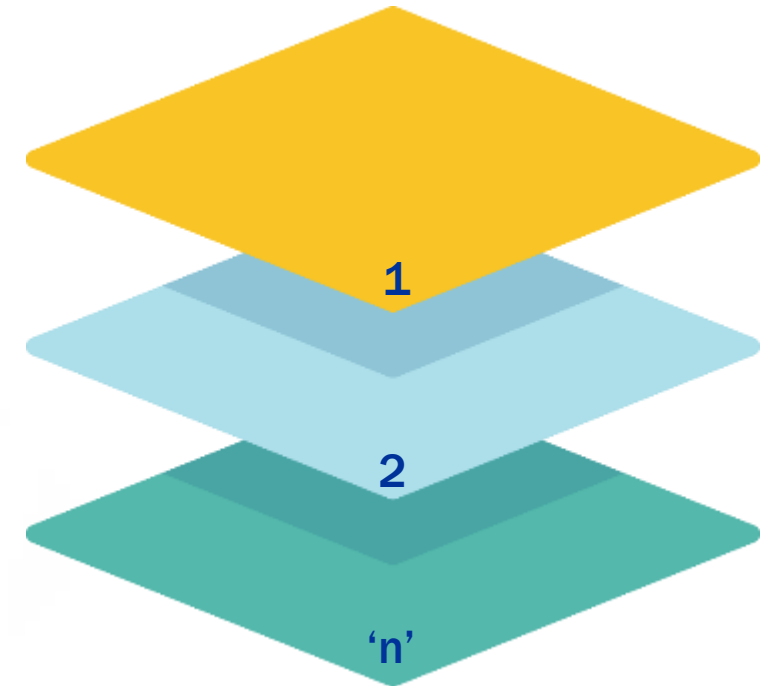
Supplier Contact: Ms. Danielle Gregory Supplier Email: fsalesi@gmail.com

New Item Add from Catalog Add from Punchout View Deleted Items Batch Edit Items

Line	LT	Item	Due	Acct-Sub-Dept	Project	Budget Code	Qty	Cost	Ext Cost
001	P	3679037 - Apple USB C Digital AV Multiport Adapter 43201401 - Graphics or video accelerator cards	08/22/19	8200-1000-0900			1.00	67.62	\$ 67.62
Total \$ 67.62									

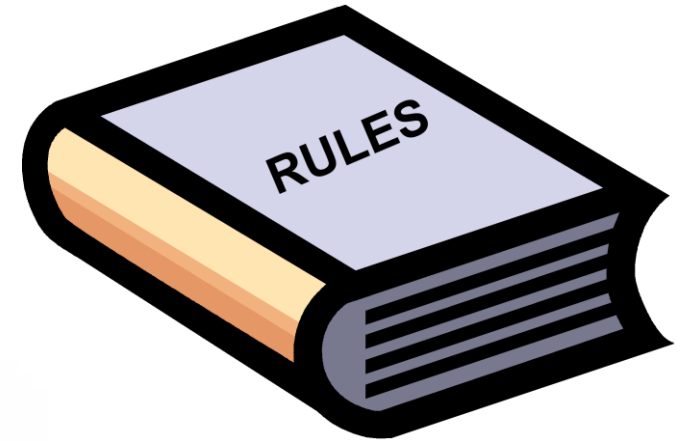
How does it work? The *Magic* is in the *Layers*

- The **Layer #** (or 'Level') is the position in the Approver/Workflow List)
- The **People/Groups** that will be added to the Approver/Workflow List
- The **Rule** (condition) that is tested upon a 'Process Form' being submitted for routing
- Workflow **Instructions**
- Other pieces of data ...

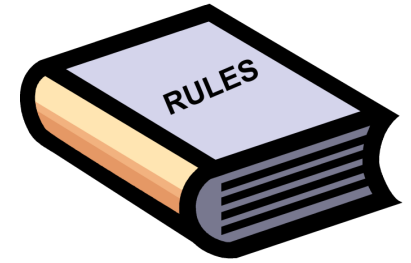


What's a Rule and how are they used?

- **Rules** are User defined conditions that use the data attributes associated with a Process Form.
- All of the **Rules** associated with a Process are *tested* upon submission of a Process Form and if a **Rule** is determined to be 'true' then the people and/or groups that are on the same *Layer* as the **Rule** will be added to the Approval Routing and Workflow List for that Process Form.
- **Rules** can be created based on any and all of the data attributes associated with a Process Form.



Examples of Rules



➤ Example of a *simple* Rule using a **single data attribute**






*All PO Requisitions greater than **\$10,000***, John (CEO) or Joe (CFO) needs to approve Requisition*

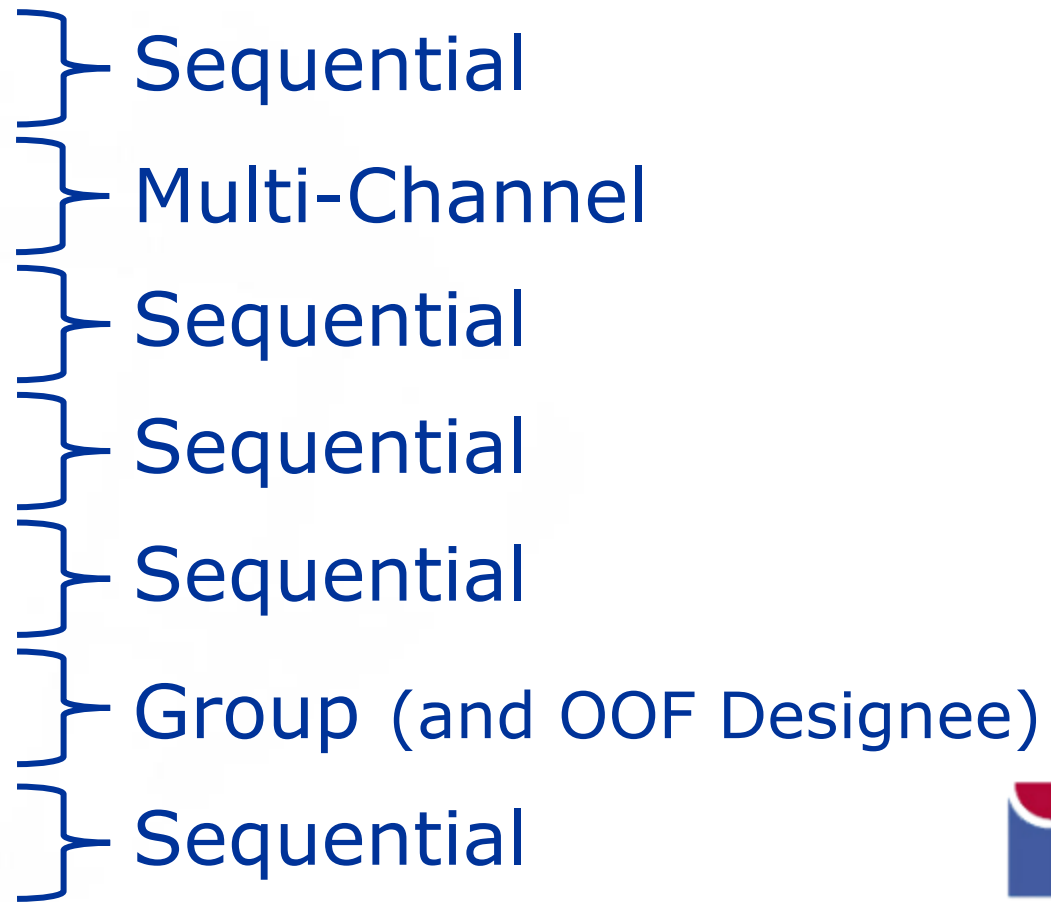
➤ Example of a more *complicated* Rule using **multiple data attributes**

*All 'Expense' **Type*** PO Requisitions greater than **\$10,000*** for the following **Cost Centers*** (a,b,c,d) and for the Ohio or the Cleveland **Plant*** being **Shipped*** UPS or FedEx, OR the **Project Code*** begins with an 'M', OR the **G/L Account Code*** is ≥ 8000 and ≤ 8999 , OR **Supplier*** is ISS Group, then Sam, Jane, John, and one member from the Accounting Group needs to approve Requisition*

*Data Attribute

Example of Sequential, Multi-Channel, and Group Routing

Level	Approver	Approved By
Approval Attempt: 1 Submitted On 09/11/19 5:37:47 pm 		
50	 Vince (Director)	
100	 Demo Director (upto \$25K)	
100	 Brian Caulfield (Director - upto \$25K)	
175	 Vaseem Mahboob (CFO - upto \$300K)	
200	 John McDermott (President - upto \$1MM)	
600	Finance Group  Glenn Weinstein -   Scott Carpenter  Kelly Anderson	
900	 Tomoko Koyama (Buyer)	



Real-time Integrated with QAD



iApprove™ : 'Data-Driven' Workflow/Approval Routing

- ❑ Route electronic *Process Forms (Requests)* for review and change/approval
 - An electronic Process Form (Request) can be created manually by a User completing a **web form** such as a PO Requisition or an Unplanned Issue, **or it can be created programmatically by a triggering event** (ie; a change of data in a QAD data attribute such as a Supplier Remit To Address or a Sales Order Price Change).
- ❑ **Approval Routing based on Routing Rules and the Data stored on each Process Form**
- ❑ Perform an *Action* upon Process Form Approval (ie; create QAD PO, create QAD SO, update QAD DB attribute, release a Supplier/Customer from hold, etc.)
- ❑ Multi-Channel, Sequential and Group Approvals, Out of Office Functionality
- ❑ Approve/Reject directly from eMail and/or Mobile Device
- ❑ Audit Trail on all Data Changes and Approvals (Time/Date/User)

Use Case : Examples

- The following slides are Use Case examples of Process Request Forms being used in production today by ISS Group Clients (all QAD end-user Organizations).
- Some of the Process Request Forms shown are being used by multiple Clients, such as the Sales Quotes -> SO's process and the PO Requisitions -> PO process.

Use Case : Sales Quotes → SO's

Customer	Contacts	Custom	Other	Approval History
Cust Nbr:	<input type="text" value="01000000"/>			
Customer Name:	<input type="text" value="Colossal Conglomerates LTD1"/> *			
Address:	<input type="text" value="Suite 1000 Colossal Building"/>			
Address:	<input type="text" value="Colossal Industrial Park"/>			
Address:	<input type="text" value="15000 Production Drive"/>			
City:	<input type="text" value="Evanston"/>			
State / Zip:	<input type="text" value="Illinois, USA"/> ▼	<input type="text" value="090876"/>		
Country:	<input type="text" value="United States of America"/> ▼			
Salesperson:	<input type="text" value="Willy Loman Incorporated"/> ▼ *			
Originator:	<input type="text" value="Frank Salesi"/> ▼ *			
Contact Name:	<input type="text" value="Frank Salesi"/>			
Title:	<input type="text" value="Assistant"/>			
Work Phone:	<input type="text" value="9738504428"/> *			
Mobile / Fax:	<input type="text" value="9738504428"/>	<input type="text" value="9738504428"/>		
Email:	<input type="text" value="fsalesi@gmail.com"/> *			
Site:	<input type="text" value="10000 - San Diego Main Plant"/> ▼ *			
Currency:	<input type="text" value="United States Dollar"/> ▼ *			
Credit Terms:	<input type="text" value="Net 30"/> ▼ *			
Ship Via:	<input type="text" value="United Parcel Service"/> ▼			
FOB Point:	<input type="text" value="Our Company"/> ▼			



Use Case : Assembly Rework



Assembly Rework Deviation Form Number: 20190001 User: Frank Salesi (Logout) DEMO1 Theme: Cupertino

Status: **NOT SUBMITTED** Requestor: **FRANK** Entry Date: 2019-04-09 11:53 -04:00

Machine Info Approval History

Number:

Machine Nbr: Serial Nbr:

Description/Subject:

Reason for Rework/Deviation:

Description of Rework, Replacement, or Deviation from BOM (Include component p/n's, s/n's, etc):

[Browse](#) [Save](#) [New](#) [Delete](#) [Copy](#) [Notes](#) [Audit](#) [Submit](#)

Items

<input type="checkbox"/>	Type	Qty	Part	Description	Acct	CC	Proj
<input type="checkbox"/>	New Component	4.00	22-100	121243	8200	0900	test 1
<input type="checkbox"/>	New Component	1.00	88-100	CASE,AUTO-UNIT	5060	0900	
<input type="checkbox"/>	Returned Component	1.00	10-10000	OASIS(TM) COOLING SYSTEM HOME/INDUST MODEL1			
<input type="checkbox"/>	Withdrawn Component	1.00	22-110	CORD,POWER,EUROPE,WEST			
<input type="checkbox"/>	Withdrawn Component	1.00	22-110	CORD,POWER,EUROPE,WEST			



Use Case : Budget Request



Budget Request Budget Code: 123 User: Frank Salesi (Logoff) DEMO1 Theme: Cupertino

Budget Request Approval History

Status: **NOT SUBMITTED** Requestor: **FRANK** Entry Date: **2018-02-01 12:44 -05:00**

Budget Code: * Project Mgr:

Short Name: * Asst Mgrs:

Site: Sponsor:

Amount: * Parent Budget Code:

Use Unallocated Amount:

Save **New** **Delete** **Copy** **Notes** **Audit** **Submit**

Budget Request Browse

<input type="checkbox"/>	Domain	Req Userid	Req Date	Req Status	Budget Code	Short Name	Site	Amount	Project Mgr	Asst Mgrs	Sponsor	Parent Budget Code	Use Unallocated
<input type="checkbox"/>	demo1	CARPENTS	2017-06-12 16:13:09	APPROVED	Essex3	test	←	20.00	Frank	fgoldstein, Frank,	fgoldstein		√
<input type="checkbox"/>	demo1	FRANK	2017-12-06 21:12:49	APPROVED	1129-299-10000	Daimler 60Ah - Tooling	10000	1,000,000.00					
<input type="checkbox"/>	demo1	FRANK	2017-12-06 21:28:36	APPROVED	1129-299-10000	Daimler 60Ah - Tooling	10000	1,000,000.00					



Use Case : Check Voucher



Check Voucher Voucher No.: 9 User: Frank Salesi (Logoff) DEM01 Theme: Cupertino

Check Voucher Approval History

Status: **APPROVED** Requestor: **GLENN** Entry Date: **2018-02-12 11:31 -05:00**

Voucher No.:

En favor de/For:

Propósito o Descripción
Description of Payment:

Type/Tipo:

Division:

Department:

Account:

Sub Acct:

Project:

Total:

Check Voucher Browse

<input type="checkbox"/>	Domain	Req Userid	Req Date	Req Status	En favor de/For	Dept	Div	Acct	Sub	Proj	Curr
<input type="checkbox"/>	demo1	CARPENTS	2018-01-29 17:30:52	NOT SUBMITTED		Dept 1	100				USD
<input type="checkbox"/>	demo1	CARPENTS	2018-01-29 17:31:04	NOT SUBMITTED							
<input type="checkbox"/>	demo1	FRANK	2018-01-29 22:40:14	APPROVED	MONSIVAIS BARRERA, JESUS (4)	100 - R & D	100 - Division 1	8002 - R & D	1001	Project 1	USD



Use Case : Customer Credit Limit



Credit Increase Requisition

User: root (Logoff) Theme: Cupertino

Account Data | Credit/Sales Data | Approval History

Approval Information
 Status: APPROVED Requestor: KSCHNIDT Entry Date: 05/10/19 18:19:27.883-04:00

Account Data

Division: John Crane
 Name: DOW AGROSCIENCES
 Terms: NET 60 DAYS
 Account: 23565
 Current Limit: 100,000.00
 Master Bill:
 New Limit: 100,000.00
 Since Year: 2019
 Collector Code: Sonya Lowe

Non Standard Terms have been selected

Other

UCC Filed: Type:

Save | New | Delete | Copy | Notes | Audit

Credit Increase Requisition Browse

<input type="checkbox"/>	Status	Name	Account	New Limit	Current Limit	Terms	Originator	Req Date	Division
<input type="checkbox"/>	APPROVED	SUPERMETANOL C A V	75717	1.00	500,000.00	CIA	kschnid	Fri May 10 2019 17:36:25 GMT-0400 (Eastern Daylight Time)	John Crane
<input type="checkbox"/>	APPROVED	DOW AGROSCIENCES	23565	100,000.00	100,000.00	N60	kschnid	Fri May 10 2019 18:19:27 GMT-0400 (Eastern Daylight Time)	John Crane
<input type="checkbox"/>	APPROVED	AAA PUMP SERVICE INC	U0780	5,000.00	0.00	N30	kschnid	Thu May 16 2019 12:43:43 GMT-0400 (Eastern Daylight Time)	USS SEAL MFG



Use Case : Supplier Remit To Address



ISS Group AP Change Request User: root (Logoff) Theme: Cupertino

AP Change Request Approval History

Approval Information
 Status: PENDING Requestor: ROOT Entry Date: 08/21/20 12:42:43.940-04:00

Domain: USUSD Supplier: V89 Supplier Name: VERIZON WIRELESS SE Payment Terms:

Ref Value	Table	Label	Old	New	Action
V89938	HEADOFFICE	Street 2		PRIMARY # 732-748-2142	CHANGE
V89938	REMITTANCE	City	TRENTON	NEWARK	CHANGE
V89938	REMITTANCE	Street 1	PO BOX 4833	PO BOX 16801	CHANGE
V89938	REMITTANCE	Street 2			CHANGE
V89938	REMITTANCE	Zip	08650-4833	07101-6801	CHANGE

Page Size: 50

Notes Audit

Retract

AP Change Request Browse

<input type="checkbox"/>	Req Date ↓	Status ↓	Supplier ↓	Payment Terms	Supplier Name	Has Attachments
<input type="checkbox"/>	Mon Aug 24 2020 15:21:01 GMT-0400 (Eastern Daylight Time)	PENDING	V3		GLOBAL WATER TECHNOLOGY INC	✓
<input type="checkbox"/>	Mon Aug 24 2020 08:58:01 GMT-0400 (Eastern Daylight Time)	PENDING	V		SPENCEBENDER	✓
<input type="checkbox"/>	Fri Aug 21 2020 15:19:01 GMT-0400 (Eastern Daylight Time)	PENDING	V		MOTION INDUSTRIES I	✓

Refresh Page Page Size: 50

*Note: This form is created programmatically by a triggering event in QAD (ie; change of Supplier's Remit To Address) and does not require User entry



Use Case : Employment Requisition



Employment Requisition Req Number: 0 User: Frank Salesi (Logout) DEMO1 Theme: Cupertino

Job Info Duties Justification Finance Approval History

Status: **APPROVED** Requestor: **FRANK** Entry Date: **2018-01-24 22:51 -05:00**

Req Number: <input type="text" value="0"/>	Reports To: <input type="text" value="Andrew"/>	Employee Being Replaced: <input type="text"/>
Job Title: <input type="text" value="21321"/> *	Type: <input type="text" value="Addition"/> *	Reason Employee Leaving: <input type="text"/>
Division: <input type="text" value="Division 1"/> *	Start Date: <input type="text"/>	Employee Leaving Date: <input type="text" value="01-09-2018"/>
Relocation: <input checked="" type="checkbox"/>	Temporary: <input checked="" type="checkbox"/>	
Department: <input type="text" value="Dept 1"/> *	Temp From/To: <input type="text" value="01-31-2018"/> <input type="text" value="01-31-2018"/>	
Status: <input type="text" value="Regular Full-Time"/> *	Special Training/Medical Testing Required: <input type="text" value="Yes"/>	
Comments: <input type="text" value="123"/>	Special Comments: <input type="text" value="12312"/>	

Save New Delete Copy Notes Audit

Employment Requisition Browse

	Req Date ↓	Req Userid ↓	Req Status ↓	Div	Job Title	Replaced	Reports To	Req Type	Salary	Req Nbr
<input type="checkbox"/>	2018-01-24 22:51:33	FRANK	APPROVED	Division 1	21321		Andrew	Addition	12.00	0
<input type="checkbox"/>	2018-01-25 13:25:53	FRANK	APPROVED	Division 1	21321	123	Andrew	Replacement	12.00	0
<input type="checkbox"/>	2018-01-25 19:07:14	FRANK	PENDING	Division 1	21321	123	Andrew	Replacement	12.00	1
<input type="checkbox"/>	2018-01-25 19:07:38	FRANK	NOT SUBMITTED	Division 1	21321	123	Andrew	Replacement	12.00	2



Use Case : PO Requisitions → PO's

Req#: T0405004 Entry Date: 08/15/2019 Need Date: 08/22/2019 Perf Date: 08/22/2019 Type: Capex

Header Information Header Notes/Attachments Master Comments Approval History Blanket Information **Not Yet Submitted**

PO Number: Ship To: Textbook Dollars Buyer: Tomoko Koyama (Buyer) Customer:

Supplier: CDW Bill To: Textbook Dollars Originator: Frank PEA:

Supplier Nbr: 5004000 Site: Textbook Dollars On Behalf Of: Frank Capital Equipment:

Supplier Address: A Division of Hughes Intl.
Oxnard, CA 90293 Currency: United States Dollar Deliver To: Frank CAL List:

Supplier Phone: 805-923-1254 Who Pays Freight: Copied From: Chemical:

Supplier Fax: Ship Via: United Parcel Service Project:

Supplier Contact: Ms. Danielle Gregory Taxable: Is a PO Required?: Allow PO Consolidation?:

Supplier Email: fsalesi@gmail.com Are all Items Req'd?: High Priority?:

PO Blanket?: Need a Quote?:

New Item Add from Catalog Add from Punchout View Deleted Items Batch Edit Items

Line	LT	Item	Due	Acct-Sub-Dept	Project	Budget Code	Qty	Cost	Ext Cost
001	P	3679037 - Apple USB C Digital AV Multiport Adapter 43201401 - Graphics or video accelerator cards	08/22/19	8200-1000-0900			1.00	67.62	\$ 67.62
Total \$ 67.62									



Use Case : Unplanned Issues/Receipts



Status: APPROVED Requestor: FRANK Entry Date: 2019-10-23 12:13 -04:00

Header Approval History

Number: 1
Short Name: *
Reason Code: *
Description: This is my description for the issues that will be listed below. *
Total Issues: 0.00
Total Receipts: 0.00
Net Total: 0.00

Items

Type: Issue * Site: 10000 - San Diego Main Plant * Total: 385.50
Item: 10-10000 * Loc: 100 - Raw Materials/Assemblies Cost Center: 0100 - Assembly
Description: OASIS(TM) COOLING SYSTEM HOME/I Lot/Serial: Ref: Account: 5100 - PURCHASES (EXPENSED)
UOM: EA * Ref: Sub Account: 1000 - Entity 1000
Qty: 1 * Sales/Job: Project: 111
Remarks:

Save New Delete Copy Notes Audit



iApprove 2020™ Roadmap



- Mobile Functionality
- Pre-built Process Forms Libraries
 - Finance (Budgets, Journal Entries, Closing Activities, ...)
 - Material Management (Purchasing, Scrap, Unplanned Issues, ...)
 - Sales (Quotes, Expense Requests, ...)
 - HR (Employment Requisition, Vacation Requests, ...)
- Cloud Deployment

Questions?

Contact Andy Weinstein at:

aweinstein@issgroup.net

Thank You!