

# *Data-Driven* Approval Routing and Workflow Solutions for QAD

May 11, 2022



**TrellisWare**<sup>®</sup>  
TECHNOLOGIES



**WE ARE  
STRATEGIC**



# Panel



Product Manager, SIG IP and  
Partner Products

**Walter Little**



CEO

**Andrew Weinstein**



**TrellisWare**  
TECHNOLOGIES

Business Process Analyst

**Mike Gruber**



VP Solutions

**Frank Salesi**



Senior Director, Marketing

**Barbara Ware**

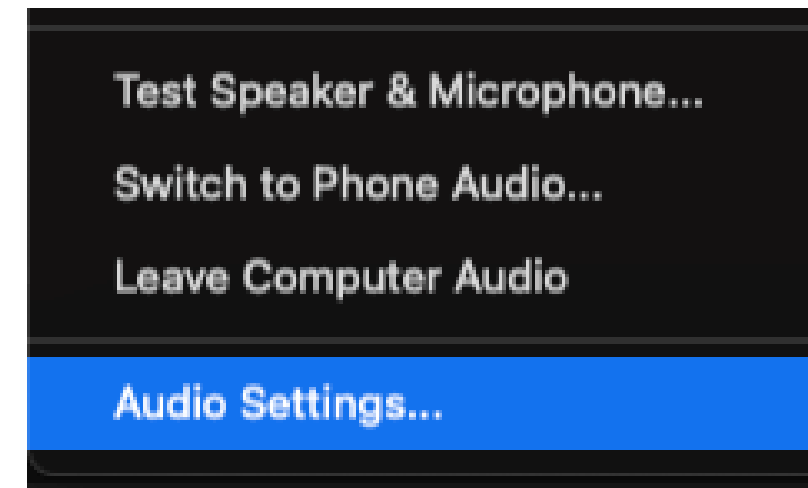
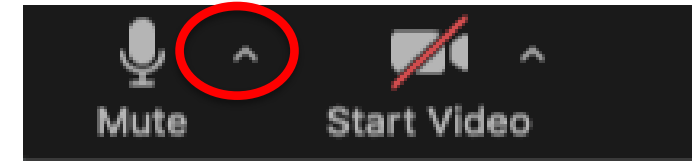


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# Zoom Event: How to Participate

- Join or Change Audio:
  - Click arrow next to Mute button
  - You have the options to set microphone and speakers, test them, adjust volume or switch to phone audio
  - Full audio settings allows you to and change other settings



# Strategic Information Group Introduction

# About us:

- **Established:** 1992
- **Employees:** 115+
- **Locations:** USA (5), Ireland, UK  
India, Thailand
- **Customers:** 1200+ Companies
  - 750+ full implementations
  - 400+ life science customers
  - 150+ reached exit strategy
- **Products**
  - QAD Adaptive ERP
  - Quality Management Systems
  - ERP Integration Adaptors & Extensions
  - FDA Validation Toolkits/Protocols
- **Services**
  - Implementations
  - Integrations
  - Upgrades
  - Managed Services (QAD and EDI)



- QAD Help Desk (helpSERV)
- Staff Augmentation

# Why does Strategic Recommend ISSG Approval Routing Technology?

- We specialize in helping small companies grow exponentially, and large(r) companies gain efficiencies in their processes. **Tools that streamline processes and add process visibility/control are critical to achieve this objective.**
- **FDA Validated** for our Life Science Clients and **SOX Compliant** for our Public Clients.
- To satisfy more **complex routing requirements** not satisfied by QAD approval routing functionality and create **validated QAD transactions** upon approval of process requests.
- **Approval requests** can be created by a user completing a pre-defined web Process Request Form; also based on a ***triggering event\** within QAD.**

\*such as a change in a Supplier Remit to Address or a Sales Order Price change



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# ISSG Introduction

# ISS Group Introduction



- Founded in 1986 ([www.ISSGroup.com](http://www.ISSGroup.com))
- 1986 – 2000 sold and implemented various ERP, CRM and eCommerce Solutions to SMB and Fortune 1000 Manufacturers
  - **1995 – 2000 QAD Reseller**
  - **1996 released 1<sup>st</sup> QAD add-on Solution:**  
*MFG/PRO on the Web; Trading Partner Transactions*
- 1995 – Today have provided add-value Solutions and Implementation Services to QAD User Organizations exclusively!
- Provider of *Data-Driven Approval Routing/Workflow Solutions* for QAD



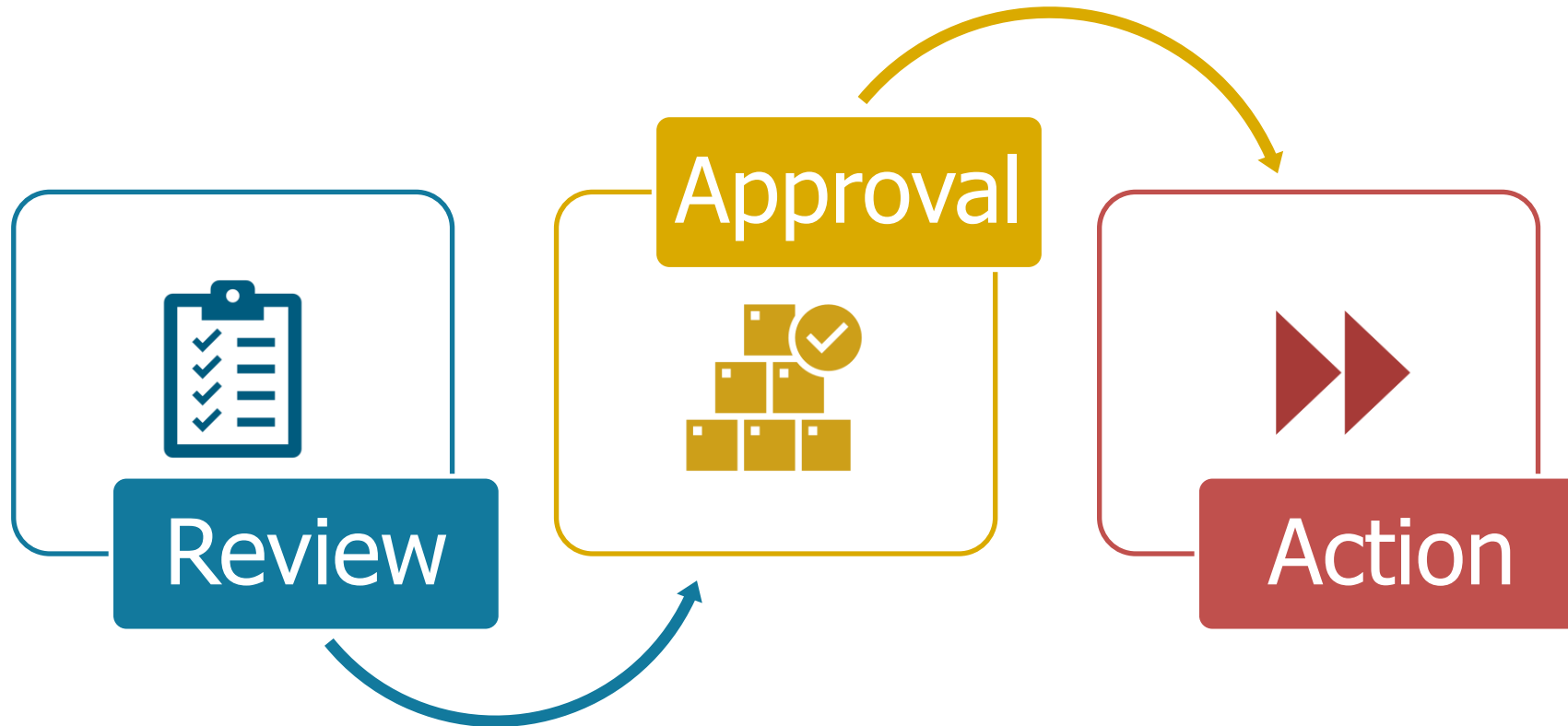
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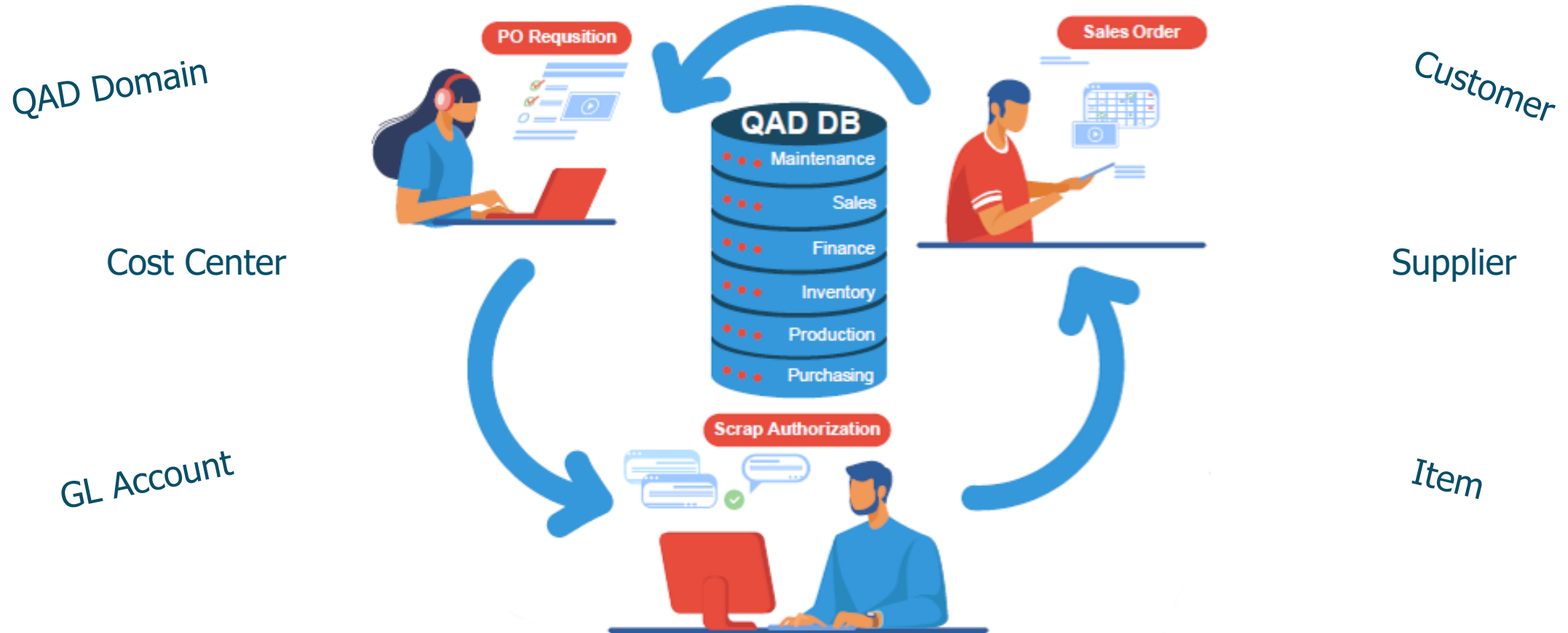
# Primary Objective of ISS Group Solutions

To improve the flow and control of *QAD integrated Processes* requiring an **Approval/Rejection** prior to performing an **Action**



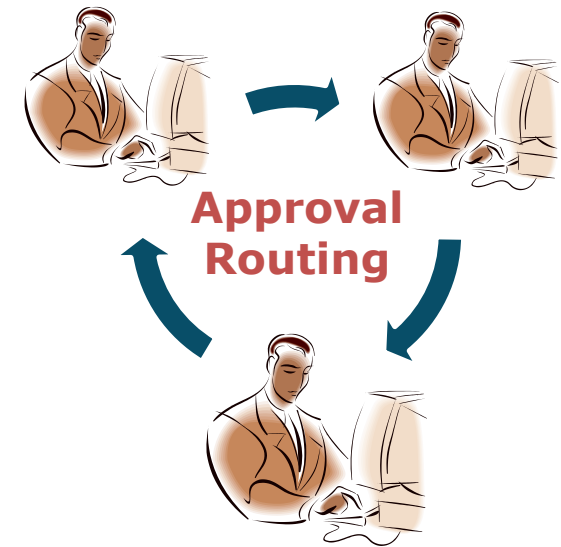
# What are QAD integrated Processes?

## Business Processes that use QAD Data Points



# What is *Data-Driven* Approval Routing and Workflow?

*Data-Driven* Approval Routing and Workflow is functionality that creates and alerts a list of Approvers *based on the data* associated with QAD Integrated Processes, and then performs an **Action** upon final approval or rejection of that Request

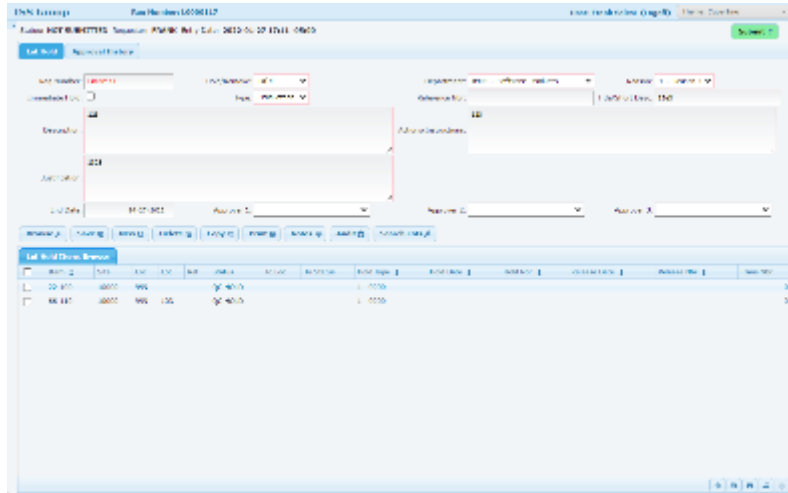


# Examples of Process Requests

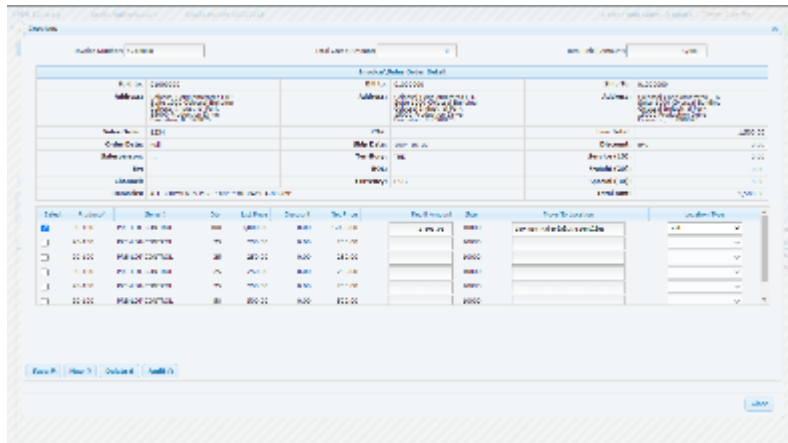
- ❁ PO Requisition Approval
- ❁ Supplier Invoice Approval
- ❁ Customer Sales Quote Approval
- ❁ Financial Requests (ie; Project Budgets, Expenses)
- ❁ Inventory Requests (ie; Unplanned Issues/Receipts)
- ❁ Production Requests (ie; Scrap Authorization, Assembly Rework)
- ❁ Shipping Requests (ie; Freight Authorizations)
- ❁ Triggered QAD DB Changes (ie; Vendor/Customer Maintenance)



# Some new Process Requests!



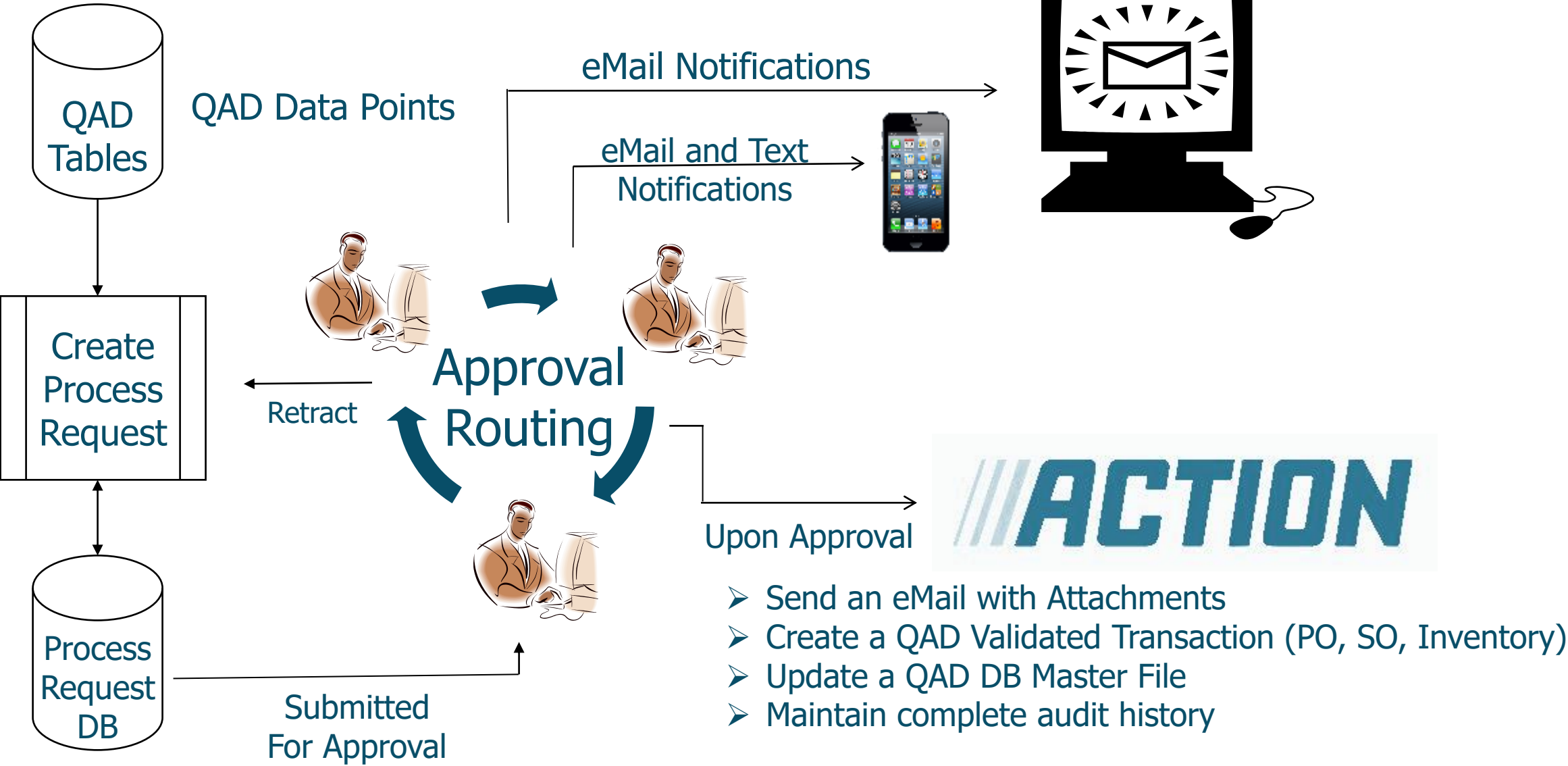
➤ **Inventory Lot Hold/Release**



➤ **Customer Credit Authorization**



# Process Request Data Flow



# 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: **5004000**    Ship To: Textbook Dollars    Buyer: Tomoko Koyama (Buyer)    Customer:

Supplier: CDW    Supplier Nbr: 5004000    Originator: Frank    PEA:

Supplier Address: Division of Hughes Intl.    Site: Textbook Dollars    On Behalf Of: Frank    Capital Equipment:

Oxnard, CA 90293    Currency: United States Dollar    Deliver To: Frank    CAL List:

Terms - 2/10-30    Who Pays Freight:

Supplier Phone: 805-923-1254    Ship Via: United Parcel Service    Copied From:

Supplier Fax:

Supplier Contact: Ms. Danielle Gregory    Project:

Supplier Email: fsalesi@gmail.com    Taxable:

Is a PO Required?:     Allow PO Consolidation?:

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
<b>Total \$ 67.62</b>									



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# 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)	Sequential Multi-Channel Sequential Sequential Sequential Group (and OOF Designee) Sequential
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)	



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# eMail Notification to Approvers

From: iPurchase ISSG <iPurchase@issgroup.net>  
 Sent: Tuesday, December 15, 2020 12:45 PM  
 To: Frank Salesi <frank@njhitmen.org>  
 Subject: Inventory Transactions - Approval Required

## Inventory Transactions

Andrew Weinstein, Peter Galvin,

Your approval is required for the below request.

View
Approve
Reject

Number	Reason	Name
80	Return Inventory	Heather wants two phones

**Description**

Longer description

Total Issues	Total Receipts	Net Total
106.00	0.00	-106.00

**Notes**

Entered By	Date/Time	Comment	File
Frank Salesi	12/15/20 12:35 pm	123	<a href="#">Excel 60_serial.txt</a>
Frank Salesi	12/15/20 12:35 pm	See retired settings file attached	<a href="#">retired settings.txt</a>
Frank Salesi	12/15/20 12:34 pm	Note 2	
Frank Salesi	12/15/20 12:34 pm	Note 1	

Type	Part	Qty	Remarks	Site/Loc	Serial/Ref	Total	Trans Nbr
ISS-UNP	22-100 CORD,POWER USA,EUROPE 1	1		10000 100		105.00	0
ISS-UNP	22-110 CORD,POWER,EUROPE,WEST	1		10000 100		1.00	0

Requestor	Request Date	Status
Frank Salesi	12/15/20 12:32 pm	PENDING

Approve or Reject directly from eMail!



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# Technology wrapped inside GoTo Market Solutions

**iPurchase™** - PO Requisition Management/Approval

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**iVoucher™** - Supplier Invoice Reconciliation/Approval

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**iQuote™** - Customer Sales Quote Management/Approval

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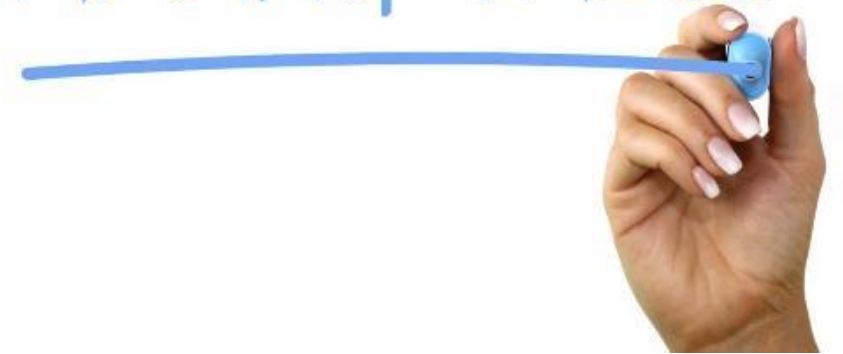
**iApprove™** - 'Other' Process Requests Approval Routing/Workflow

- Inventory Processes (ie; Unplanned Issues/Receipts, Lot Control)
- Financial Processes (ie; Budget Approvals, Credit Authorization)
- Production Processes (ie; Assembly Rework, Scrap Authorization)
- Triggered QAD DB Changes (Vendor/Customer Maintenance)

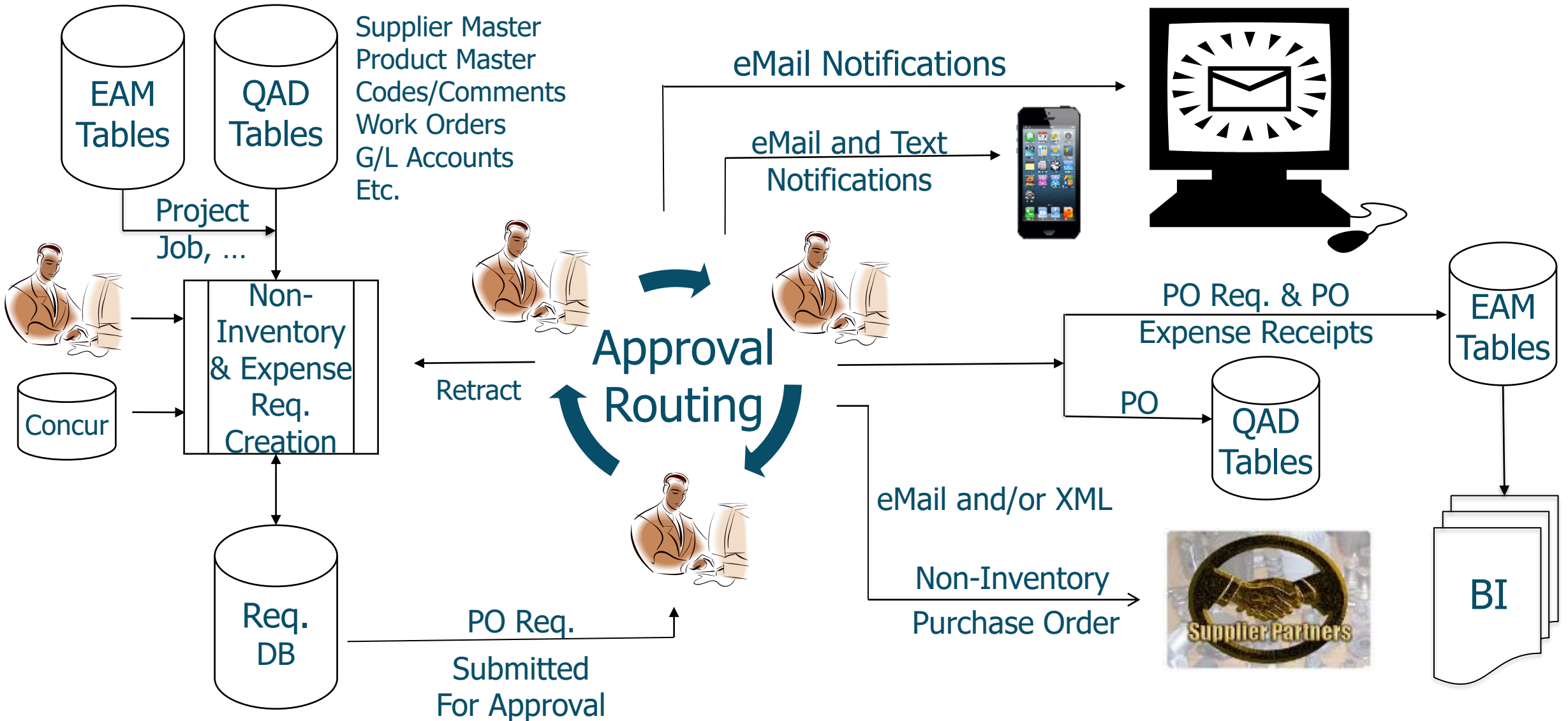
# Results achieved by our Clients

- ✓ Reduced process cycle time/costs
- ✓ Improved approval visibility/tracking
- ✓ Elimination of redundant data entry
- ✓ Reduced auditing costs
- ✓ Improved process controls
- ✓ Elimination of paper forms
- ✓ Process standardization

ADDING VALUE



# iPurchase™ Data Flow at TrellisWare



# TrellisWare Case Study

**Mike Gruber**  
Business Process Analyst



# History - Who is TrellisWare?



- Founded in 2000 in San Diego, CA
  - ~250 employees (very technical staff)
  - Advanced communication system design
  - Organized into 3 major focus areas
    - TSM Waveform and Product Business
    - Technology Development
    - Special Communications
- Trusted Technology Provider for US and Coalition Forces
  - US Army PEO3CT – TSM is threshold requirement for all tactical radios
  - USSOCOM STC Program
  - FVEYs SOF, USMC
  - Key Programs for advanced waveform development
    - WREN, FSO, Tropo
- Neutral 3<sup>rd</sup> Party Technology Integrator
  - L3Harris, Thales, Collins, Ultra Electronics, FLIR, Lockheed Martin...



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## Workflow - How Were Non-Inventory Expense Requisitions Managed Prior to iPurchase™?

- Concur Travel – enter data in Concur (auto approves), expense data downloaded in Excel AND manually entered in EAM, PO processing – manual receipts
- Non-Travel Employee Reimbursement Expenses – expense data entered in Excel, manual approval routing, AP enters data into EAM, PO processing - manual receipts
- Non-Inventory Purchases - item data entered in Excel, manual approval routing, Buyers manually enter data into EAM, PO processing – manual receipts
- Difficult to manage process controls - keeping track of req status and manual approvals/emails
- Double data entry – manual approval routing – manual receipts for travel / reimbursements - unknown req status during process

# Objectives of Implementing iPurchase



- ✓ Integrate with QAD EAM allowing for approval routing compliance
- ✓ Integration with Concur – Seamless process workflow from Concur to iPurchase to QAD EAM
- ✓ Eliminate double manual entry and manual approval process – auto receipt of Concur Travel and Non-Travel Employee Expense Requisitions – produce timely req status throughout process
- ✓ Improve productivity and accuracy - reduce cycle time from Requisition → PO creation
- ✓ SOX compliance
- ✓ Audit history for auditors



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# Implementation Overview



## Functionality

- 223 Employee Reimbursement Expense Users of iPurchase™
- 70 Non-Inventory Users of iPurchase™
- Integration with QAD EAM
- Integration with SAP Concur



## Team

- Finance
- Procurement
- Supply Chain
- IT
- Project Manager



## Mentoring

- Help with Installation
- Assist with Operational Qualification Docs
- Trained Admins and Users in Single Sessions



## Timeline

- Feb 2021 project kick-off, implement in phases starting in August 2021: procurement / expense reports / Concur
- Complete GO-LIVE – all phases December 2021

# Volume Stats Since Aug 2021 –



# of Purchase Order Requisitions – 1438

# of Req Lines created – 6084

# of Purchase Orders created – 1435

\$ of total spend – \$10,967,454



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# Return on Investment -



## Time Savings Over Previous

- Req/PO Approval/Placement process efficiency gains

TrellisWare has seen a **35-40% improvement in PO placement process time** thus allowing Procurement, Buyers, and AP to focus on other priorities

## Additional Benefits

- Improved control over requisitions/PO's/workflow process/compliance
- Improved productivity managing expense reports, approvals and Non-Inventory process
- Improved accuracy for requisitions - eliminate double entry to reduce corrections
- Mutual client of ISSG/SIG - great partners - 5 Star Service Rating



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# iPurchase™ PunchOut Requisition Approval Demo

**Frank Salesi**  
VP Solutions



# Frequently asked questions...

1. How is this Technology integrated with QAD?
2. Can a request for approval be automatically created by QAD upon a 'triggering event' instead of a User having to complete a Form?
3. Can Actions occur during the approval process in addition to the end of the approval process upon final approval/rejection?
4. How is this Technology priced?



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# Questions?



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# To Learn More

Contact your Strategic or ISSG Account Executive



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[sales@strategic.com](mailto:sales@strategic.com)



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