
Procurement Plus

Enabling Lean Procure to Pay

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Procurement Plus: Enabling Lean Procurement



Collect Quotes

- Distribute RFQ
- Analyze Response

Create PO

- Reqs
- Approval
- MRP Recs



Communicate with Supplier

- Terms, date, quantity
- Specifications
- Shipping information



Pay Invoice

- Status
- EFT



Receive Material

- Planning
- Identify PO/item
- Receive to MAPICS



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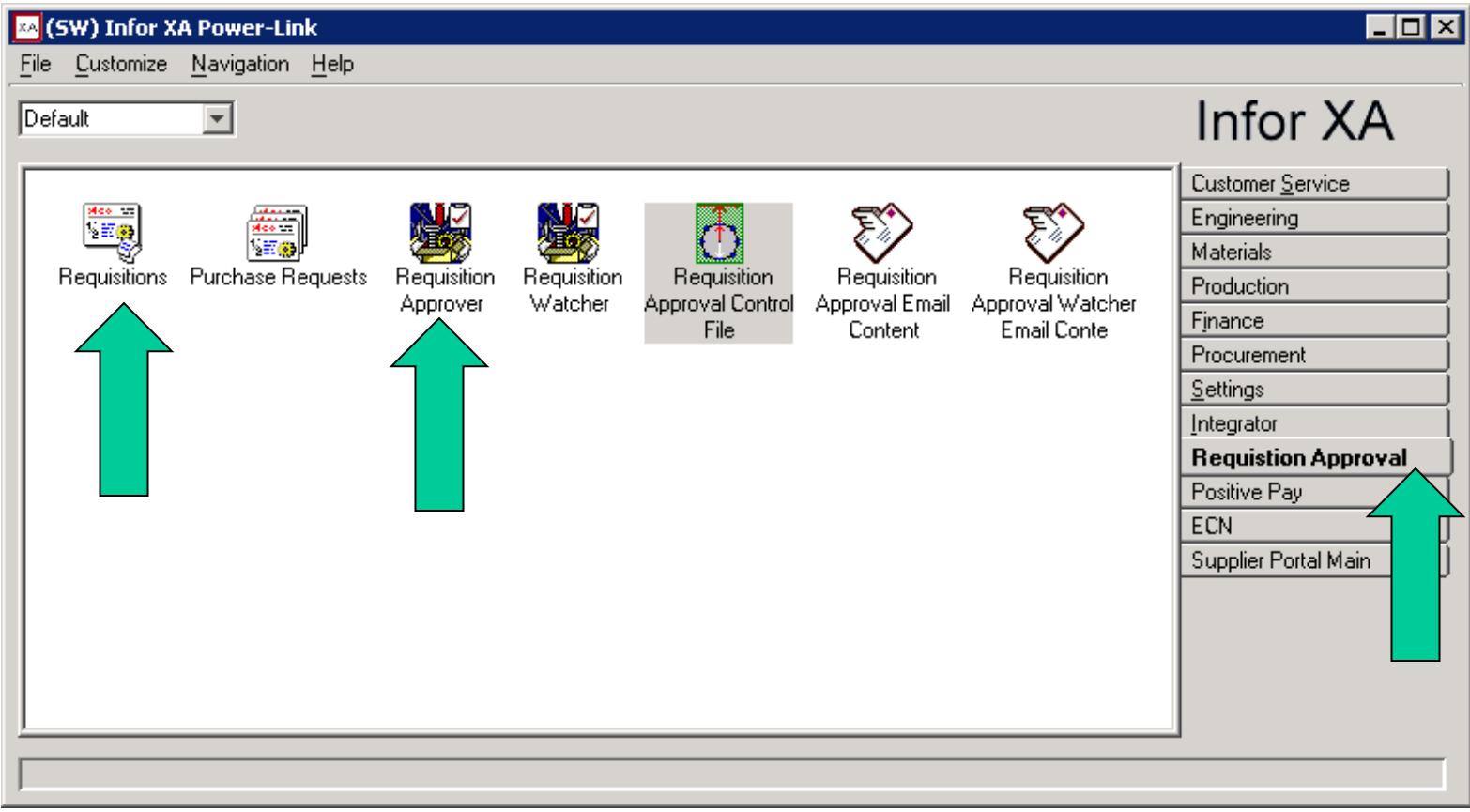
Receive Material

- Planning
- Identify PO/item
- Receive to MAPICS



Electronic Requisition Approval

- Integrated into PowerLink with Integrator



Electronic Requisition Approval

- Hierarchy based on user/purchase type

The screenshot shows a software window titled '(SW) Requisition Approver'. It features a menu bar with 'File', 'Display', 'Maintain', 'Customize', 'Navigation', and 'Help'. Below the menu is a toolbar with icons for search, print, and other functions. A status bar at the top shows 'General' and '(all records)'. The main area contains a table with the following data:

Requestor	Approver	e-Mail Address	Inventory Authorization Limit	Noninventory Authorization Limit	Capital Authorization Limit
BOYERJ	LUTHERD	JIM.BOYER@CISTECH.NET	1,000.00	10,000.00	1,000.00
BSMITH	BOYERJ	BILL.SMTH@CISTECH.NET	0.00	0.00	0.00
LUTHERD	MCCORMICKB	DENISE.LUTHER@CISTECH.NET	20,000.00	10,000.00	20,000.00
MCCORMICKB	LUTHERD	BEN.MCCORMICK@CISTECH.NET	999,999.00	999,999.00	999,999.00
PHARRR	LUTHERD	RUTH.PHARR@CISTECH.NET	5,000.00	5,000.00	0.00

eReq: Visibility in Power Link

Req uestion 1	Item	Item description	Quantity	Extended price	Requisition Status	Authorized Date	Approving User	Capital Proj...	Unit
R000001	1305	Motherboard Chi...	10,000.000	645,000.0000	1 = Awaiting Approval	11/12/2008	LUTHERD /LUTHERD		1008
R000002	1305	Motherboard Chi...	500.000	32,250.0000	1 = Awaiting Approval	10/27/2008	LUTHERD /MCCORMICKB		1002
R000003	1306	Motherboard Chi...	1,200.000	142,860.0000	1 = Awaiting Approval				1003
R000004	1105	Mouse	50,001.000	599,511.9900	0 = Price Quote Requested				01
R000005	1107	Keyboard Ergo	50.000	550.0000	0 = Price Quote Requested				01
R000006	1107	Keyboard Ergo	20.000	220.0000	= Incomplete				01
R000008	BOX1	Box #100 Antacid	1,000.000	0.0000	4 = Rejected	12/06/2008	LUTHERD		01
R000009	BOX1	Box #100 Antacid	1,000.000	0.0000	3 = Authorized to Buy	09/04/2008			1008
R000010	BOX1	Box #100 Antacid	1,000.000	0.0000	1 = Awaiting Approval				1008
R000011	BOX1	Box #100 Antacid	1,000.000	0.0000	1 = Awaiting Approval				1008
R000012	MAG	Magnesium Stear...	2,000.000	0.0000	4 = Rejected	01/18/2010	LUTHERD		1008
R000013	MAG	Magnesium Stear...	1,000.000	0.0000	0 = Price Quote Requested				1008
R000014	MINT	Mint Flavor	48,000.000	0.0000	= Incomplete				1008
R000015	MINT	Mint Flavor	24,000.000	0.0000	= Incomplete				1008
R000016	SIMETHICONE	Simethicone	9,999,999.000	0.0000	= Incomplete				1008
R000017	SIMETHICONE	Simethicone	9,999,999.000	0.0000	= Incomplete				1008
R000018	SUGAR	Sugar	1,000.000	0.0000	= Incomplete				1008
R000019	WATER	Water Purified	1,000.000	0.0000	= Incomplete				1008
R000020	PKG1	Bottle #2455 Ant...	48,000.000	0.0000	= Incomplete				1008
R000021	PKG1	Bottle #2455 Ant...	24,000.000	0.0000	= Incomplete				1008
R000022	WATER	Water Purified	1,000.000	0.0000	= Incomplete				1008
R000023	PKG1	Bottle #2455 Ant...	24,000.000	0.0000	= Incomplete				1008
R000024	MAG	Magnesium Stear...	1,000.000	0.0000	= Incomplete				1008
R000025	MINT	Mint Flavor	24,000.000	0.0000	= Incomplete				1008
R000026	SIMETHICONE	Simethicone	9,999,999.000	0.0000	= Incomplete				1008
R000027	SUGAR	Sugar	1,000.000	0.0000	= Incomplete				1008
R000028	1207	Drive, 24x Max Cd	167.599	13,697.8662	1 = Awaiting Approval			U/N	1008
R000033	1208	Motherboard, 40...	1,000.000	418,040.0000	2 = Approved Not Authorized	10/27/2008			1008
R000035	1208	Motherboard, 40...	10,000	4,180.4000	= Incomplete				1008
R000037	PTM9	Conductive Copp...	1.000	118.0000	1 = Awaiting Approval				1008
R000038	MSC132	Hardener	0.305	10.3700	= Incomplete				1008
R000039	MSC371	Ink Pad Printing, ...	0.122	8.2960	= Incomplete				1008
R000040	MTL999-1	Shield, Serialized	605.000	7,260.0000	1 = Awaiting Approval				1008
R000041	PKB225	Bag, 12x32 Ldpe...	605.000	1,210.0000	1 = Awaiting Approval				1008
R000042	SERV-MACH	Service-mach	100,000.000	250,000.0000	= Incomplete				1008
R000043	1104	Speakers	24.000	1,516.8000	1 = Awaiting Approval				1008

eReq: E-mail approval

Requisition can be approved directly from email

Requisitioner: BOYERJ has requested the purchase of

Item: 1305 MOTHERBOARD CHIP, 166 MHZ

Quantity: 10,000

Extended Price: \$645,000.00

The item will be charged to
Department Unit: 1008000
Accounting Nature: 2600

Please review the requisition and approve or reject.

If you are cc'd on this e-mail, this will impact your budget and you are being provided with this for informational purposes only. Please contact the requisitioner directly if you do not agree with this purchase.

Lean Procurement Process

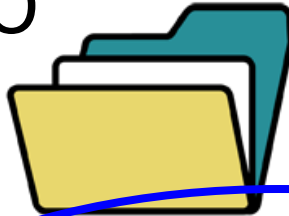


Collect Quotes

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- Analyze Response

Create PO

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The Problem:

Supplier Communications

- ...can be inefficient
 - Systems are usually manual
 - Our orders may be lost in their swamp
 - They get back to us eventually
 - Their communications get lost in our swamp
- ...can be error prone
 - Orders, lines, dates, quantities get mixed up
 - Drawings get lost
 - Scraps of paper get misplaced

Operational Concerns:

- Higher staff costs and wasted time
 - Buyer resource spent administering paperwork, following up to confirm orders, calling suppliers for ship dates, updating spreadsheets, faxing...
- Higher production costs
 - Extra inventory to buffer unreliable suppliers and communication failures
 - Increased expedited shipping costs
 - Production delays or shutdowns due to unexpected stockouts
- Higher cost of quality
 - Out-of-date specs and requirements

Supplier Portal Delivers:

For the supplier...

- Notification that we placed an order
- Online access to real time orders and forecasts
- One-click VA (vendor acknowledgment)
- Create ASN's (Advanced Shipment Notification)

For the buyer...

- Prompt, two-way communication
- Instant visibility of supplier commitments
- Instant visibility of shipments
- All integrated into Power-Link

Supplier Portal: Simple PO scenario

Buyer

- ▶ Place the PO
- ▶ See Supplier Accept
- ▶ See Shipping Notification



Supplier

- View PO
- Vendor Acknowledgement (VA)
- Shipping Notification (ASN)



Supplier Portal: 'Negotiation' scenario

Buyer

- ▶ Place the PO →
- ▶ Review change ←
- ▶ Accept change →
- ▶ See Supplier Accept ←
- ▶ See Shipment Notification ←

Supplier

- View the PO
- Propose change (qty, date)
- See Customer Accept
- Vendor Acknowledgement (VA)
- Shipping Notification (ASN)



Presentation
using
Power-Link & the Internet

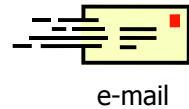
Pro-active notification

- ▶ Place PO
- ▶ Issue a release
- ▶ Change a PO quantity or date

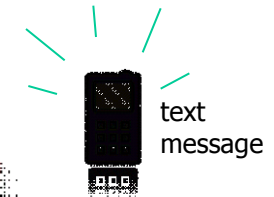
- Automatic text message
 - Order placed, check e-mail
- Automatic e-mail
 - Link provides one-click access to portal



Buyer



Supplier



Supplier View

- ▶ Suppliers can see both your item and their internal item number
- ▶ Confirm delivery per line item by date
- ▶ Supplier can get an e-mail each time a PO line item or release is created

The screenshot displays the ABC Technologies Supplier Web Portal in Mozilla Firefox. The browser address bar shows the URL <https://na2.catavolt.net/www>. The page title is "ABC Technologies Supplier Web Portal - Mozilla Firefox". The main content area is titled "Open Orders" and "Welcome to your Supplier Account Center". Below this, there is a section for "Current Orders" with a "General" dropdown menu and various icons. A table lists the current orders with the following columns: Order, Item, Supplier item, P.O. release, Dock due date, Qty, Ord UM, Confirm by, Status, and Proposed Ship Date.

Order	Item	Supplier item	P.O. release	Dock due date	Qty	Ord UM	Confirm by	Status	Proposed Ship Date
P000457	1000	PCX166A304	1	10/08/2009	1	EA	09/23/2009	New	
P000457	1000	PCX166A304	2	10/15/2009	2	EA	09/23/2009	Supplier Accept	
P000457	1000	PCX166A304	3	10/22/2009	3	EA	09/23/2009	New	
P000457	1000	PCX166A304	4	10/29/2009	4	EA	09/23/2009	New	
P000457	1000	PCX166A304	5	11/05/2009	5	EA	09/23/2009	New	
P000458	1310	G2X1755	0	10/19/2009	15	EA	09/23/2009	New	
P000459	1310	G2X1755	0	10/19/2009	25	EA	09/23/2009	New	

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Transferring data from na2.catavolt.net...

Supplier Response

ABC Technologies Supplier Web Portal - Mozilla Firefox

File Edit View History Bookmarks Tools Help

catavolt.net https://na2.catavolt.net/www/Main.html?profile=js%2FgpumtPgNjH7Un

pjoseph40 ABC Technologies Logout Help

Home Administration

Launch

Open Orders

Forecasts

Open Orders

Welcome to your Supplier Account Center

Current Orders

Qty	Ord UM	Confirm by	Status	Proposed Ship Date	Proposed Ship Qty	Proposed Split Date	Proposed Split Qty
4	EA	08/31/2009	Proposed	08/19/2009	3	08/26/2009	1
5	EA	08/31/2009	Proposed	08/19/2009	2	08/26/2009	3
10	EA	08/25/2009	New				0
2	EA	08/25/2009	Proposed	10/2			1
15	EA	08/25/2009	Proposed	10/2			0
25	EA	08/25/2009	Supplier Review				0
100	EA	08/25/2009	Supplier Assent				0

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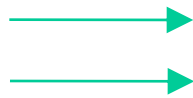
- Status
- Proposed...
 - Ship date
 - Ship quantity
 - Split date
 - Split quantity

Real Time Feedback

- Supplier actions show up in Power-Link
- Buyer can take action as required

Supplier

- ▶ Review or Accept
- ▶ Propose change



Buyer

- ▶ No action required
- ▶ Review, Accept or Reject



Streamline the 'negotiation'

- Same quantity, different date
- Partial quantity on requested date
- Split shipment

Propose Order Change ✕

Change the proposed quantity or ship date to propose a change to this open order.
Change the split quantity and ship date to propose splitting this order.
Press Update when finished.

	Requested	Proposed	Split
Quantity	2449	<input type="text" value="1950"/>	<input type="text" value="499"/>
Ship Date	Mon, May. 17, 1999	<input type="text" value="10/20/2010"/>	<input type="text" value="10/22/2010"/>



Buyer can see...

- Orders under review by Supplier
- Orders accepted or not accepted
- Changes proposed by Supplier
- Supplier's comments
- Suppliers attachments

You have clear understanding of their commitments; no confusion in the hand-off

Buyer's Power-Link View

Scheduled Receipts

PO	Customer Item	Supplier Item	Rel	Due to Dock	Requested Quantity	UM	Confirm by	Status	Proposed Arrival Date	Proposed Ship Qty	Proposed Split Date
P000478	1000	PCX166A304	0	10/19/2009	12.000	EA	09/02/2009	Supplier Review			
P000478	1310	G2X1755	0	10/15/2009	15.000	EA	09/02/2009	Shipped			
P000478	1312	G2X1757	0	10/16/2009	25.000	EA	09/02/2009	Shipped			
P000478	1313	G2X1758							10/21/2009		
P000478	1314	G3X1762							10/19/2009	100	11/26/2009
P000477	1000	PCX166A3									
P000477	1310	G2X1755									
P000477	1312	G2X1757									
P000477	1313	G2X1758							10/21/2009		
P000477	1314	G3X1762									
P000477	1314	G3X1762									
P000476	1000	PCX166A3									
P000476	1310	G2X1755									
P000476	1312	G2X1757	0	10/16/2009	25.000	EA	08/26/2009	Customer Review	10/21/2009		
P000476	1313	G2X1758	1	10/16/2009	60.000	EA	08/26/2009	Shipped			

Same as the Portal

- Can be the same view
- ...or a similar one
 - Add Vendor
 - Remove Vendor Catalog

- See supplier commitments and proposals

PO comments, Notes, and attachments

Open Orders Open Order

Welcome to your Supplier Account Center Truck Parts Inc.

Current Orders

PO #	Customer Item	Supplier Item	Rel 2 #	Approved Price	Due to Dock	Requested Quantity	UN	Confirm by	New Comment	Status
P000783	1203	SX-0934-001	1	413.33	06/21/2010	500	EA	06/17/2010	.	Customer Accept
P000783	1203	SX-0934-001	2	413.33	06/25/2010	90	EA	06/17/2010	.	Customer Accept
P000783	1312	XPO-090783	1	33.5	06/09/2010	500	EA	06/17/2010	.	Supplier Accept
P000783	1312	XPO-090783	2	33.5	06/03/2010	500	EA	06/17/2010	Supplier	New
P000783	1213	879-HGD-050	1	67.98	06/03/2010	905	EA	06/17/2010	.	New
P000783	1213	879-HGD-050	2	67.98	06/08/2010	85	EA	06/17/2010	.	Supplier Review

Open Orders Open Order

'Conversation' log

PO Comments

Order

Line Item

Release

Notes

06/29/2010 12:08:23 PM ***** Comment by LUTHERD *****
We have recently changed our quality specs. Please review the attached drawing and confirm that you can meet our new requirements.

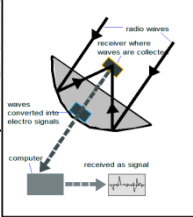
06/29/2010 12:57:29 PM - Ben McCormick
We have reviewed the attached drawing and our product does meet your new quality specs.

Standard MAPICS Comments

Attachments

File description	Object type	Object ID	View	Open	Print	Global
Drawing specifications 1312 v5.bit	SCHEDULED RECEIPT	ORDER: P000783 ITEM: 1312 CONTROLLER, 24X MAX CD WHS: 1 LINE: 3 REL: 2	Yes	Yes	Yes	No

- Share attachments
- 'Conversation' saved in PO history



Late Order Notification

- New 'Lead Time' field in Vendor Master
- Automated notification if no shipping notice received within 'shipping window'

The screenshot displays two windows from the SAP Supplier Portal. The 'Supplier Master' window shows a record for 'Truck Parts' with a lead time of 3. The 'Scheduled Receipts' window shows a list of purchase orders with columns for Purchase Order, Rel, Customer Item, Supplier Item, Description, Dock Due Date, Days Late, Qty, UoM, Price, Status, and Comment. Several rows are highlighted in red, indicating late orders.

Purchase Order	Rel	Customer Item	Supplier Item	Description	Dock Due Date	Days Late	Qty	UoM	Price	Status	Comment
P000489	1	1000		PC, 166 MHZ, DESKTOP	10/25/2010	9	2,500.000	EA	357.2800	New	Customer
P000489	2	1000		PC, 166 MHZ, DESKTOP	10/29/2010	4	2,400.000	EA	357.2800	New	
P000492	1	1000		PC, 166 MHZ, DESKTOP	11/05/2010	0	2,500.000	EA	357.2800	New	
P000492	2	1000		PC, 166 MHZ, DESKTOP	11/05/2010	0	2,400.000	EA	357.2800	New	
P000489	0	1312		CONTROLLER, 24X MAX CD	12/29/2010	0	400.000	EA	53.5000	New	

Purchase Order	Rel	Customer Item	Supplier Item	Description	Confirm by Date	Dock Due Date	Days Late	Qty	UoM	P
P000912	2	1312	XPO-090783	CONTROLLER, 24X MAX CD	11/23/2010	11/17/2010	0	13	EA	
P000911	1	1216	500G8 ZIP	zip drive 500GB	11/19/2010	12/01/2010	0	6	EA	
P000911	2	1216	500G8 ZIP	zip drive 500GB	11/19/2010	11/17/2010	0	7	EA	
P000910	0	1216	500G8 ZIP	zip drive 500GB	11/19/2010	11/30/2010	0	13	EA	
P000908	0	1000	LLK-003-087	2.93 GHz Dual Core	11/18/2010	11/18/2010	0	10	EA	3
P000904	0	1001	089-003-NBX-5	PC, 200 MHZ, DESKTOP	11/08/2010	11/12/2010	0	200	EA	
P000903	0	1000	LLK-003-087	2.93 GHz Dual Core	11/10/2010	11/09/2010	1	750	EA	3
P000902	1	1001	089-003-NBX-5	PC, 200 MHZ, DESKTOP	11/09/2010	11/12/2010	0	155	EA	
P000902	2	1001	089-003-NBX-5	PC, 200 MHZ, DESKTOP	11/09/2010	11/19/2010	0	45	EA	
P000901	1	1322	CAT-00331	MOTHERBOARD CHIP, 450MHZ	11/26/2010	11/05/2010	4	50	EA	
P000901	2	1322	CAT-00331	MOTHERBOARD CHIP, 450MHZ	11/26/2010	11/23/2010	3	18	EA	
P000901	3	1322	CAT-00331	MOTHERBOARD CHIP, 450MHZ	11/26/2010	11/30/2010	0	7	EA	
P000900	1	1322	CAT-00331	MOTHERBOARD CHIP, 450MHZ	11/19/2010	11/01/2010	8	50	EA	
P000900	2	1322	CAT-00331	MOTHERBOARD CHIP, 450MHZ	11/19/2010	11/11/2010	0	17	EA	
P000900	3	1322	CAT-00331	MOTHERBOARD CHIP, 450MHZ	11/19/2010	11/18/2010	0	8	EA	
P000899	1	1322	CAT-00331	MOTHERBOARD CHIP, 450MHZ	11/18/2010	11/19/2010	0	27	EA	
P000899	2	1322	CAT-00331	MOTHERBOARD CHIP, 450MHZ	11/18/2010	11/09/2010	3	13	EA	
P000899	3	1322	CAT-00331	MOTHERBOARD CHIP, 450MHZ	11/18/2010	11/30/2010	0	46	EA	
P000899	4	1322	CAT-00331	MOTHERBOARD CHIP, 450MHZ	11/18/2010	11/17/2010	0	14	EA	
P000898	0	1322	CAT-00331	MOTHERBOARD CHIP, 450MHZ	10/27/2010	10/26/2010	13	750	EA	



Management of PO Changes

Propose Order Change ✖

Change the proposed quantity or arrival date to propose a change to this open order.
Change the split quantity and arrival date to propose splitting this order.
Press Update when finished.

	Quantity	Dock Due Date
Requested	250	Thu, Jun. 24, 2010
Proposed	<input type="text" value="50"/>	<input type="text" value="06/24/2010"/>
Proposed Split	<input type="text" value="200"/> <input checked="" type="checkbox"/>	<input type="text" value="06/30/2010"/>

Before or after ship time:

- Ship date
- Ship quantity
- Split date
- Split quantity

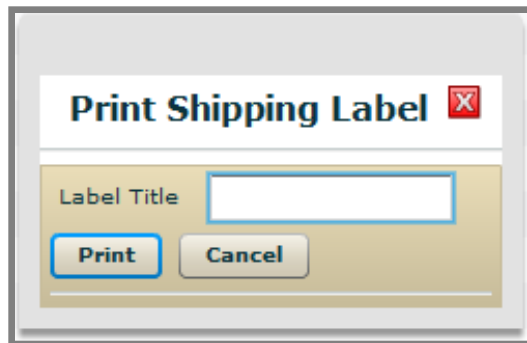
Current Orders

General

Description	Dock Due Date	Qty	UM	Price	Status	Comment	Proposed Quantity	Proposed Dock Date	Proposed Split Qty	Proposed Split Date
LASER, 20X MAX CD	07/08/2010	500	EA	16	Shipped	.	0		0	
2.93 GHz Dual Core	06/24/2010	250	EA	357.28	Proposed	.	50	06/24/2010	200	06/30/2010
NETWORK CARD, FAX/MODEM 56K	06/29/2010	750	EA	67	Customer Review	.	750	07/06/2010	0	
PC, 266 MHZ, DESKTOP	06/24/2010	1,000	EA	508.87	Shipped	Supplier	0		0	
LASER, 20X MAX CD	06/25/2010	500	EA	16	Shipped	.	0		0	
CONTROLLER, 24X MAX CD	06/29/2010	1,000	EA	53.5	Revised	.	0		0	

Item labels

- Bar coded labels with Item and PO...
 - Used for receiving and inventory transactions
- PDF file-Print on any laser printer
- User Exit to call your print programs



Send shipment notice

- Select multiple lines
- Fill in quantity shipped per line
- If short, add date for rest
 - Same as proposing a split quantity
- Creates Shipment Notice in Power-Link

Send Shipment Notice

Shipment: 40-2009-08-20

Document Origin	12/14/2009	Date	07/08/2010	Time	0 : 00 am
Departure			07/08/2010		10 : 37 am
Arrival			07/13/2010		2 : 00 pm

Bill of Lading: Manifest:

Freight Terms:

Transport

Method: Consolidated truck

Carrier ID: Tracking Num:

Vehicle: Type: Route:

Weight

Unit of Measure:

Gross: Tare: Net:

Item	Ordered	Shipped	Remaining ship date	Remaining quantity
P000457/1000/1	1	<input type="text" value="1"/>	--/--/----	<input type="text" value="0"/>
P000457/1000/2	2	<input type="text" value="2"/>	--/--/----	<input type="text"/>
P000457/1000/3	3	<input type="text" value="3"/>	--/--/----	<input type="text"/>
P000457/1000/4	4	<input type="text" value="4"/>	--/--/----	<input type="text"/>

Upload Shipment Information

- Extract from Suppliers ERP system, upload into MAPICS to create ASN

Current Orders General ▾

Purchase Order	Rel	Customer Item	Supplier Item	Description	Dock Due Date	Qty	UM	Price	Status	Comments
P000856	2	1002	MA70867-001	PC, 266 MHZ, DESKTOP	10/05/2010	200	EA	508.87	New	.
P000856	1	1213	879-HGD-050		10/05/2010	1,000	EA	67	New	Custom
P000856	2	1213	879-HGD-050		10/05/2010	1,000	EA	67	New	.
P000856	3	1213	879-HGD-050		10/05/2010	1,000	EA	67	New	.
P000856	1	1314	1314-897-001A		10/05/2010	1,000	EA	16	New	.
P000856	2	1314	1314-897-001A		10/05/2010	1	EA	16	New	.
P000856	3	1314	1314-897-001A		10/05/2010	25	EA	16	New	.

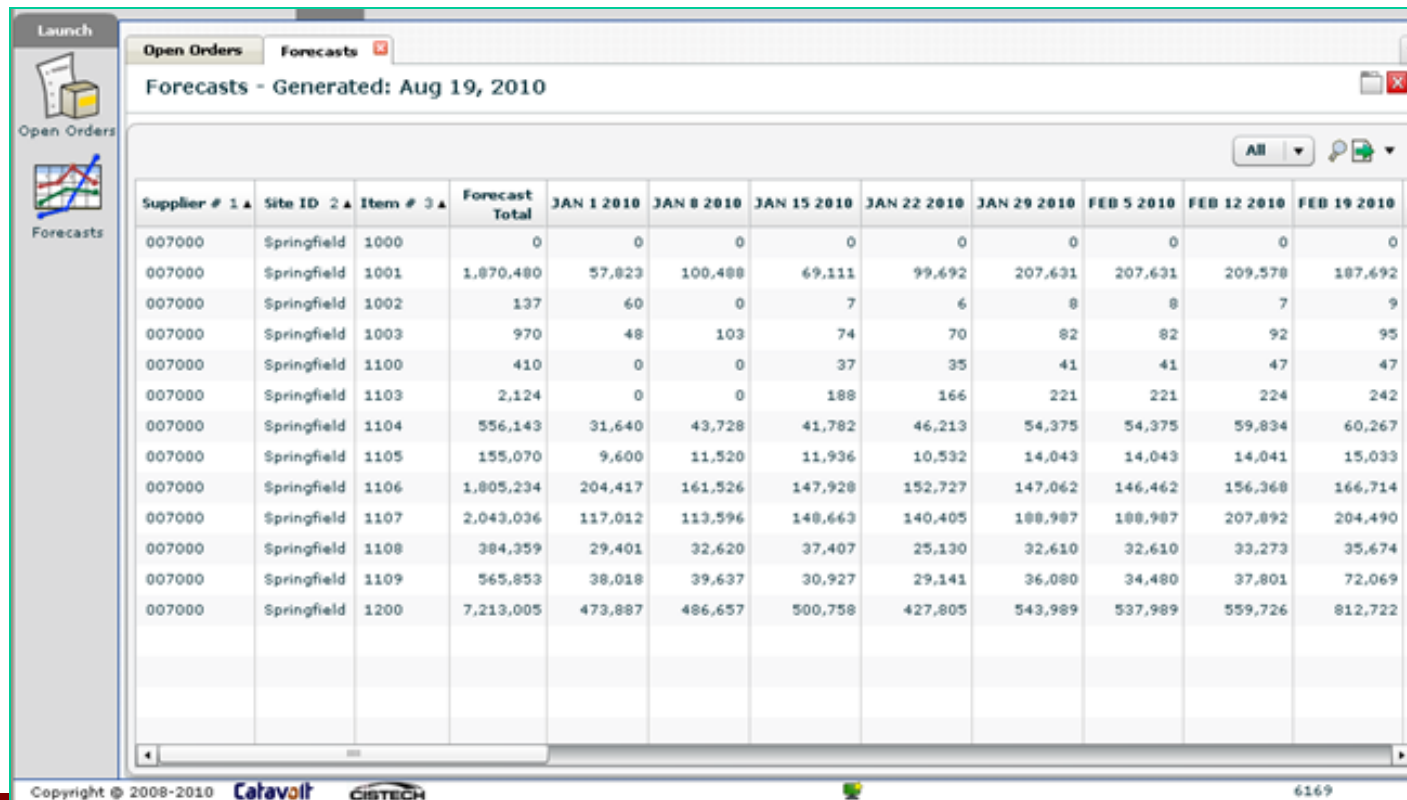
Import Shipment Data ✖

Import File

Required for Supplier Portal	Required for Supplier Portal	Required for Supplier Portal	Required for Supplier Portal	Required for Supplier Portal	Required for Supplier Portal	*Optional for Supplier Portal	*Optional for Supplier Portal	
PO Number	Part Number	Qty Shipped	Dock Due Date	PO Release number	Shipment Number	Freight Carrier	Shipper Tracking Number	
P000855	48990	11947822	500	8/15/2010	3	813201000014	UPS	1Z49688234232
P000855	49125	34923231	800	8/15/2010	1	813201000015	FDX	58272998822
P000855								
P000855								
P000855								
P000855	49148	42939932	50	7/20/2010	1	813201000017	Yellow	94723664
P000855	49163	98382332	175	8/28/2010	2	813201000020	Yellow	94723664

Visibility of Forecasts

- Forecast: Annual view of open and planned orders with configurable buckets
- Extract data into a spreadsheet



Forecast - Generated: Aug 19, 2010

Supplier # 1 ▲	Site ID 2 ▲	Item # 3 ▲	Forecast Total	JAN 1 2010	JAN 8 2010	JAN 15 2010	JAN 22 2010	JAN 29 2010	FEB 5 2010	FEB 12 2010	FEB 19 2010
007000	Springfield	1000	0	0	0	0	0	0	0	0	0
007000	Springfield	1001	1,070,480	57,023	100,408	69,111	99,692	207,631	207,631	209,578	107,692
007000	Springfield	1002	137	60	0	7	6	8	8	7	9
007000	Springfield	1003	970	48	103	74	70	82	82	92	95
007000	Springfield	1100	410	0	0	37	35	41	41	47	47
007000	Springfield	1103	2,124	0	0	188	166	221	221	224	242
007000	Springfield	1104	556,143	31,640	43,728	41,782	46,213	54,375	54,375	59,834	60,267
007000	Springfield	1105	155,070	9,600	11,520	11,936	10,532	14,043	14,043	14,041	15,033
007000	Springfield	1106	1,805,234	204,417	161,526	147,928	152,727	147,062	146,462	156,368	166,714
007000	Springfield	1107	2,043,036	117,012	113,596	140,663	140,405	108,907	108,907	207,892	204,490
007000	Springfield	1108	384,359	29,401	32,620	37,407	25,130	32,610	32,610	33,273	35,674
007000	Springfield	1109	565,853	38,018	39,637	30,927	29,141	36,080	34,480	37,801	72,069
007000	Springfield	1200	7,213,005	473,887	486,657	500,758	427,805	543,989	537,989	559,726	812,722

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Lean Procurement Process



Collect Quotes

- Distribute RFQ
- Analyze Response

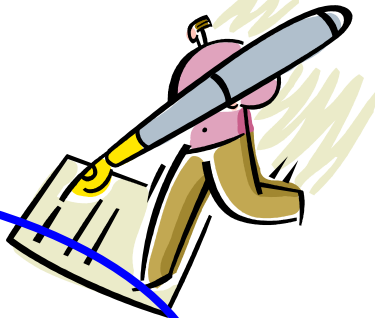
Create PO

- Reqs
- Approval
- MRP Recs



Communicate with Supplier

- Terms, date, quantity
- Specifications
- Shipping information



Pay Invoice

- Status
- EFT



Receive Material

- Planning
- Identify PO/item
- Receive to MAPICS



Receiving

- Visibility of Shipment Notifications (ASN's) enables planning
- Easy to find correct shipment
- Receive Shipment Notification including multiple PO's and lines with '1 click'.
- Bar code packages speed receipt and putaways

Receiving

- Immediate Visibility of shipments

(SW) Scheduled Receipts

File Display Maintain Customize User Navigation Help

SWP Shipping *Vendor...

Scheduled Receipts

PO	Customer Item	Due to Dock	Requested Quantity	Actual Ship Qty	UM	Status	Shipment	Tracking Number	Bill of lading	Departure Date	Carrier	Ship to warehouse
P000847	1 1213	08/27/2010	10.000	10.000	EA	Short Shipped	ADFDFFDF			08/27/2010		Abc Technologies - Main Whse
P000847	1 1213	08/27/2010	10.000	10.000	EA	Short Shipped	ADFADFF			08/27/2010		Abc Technologies - Main Whse
P000847	1 1213	08/27/2010	370.000	0.000	EA	Backorder						Abc Technologies - Main Whse
P000847	2 1213	09/15/2010	700.000	700.000	EA	New	007000-20100812-215227.110			08/12/2010		Abc Technologies - Main Whse
P000847	2 1213	09/15/2010	300.000	700.000	EA	New						Abc Technologies - Main Whse
P000847	1 1314	09/08/2010	750.000	750.000	EA	Short Shipped	007000-20100811-212751.864			08/11/2010		Abc Technologies - Main Whse
P000847	1 1314	09/08/2010	250.000	750.000	EA	Short Shipped						Abc Technologies - Main Whse
P000847	2 1314	09/08/2010	500.000	0.000	EA	New						Abc Technologies - Main Whse
P000846	0 1213	09/15/2010	500.000	500.000	EA	Short Shipped	1863223	80519584518		08/05/2010		Abc Technologies - Main Whse
P000846	0 1213	09/15/2010	500.000	0.000	EA	Customer Accept						Abc Technologies - Main Whse
P000846	1 1312	08/26/2010	150.000	150.000	EA	Short Shipped	1863222	80519583518		08/05/2010	ROADWAY	Abc Technologies - Main Whse
P000846	1 1312	08/26/2010	100.000	100.000	EA	Short Shipped	007000-20100812-200528.308			08/12/2010		Abc Technologies - Main Whse
P000846	1 1312	08/26/2010	39.000	0.000	EA	Customer Accept						Abc Technologies - Main Whse
P000846	2 1312	09/16/2010	211.000	211.000	EA	Shipped	1863224	80519585518		08/05/2010	ROBINSON	Abc Technologies - Main Whse
P000820	0 1213	11/30/2010	700.000	700.000	EA	Shipped	H023002293099	8668322913		07/30/2010	ROADWAY	Abc Technologies - Main Whse
P000820	0 1213	11/30/2010	300.000	700.000	EA	Shipped		8668322913				Abc Technologies - Main Whse
P000820	1 1312	07/22/2010	289.000	0.000	EA	New						Abc Technologies - Main Whse
P000820	2 1312	09/02/2010	211.000	0.000	EA	New						Abc Technologies - Main Whse
P000818	0 1213	08/25/2010	787.000	787.000	EA	Short Shipped	007000-20100715-132603.886	MNBHJ34978		06/15/2010	FEDEX	Abc Technologies - Main Whse

Receive Utilizing Shipment Notification

(SW) Scheduled Receipts

File Display Maintain Customize User Navigation Help

Supplier Portal Vendor ...

Scheduled Receipts

Pu... Dr...	Customer Item	Supplier Item	Description	Confirm by Date	Dock Due Date	Qty	UM	Price	Status	New Comment	Proposed Quantity	Proposed Dock Date	Proposed Split Qty	Pr St
P000892	0 1001	089-003-NBx-5	PC, 200 MHZ, DESKTOP	10/13/2010	10/18/2010	200.000	EA	35.00	Shipped		0		0	
P000891	0 1322	CAT-00331	MOTHERBOARD CHIP, 450MHZ	10/18/2010	10/18/2010	0.000	EA	217.80	New		0		0	
P000890	0 1322	CAT-00331	MOTHERBOARD CHIP, 450MHZ	10/18/2010	10/18/2010						0		0	
P000889	0 1002	MA70867-001	PC, 266 MHZ, DESKTOP	10/18/2010	10/18/2010						0		0	
P000888	0 1322	CAT-00331	MOTHERBOARD CHIP, 450MHZ	10/14/2010	10/14/2010						0		0	
P000887	1 1322	CAT-00331	MOTHERBOARD CHIP, 450MHZ	10/12/2010	10/12/2010						0		0	
P000887	2 1322	CAT-00331	MOTHERBOARD CHIP, 450MHZ	10/12/2010	10/12/2010						0		0	
P000886	1 1312	XPO-090783	CONTROLLER, 24X MAX CD	10/13/2010	10/11/2010	1					0		0	
P000886	2 1312	XPO-090783	CONTROLLER, 24X MAX CD	10/13/2010	12/13/2010						0		0	
P000885	1 1312	XPO-090783	CONTROLLER, 24X MAX CD	10/12/2010	10/11/2010	1				tomor	0		0	
P000885	2 1312	XPO-090783	CONTROLLER, 24X MAX CD	10/12/2010	12/13/2010						0		0	
P000884	0 1000	LLK-003-087	2.93 GHz Dual Core	10/08/2010	10/08/2010						0		0	
P000884	0 1000	LLK-003-087	2.93 GHz Dual Core	10/08/2010	10/15/2010						0		0	
P000883	0 1322	CAT-00331	MOTHERBOARD CHIP, 450MHZ	10/11/2010	10/08/2010	1				tomor	0		0	
P000882	0 1000	LLK-003-087	2.93 GHz Dual Core	10/13/2010	10/15/2010	1.5				tomor	0		0	
P000882	1 1312	XPO-090783	CONTROLLER, 24X MAX CD	10/13/2010	10/06/2010	3					0		0	
P000882	2 1312	XPO-090783	CONTROLLER, 24X MAX CD	10/13/2010	10/25/2010	2					0		0	
P000882	0 1213	879-HGD-050	NETWORK CARD, FAX/MODEM 56K	10/13/2010	10/20/2010	3					0		0	
P000882	0 1213	879-HGD-050	NETWORK CARD, FAX/MODEM 56K	10/13/2010	10/27/2010	1					0		0	
P000881	1 1000	LLK-003-087	2.93 GHz Dual Core	10/22/2010	10/01/2010	5					0		0	
P000881	2 1000	LLK-003-087	2.93 GHz Dual Core	10/22/2010	10/26/2010	4					0		0	
P000880	0 1000	LLK-003-087	2.93 GHz Dual Core	10/15/2010	10/26/2010	1.0					0		0	
P000879	0 1002	MA70867-001	PC, 266 MHZ, DESKTOP	10/14/2010	10/22/2010	3					0		0	
P000878	0 1213	879-HGD-050	NETWORK CARD, FAX/MODEM 56K	10/08/2010	10/21/2010	2					0		0	
P000878	0 1213	879-HGD-050	NETWORK CARD, FAX/MODEM 56K	10/08/2010	10/22/2010						0		0	
P000878	1 1000	LLK-003-087	2.93 GHz Dual Core	10/08/2010	10/18/2010	1					0		0	
P000878	2 1000	LLK-003-087	2.93 GHz Dual Core	10/08/2010	10/01/2010						0		0	
P000877	1 1322	CAT-00331	MOTHERBOARD CHIP, 450MHZ	10/08/2010	10/13/2010	3					0		0	
P000877	2 1322	CAT-00331	MOTHERBOARD CHIP, 450MHZ	10/08/2010	10/01/2010	1					0		0	

Receive Shipment Notice Complete

Lean Procurement Process



Collect Quotes

- Distribute RFQ
- Analyze Response

Create PO

- Reqs
- Approval
- MRP Recs



Communicate with Supplier

- Terms, date, quantity
- Specifications
- Shipping information



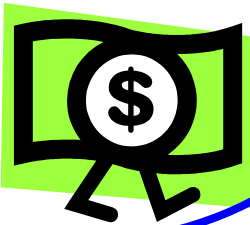
Receive Material

- Planning
- Identify PO/item
- Receive to MAPICS




Pay Invoice

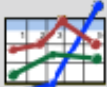
- Status
- EFT




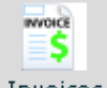
Invoice Status


Launch
Open Or... Invoices ✖


 Open Orders


 Forecasts


 Quotes



 Invoices


 Inventory

Invoices

Name	Invoice #	1 ▲	Due date	Date settled 2 ▲	Invoice Amount	Sequence currency	Reason for dispute
Kroger			09/28/2001		-2,247	USD	
Kroger			07/22/1999	04/03/2000	-1,000	USD	
Kroger	DV		02/16/2001		-1,077.45	USD	
Kroger	INV 01		01/11/2008	12/12/2007	-450,045.01	USD	
Kroger	TOOLING001		03/08/2001		-500	USD	DAMAGED
Kroger	000500 INVOICE REF NUMBER		06/13/2008		-160		
Kroger	123344		07/05/1999	04/03/2000	-1,000	USD	DID NOT ORDER
Kroger	33445		06/01/1999	04/03/2000	-10,000	USD	
Kroger	44567		10/11/1999	04/03/2000	-925	USD	
Kroger	87777		11/05/2001		-6,555	USD	

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Electronic Funds Transfer ACH

- Provides Electronic Distribution of Accounts Payable payments
- Enhances the IFM EFT process by providing editing and 'pre-note' capabilities
- Creates ACH formatted file and extracts to IFS Drive for transfer to your bank

Lean Procurement Process



Collect Quotes

- Distribute RFQ
- Analyze Response

Create PO

- Reqs
- Approval
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Communicate with Supplier

- Terms, date, quantity
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- Shipping information



Pay Invoice

- Status
- EFT



Receive Material

- Planning
- Identify PO/item
- Receive to MAPICS



Quoting – coming in R2

- Extension of XA-Enter quote data in Power Link
 - Enterprise Integrator
- Deliver quote requests via Supplier Portal
- Consolidate quote replies in Power Link
- Analyze data with views, subsets

Quoting- Buyer Quote Entry

The screenshot shows a software application window titled "(SW) Change Quote Master - 1," with a menu bar (File, Display, Maintain, Customize, Navigation, Help) and a toolbar. The main area contains a form with the following fields and values:

- Quote Description:** QUOTE FOR PRODUCT
- Buyer:** 5
- Name:** Tammy Knox
- Quote Due Date:** 08/31/2010
- Item #:** 1000
- Description:** 2.93 GHz Dual Core
- Drawing #:** 123456
- Price Break Qty 1:** 100
- Price Break Qty 2:** 200
- Price Break Qty 3:** 500
- Price Break Qty 4:** 1000

Quoting-Supplier Portal Entry

Launch

Open Orders

Quotes - Franklin

Quotes - Franklin

Quote Due Date	Quote Description	RFQ # 1 ▲	Item #	
08/31/2010	QUOTE FOR PRODUCT	1	1000	2.93
09/10/2010	Request for springs	2	1312	CONT

Open Orders

Forecasts

Quotes

Details

Contact: DENISE LUTHER

Quote Due Date: Tue, Aug. 31, 2010

Quote Description: QUOTE FOR PRODUCT

Item #: 1000

Description: 2.93 GHz Dual Core

Drawing #: 123456

Vendor catalog number

Price Break Qty 1: 100

Price Break Amt 1: 37

Price Break Qty 2: 200

Price Break Amt 2: 35

Price Break Qty 3: 500

Price Break Amt 3: 30

Price Break Qty 4: 1,000

Price Break Amt 4: 25

Completed Date: Tue, Aug. 31, 2010

Lead Time/Weeks: 5

Test Costs: 25

Tooling Costs: 35

Engineering Costs: 45

From Buyer Quote Entry

Entered by Supplier

Quote Analysis

(SW) Quote Master

File Display Maintain Customize Navigation Help

General (temporary) - Supplier

Quote Master

RFQ #	Buyer	Name	Quote Due Date	Completion Date	Item #	Description	Drawing #	Supplier	Supplier Name	Price Break Qty 1	Price Break Amt 1	Price Br... Qty 2	Price Break Amt 2	Price Break Qty 3	Price
1 5	Tammy Knox	Tammy Knox	08/31/2010	08/31/2010	1000	2.93 GHz Dual Core	123456	007001	Franklin	100	37.000	200	35.000	500	
1 5	Tammy Knox	Tammy Knox	08/31/2010		1000	2.93 GHz Dual Core	123456	007002	Precision	100	0.000	200	0.000	500	
1 5	Tammy Knox	Tammy Knox	08/31/2010		1000	2.93 GHz Dual Core	123456	007003	Anchor	100	0.000	200	0.000	500	
2 100	Steve Watson	Steve Watson	09/10/2010		1312	CONTROLLER, 24X MAX CD	57954A	007001	Franklin	0	0.000	0	0.000	0	
2 100	Steve Watson	Steve Watson	09/10/2010		1312	CONTROLLER, 24X MAX CD	57954A	007002	Precision	300	0.000	500	0.000	800	
2 100	Steve Watson	Steve Watson	09/10/2010		1312	CONTROLLER, 24X MAX CD	57954A	007003	Anchor	0	0.000	0	0.000	0	

Lean Procurement Process



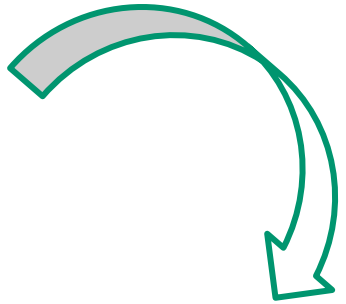
Collect Quotes

- Distribute RFQ
- Analyze Response



Create PO

- Reqs
- Approval
- MRP Recs



Communicate with Supplier

- Terms, date, quantity
- Specifications
- Shipping information



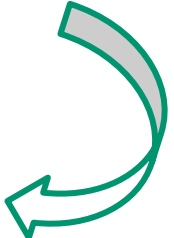
Pay Invoice

- Status
- EFT



Receive Material

- Planning
- Identify PO/item
- Receive to MAPICS



Summary: Lean Quote to Pay

- Increase quoting of items
- Control over Requisitions
- Transform effectiveness of Buyers
 - Power Link is the single source for all information
 - Quotes
 - Supplier Commitments
 - Attachments, Comments
 - Ship Notices

Summary: Lean Quote to Pay

- Improved visibility for Receiving
 - Better control of Materials
 - Better information, better decisions
- Improved Supplier relations with invoice status and timely payment

Summary: Quick ROI

- MAPICS 'Module'
- Power Link for internal users
- Technology: R7 Enterprise Integrator and System Link
- Low Risk
- Fast Implementation and ROI
- Low ongoing maintenance
 - Standard XA components

Questions?

What next?

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