

# ***SOLVE FOR X.***

**Find out why improving Purchase Order processing is the first and arguably most important investment in Supply Chain Optimization.**

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Smart transactions. Better business.

## There are many challenges facing the modern supply chain manager:

- Turbulent economic times
- Expanding into global markets
- Rising labor costs
- Carbon footprint/sustainability considerations
- Increasing customer expectations

**The rate of change is unlikely to slow down, so pressure increases to find innovative solutions that reduce costs and carbon footprints and simultaneously enable exceptional customer service.**

## **Automation applied to an inefficient process will only magnify the inefficiency.**

Development of new technologies to support improved supply chain performance has been impressive –

### **BUT**

- 80% of purchase orders, the starting point for any supply chain process, are still being processed manually.
- Manual processes are cumbersome, costly and riddled with inaccuracies.

**So - it doesn't matter how good your new robotic stock-picker is, if the originating order is wrong, it will need to be able to put the stock back on the shelf, as quickly as it can pick it.**

## Improving the efficiency and accuracy of front-end order entry is arguably the most important investment in supply chain automation

- Independent research by supply chain logistics experts concluded that non-automated transactions cost businesses \$78 more per order on average than orders processed via an EDI network.

In today's fast-paced world, manual data entry is completely outdated, costly, slow and inefficient.

**An automated transaction solution is no longer a luxury, but a necessity.**

## There is a compelling business case for automating your B2B transaction cycle processes.

- Lower costs courtesy of reduced data entry requirements, error and re-delivery costs.
- Delivering better service opens up the potential for increased revenue opportunities.
- Time savings delivered through electronic data and seamless communication between you and your trading partners.
- Overall potential for increased profitability both through multiple savings points and increased revenue opportunities.
- Increased environmental accountability courtesy of a reduced carbon footprint.

**The multi-faceted benefits can lead to tangible gains across virtually every aspect of your business.**

## Optical Character Recognition (OCR) Solutions are not the answer

- OCR systems are common, but so are the challenges that come with them – primarily with data accuracy.
- Processes used by these systems carry an unacceptable error rate.
- OCR issues have created a “once bitten, twice shy” attitude towards alternative automated transaction solutions.
- There are now solutions available which offer 100% data conversion accuracy.

**If you're looking to benefit from the full range of benefits automation can deliver, you'll need to look beyond prehistoric OCR systems .**

## Electronic Data Interchange (EDI) won't get you all the way there.

- An EDI solution is a big investment decision – not only for you, but your trading partners too.
- Many of your smaller trading partners, cannot afford to make this commitment, so continue to transact using ‘paper’ driven processes.
- EDI infrastructure is frequently under-utilized.

**However, complementary solutions, which convert “paper” orders from any trading partner into electronic file formats and which integrate fully with your ERP system, can help you generate a much more healthy ROI.**

## What factors need to be considered for choosing the best possible solution for your business?

- ✓ Look for something that complements your existing systems and business processes – this will make for a much simpler and easier transition.
- ✓ Talk is cheap, so as an extension of actual implementation, look for a solution that offers true, risk-free testing in a parallel environment – it's the only way you can truly test whether the system will work for you.
- ✓ You'll want something that can be up and running with full deployment as quickly as possible – the sooner you deploy, the sooner you start reaping the rewards.
- ✓ No one wants to get hit by hidden costs. Make sure you compare 'apples with apples', don't be fooled by seemingly 'too good to be true' solutions that usually are, and always look for a transparent and all-inclusive fee structure.



## Don't just take our word for it. Look at what some of customers have been able to achieve:

- *“Within two weeks of activating **sales order automation**, the workload on the Customer Service team reduced considerably. The team of five processed over three hundred orders in a day. Something we were unable to do twelve months earlier with seven staff.”*
- *“Based on previous experience, I was skeptical that **sales order automation** would deliver the benefits it promised and prove to be worthwhile. However, within a year of its deployment, we significantly increased the number of orders that are now processed electronically and are well on track to hitting our objective.”*
- *“Thanks to **sales order automation**, we have experienced a huge reduction in time spent correcting mistakes, adjusting addresses and taking phone calls from our logistics department,. Hours of manual data entry have been replaced with just one click.”*

## Summary

- Fixing order entry speed and accuracy is critical to the ROI of every other investment made in supply chain automation and yet most companies, large and small, continue to process costly manual 'paper' orders.
- The benefits to automating your B2B transaction cycle are broad and can impact on many aspects of your business.
- There are several important considerations when exploring solutions to automate B2B transaction processes.
- Instant ROI is possible when the right solution is deployed.

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## ***For More Information:***

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