P2insight

The Order Hub

Bringing E-Commerce Capabilities to Maximo

P2Insight
BACKGROUND

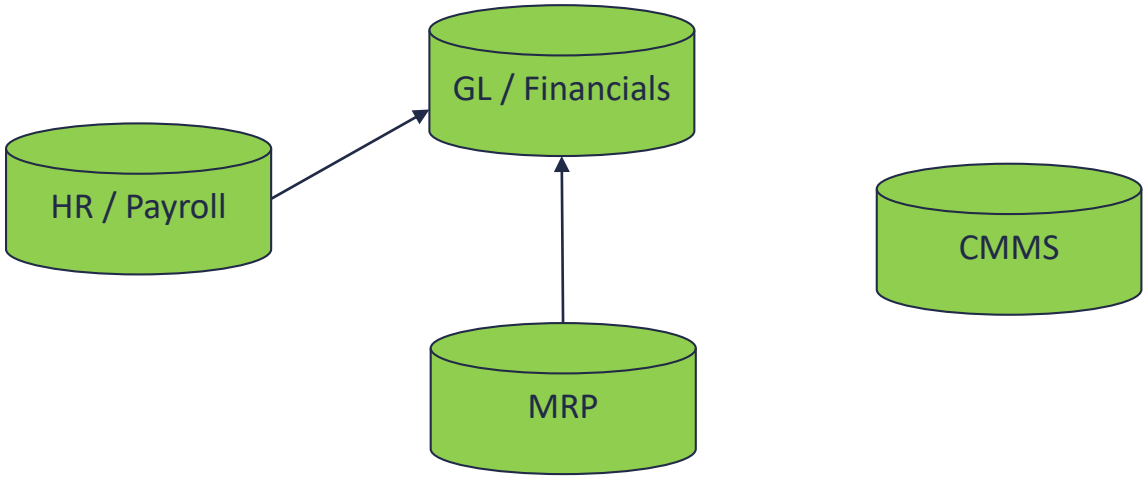
At P2Insight, we focus on one thing: Extending Maximo with E-Commerce capabilities

- Extending Maximo to enable collaboration with external organizations through the application of modern e-commerce technology
- We provide advisory services: Assessments, Designs, and Recommendations
- The Order Hub: brings P2P functionality to Maximo for Purchase Orders and Work Orders
- We developed punch-out capabilities for Maximo, with direct access to Vendor Catalogs, and we have partnered with Vroozi to provide punch-out capability to their Marketplace

E-Commerce: The Modern Supply Chain Demands it

Integrated system diagram
THEN

- A system diagram in the early days might have looked like this:

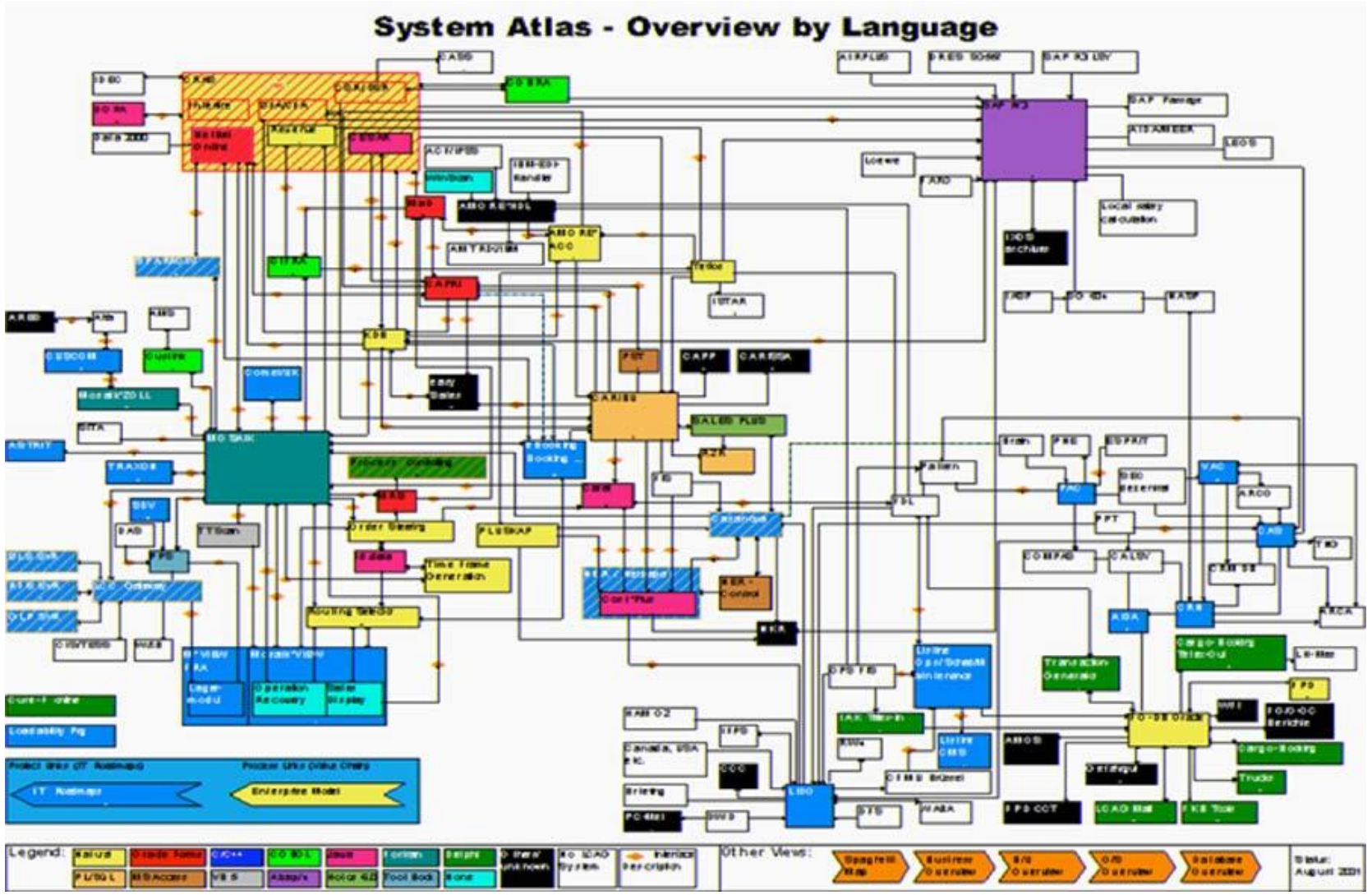


…and you communicated with 3rd parties through phone, fax, or email

Integrated system diagram

NOW

- Today a system diagram might look more like this…

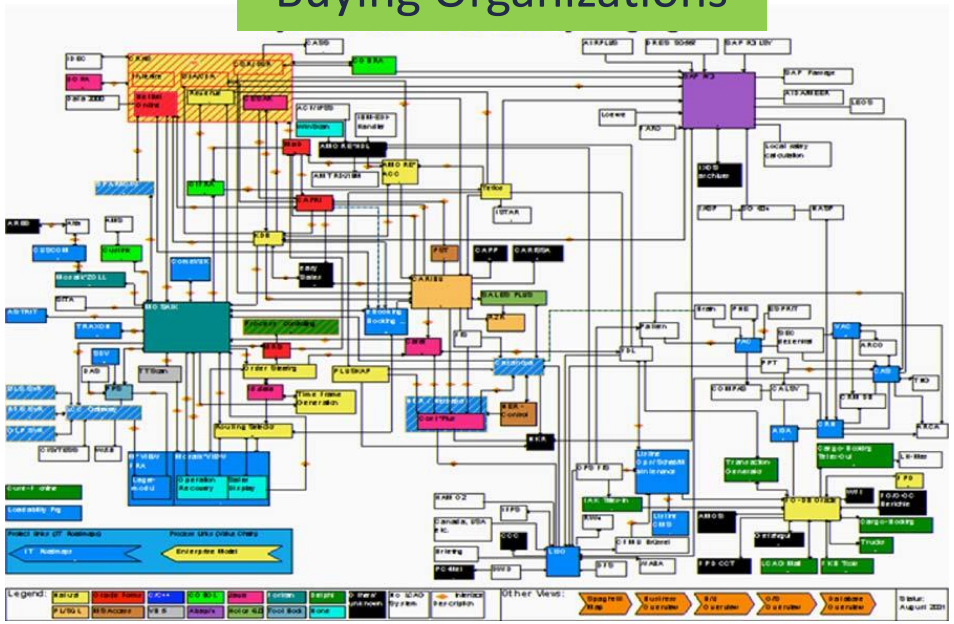


Integrated system diagram

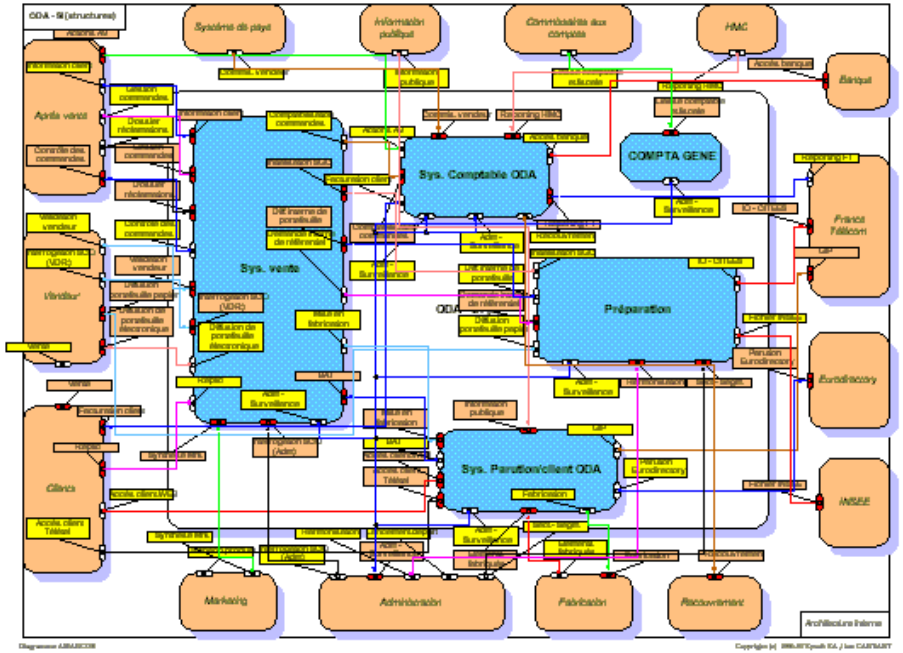
YOUR SYSTEM, THEIR SYSTEM, AND HOW YOU COMMUNICATE TODAY

You have integrated systems, your vendors have integrated systems, but you're **still** using phone, fax, or email to communicate

Buying Organizations



Selling Organizations



E-Commerce and Supply Chain at Home

WE KNOW THE BENEFITS

- Easy price comparisons
- Full product descriptions and ratings
- Availability
  - location, ship date, expedited shipping options, quantities available, bulk discount options
- Instant customer support
- Automated payment, order receipt, convenient returns
- Instant info: (Uber and similar) location, wait times, availability, instant price quote, automated billing, driver ID, etc.
- Order Tracking
  - While being prepared for shipment
  - While being shipped by courier company

What are the benefits of E-Commerce?
IN THE WORKPLACE

There are many, but the main ones for B2B are:

- Faster Transaction Processing – instant
- Better and more Communication – it's easier to communicate, so more communication happens
- Increased Collaboration – all parties to a transaction can record, access, and rely on information about it
- More Accurate Data – no data entry, no duplicate entry
- Self Service Capabilities – you and your 3rd parties can find the information you need electronically, instead of playing phone tag to get it
- Increased visibility and trust in the supply chain – Making the same data available to everyone in the supply chain increases reliability and accountability

What does E-Commerce give you?

THE ABILITY TO WORK CONNECTED WITH EXTERNAL ORGANIZATIONS

- Accurate price information and descriptions
- Visibility into inventory or availability
- Confirmation of dates: mfg, shipping, delivery
- Complete information – safety information, lead time…
- Instant communication with extended supply chain
- Complete listing of items or services on offer
- Logged history of interactions
- Confirmation, acknowledgement, negotiation
- Automation

Modern Supply Chain Environment

SPECIALIZATION & INTERDEPENDENCE

- Organizations are doing more with less
- Specialization: organizations focus on their core competencies and outsource everything else
- Minimize inventory on hand: just-in-time purchasing allows for smaller warehouse space and management budgets

- Organizations are becoming more dependent on each other
  - Reliable communication is a must
  - Specialists must be correctly scheduled and appropriately skilled
  - Contract terms well defined
  - Inventory must be manufactured, shipped, and delivered on time
- As interdependence increases, so does the risk
  - Misunderstandings
  - Order terms
  - Price
  - Scheduling
  - Delivery dates

Interdependence in Supply Chain

MITIGATING THE RISK WITH ECOMMERCE TOOLS

E-commerce tools:

- Easier and more reliable communication between organizations
- Increase visibility across the supply chain
  - Order statuses, agreed upon dates, terms and conditions, etc. visible to all concerned parties
- Provide better control over communications with external organizations
  - Both parties enter their own data – increased accuracy
- Provide automation options that shorten processes
  - Automated reminders
  - Workflows across organizations
  - Logging of all communications

The Order Hub:
E-Commerce for Maximo

Maximo as a tool for e-commerce

TRACK AND CONTROL EXTERNAL TRANSACTIONS

- Maximo is a big investment: time, money, effort
  - it helps you control, analyze, and continuously improve internal operations.
- Why not leverage that investment and extend it to your dealings with external organizations?
  - Ecommerce technology supports it
  - Modern supply chain requires it
    - Scheduling
    - Delivery
    - Easy Communication
    - Accountability
    - Auditability

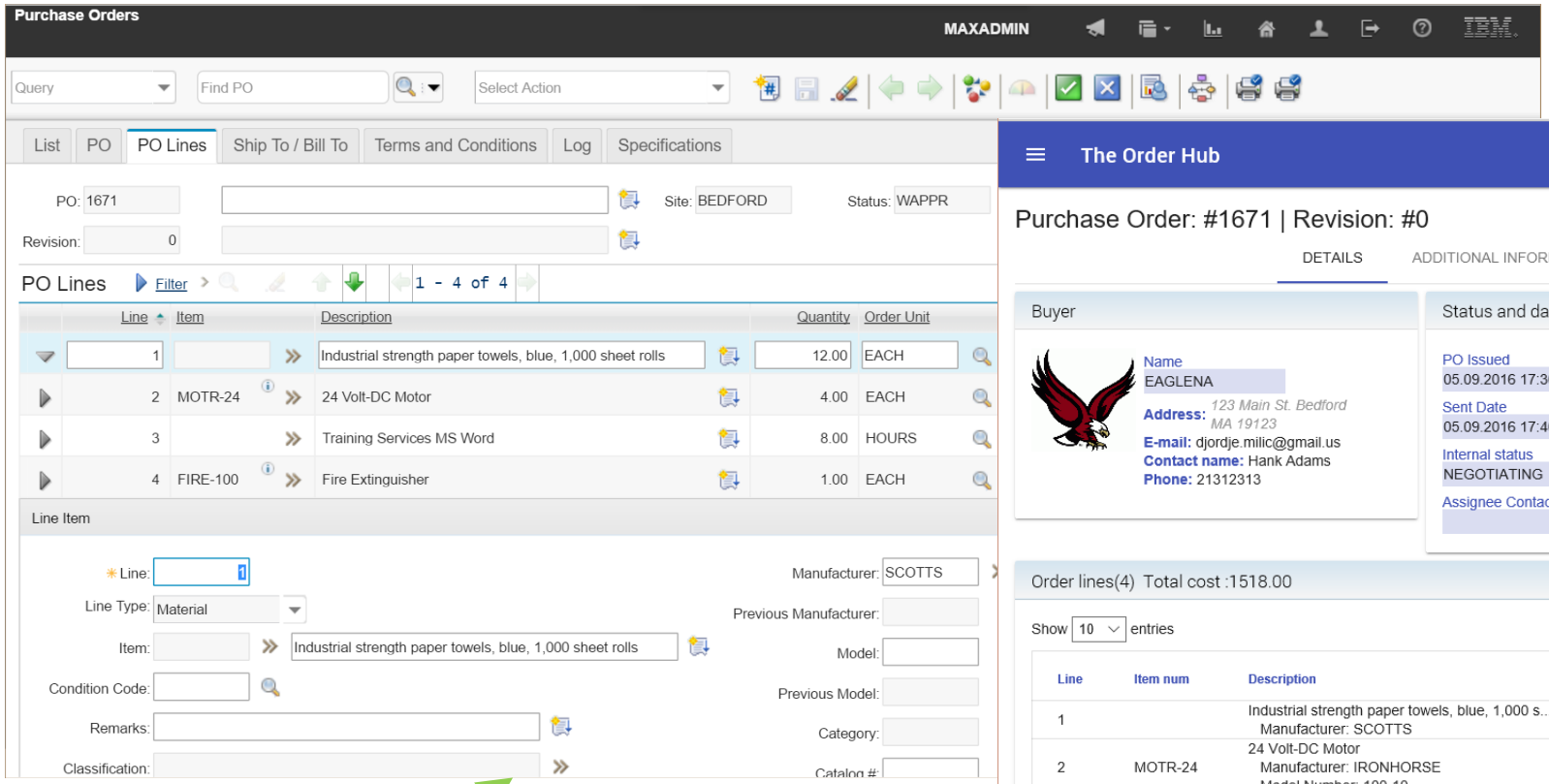
P2Insight's The Order Hub

COMBINES MAXIMO AND MODERN E-COMMERCE TOOLS

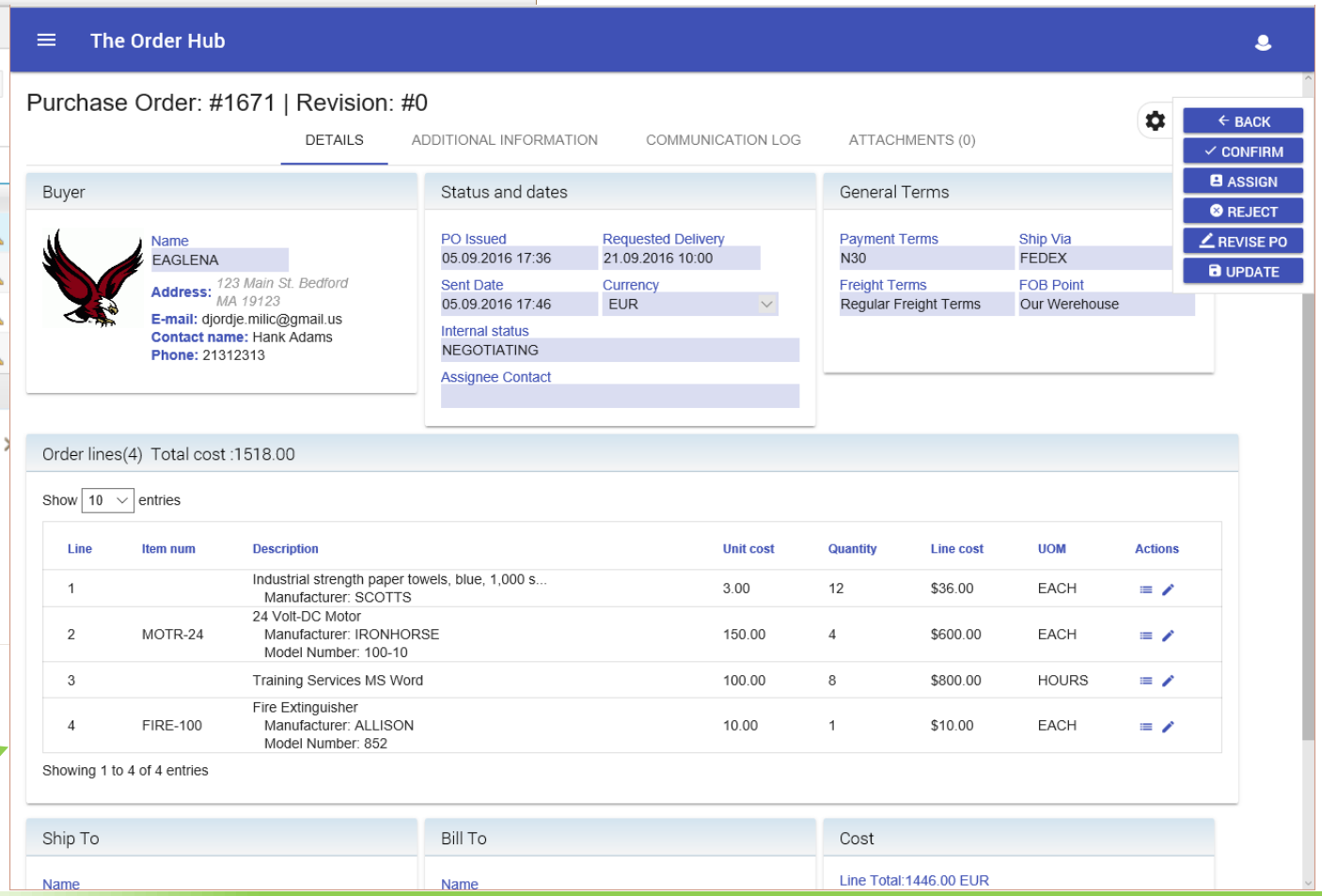
- Work inside Maximo or in The Order Hub
- All communications between Maximo user and parts dealer / service provider fully logged
- Adds on to Maximo; doesn't require that you change what you're already doing
- Screens based on Maximo, but more intuitive with fewer clicks
- Track dealings with external vendors with the same amount of detail as you track internal approvals processes in Maximo
- Automation incorporated

The Order Hub Overview

TAKE A MAXIMO OBJECT AND PUBLISH IT ON A B2B PORTAL



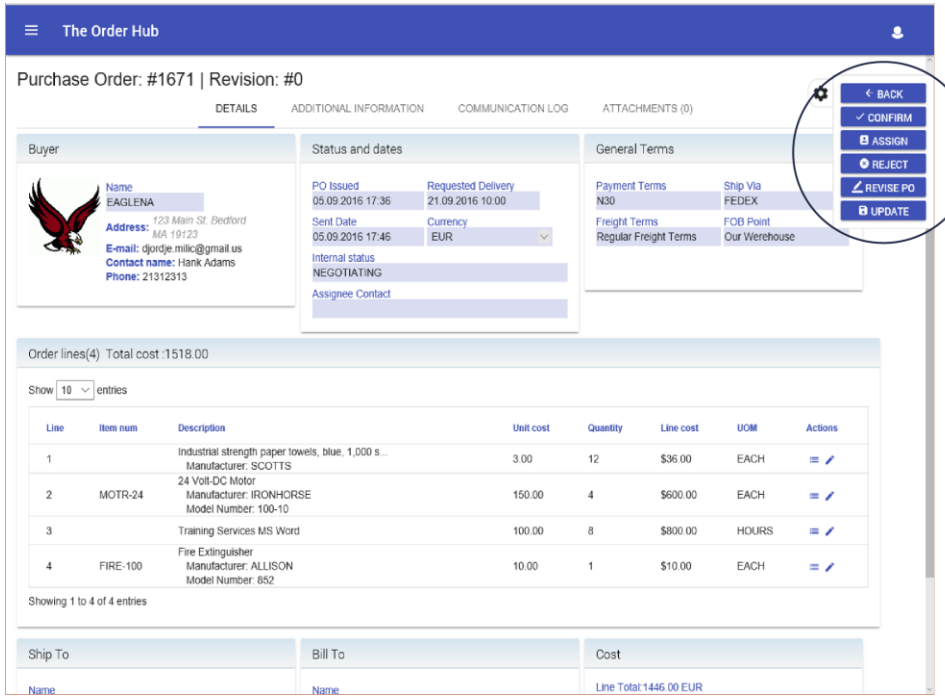
Maximo PO



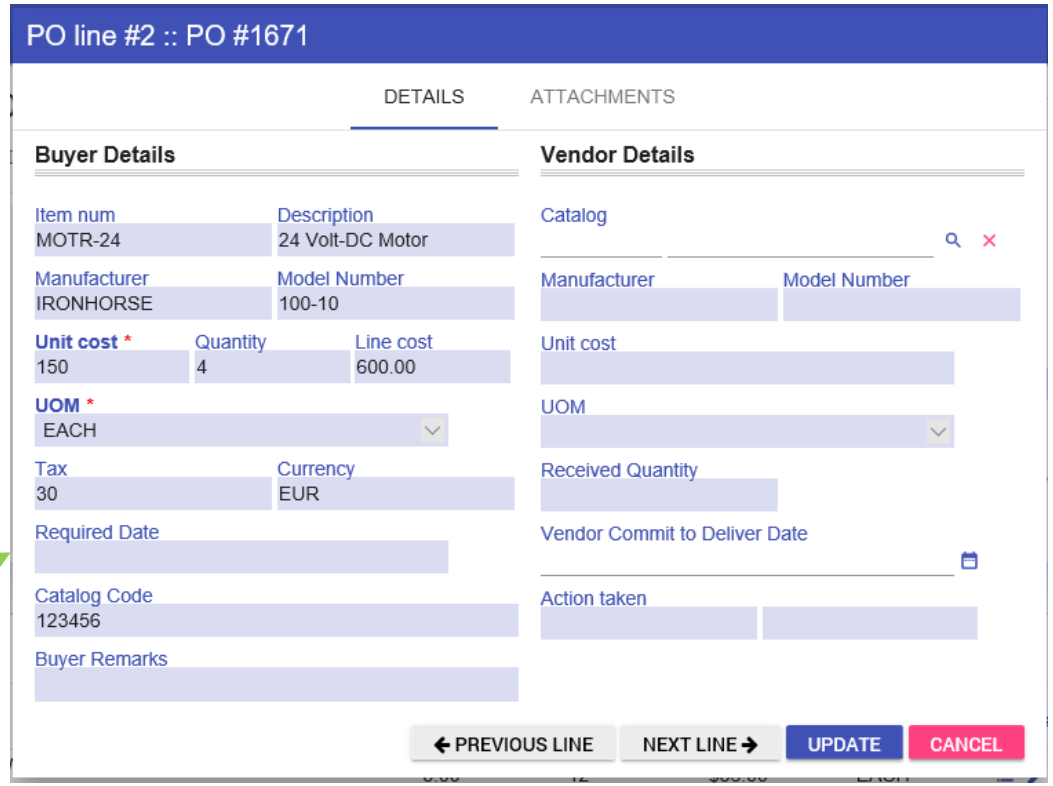
Same PO in The Order Hub

The Order Hub Overview

GIVE THE VENDOR AN EASY WAY TO VALIDATE, UPDATE, REQUEST A REVISION, AND CONFIRM DETAILS



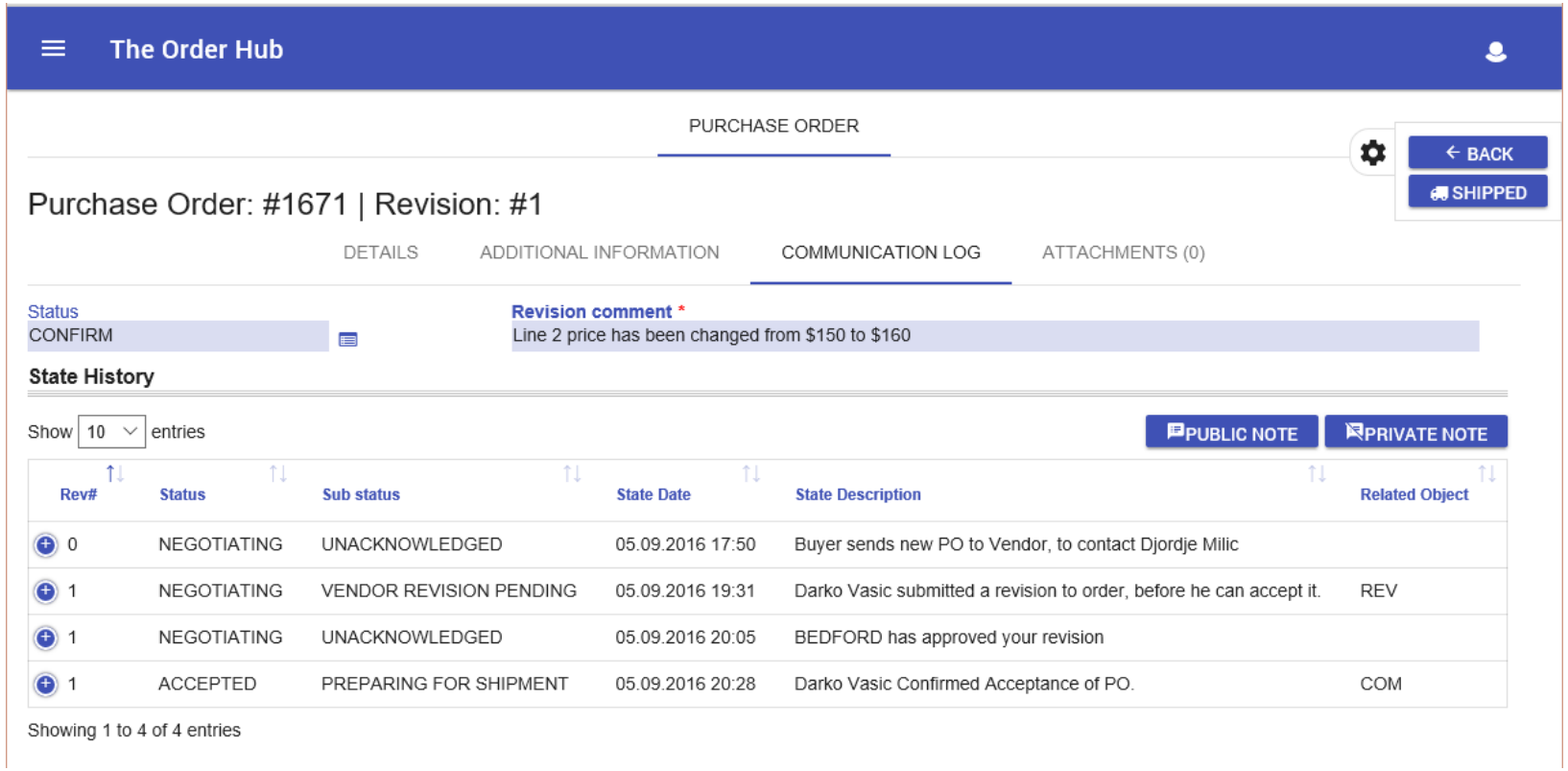
One-click vendor options to accept or reject the order as received



Vendor can use this screen to suggest updates to the order information provided

The Order Hub Overview

KEEP AN AUDIT TRAIL OF ALL COMMUNICATIONS AND EVENTS



The Order Hub Overview

INCORPORATE A RULES-BASED EXPEDITING ENGINE

- Create / implement automated processes, reminder notices, request for response, etc.
- Any object can be set up for expediting, by both Buyer and Seller
- Any field in the database can be used as filter or trigger criteria
- Send a message to specified user or Role

The Order Hub: Modules

VROOZi®
BUSINESS SHOPPING PLATFORM

The Order Hub Modules

PURCHASE GOODS OR SERVICES, IMPLEMENT CATALOG MANAGEMENT

VROOZi®
BUSINESS SHOPPING PLATFORM

- The Purchase Order Hub
  - Transactions and vendor engagement for purchasing goods
  - Shared high value inventory management
- The Service Order Hub
  - Transactions and contractor engagement for purchasing services
  - Contractor time entry & approval
- The Order Hub + Vroozi smartOCI
  - Punch out to Vroozi smartOCI marketplace
  - Centralized catalog management

The Purchase Order Hub

CONNECTED PURCHASING FOR MAXIMO

Follow your existing Maximo PO creation process. The Order Hub sends the PO to your vendor and allows you to control the entire external order process

- Receive vendor acknowledgment
- Negotiate online
- Auto-send reminders to vendors
- Maintain complete order history
- Punch-out to vendor or marketplace
- The vendor enters any corrections; you approve in Maximo
- Automatic revision creation
- Dynamic discounting

The Purchase Order Hub

SHARED HIGH VALUE INVENTORY FOR MAXIMO

Form a partnership with one or many external orgs, created a virtual “shared storeroom,” and share high cost inventory items between you.

- Online scheduling
- Shared repository of item information
- Data visible to all
- Complete, logged history of all discussions related to the item
- Always know who has the item
- Track shared costs

The Service Order Hub

CONNECTED CONTRACTOR ENGAGEMENT FOR MAXIMO

Follow your existing Maximo WO creation process. The Hub sends it to your contractor, and you can use the WO for the entire transaction.

- WO dispatch to vendor
- Request for Quote
- Order negotiation
- Order confirmation
- Plans and actuals
- Online scheduling
- Vendor assignments
- Time entry and approval
- WO completion by vendor
- All online, logged & auditable

The Service Order Hub

TIME ENTRY BY EXTERNAL CONTRACTORS FOR MAXIMO

The Order Hub presents the vendor with a slimmed down version of the WO that includes only the information they need. The vendor can use the WO internally to:

- Assign WO to laborer
- Laborer records time
- Laborer records materials and other actuals
- Vendor supervisor reviews and approves internally
- Vendor supervisor submits approved WO back to Maximo user (buyer)
- Maximo user can approve details, which become actuals
- The Hub can manage time dispute resolution process

The Order Hub and smartOCI Marketplace

CENTRALIZED CATALOG MANAGEMENT FOR MAXIMO

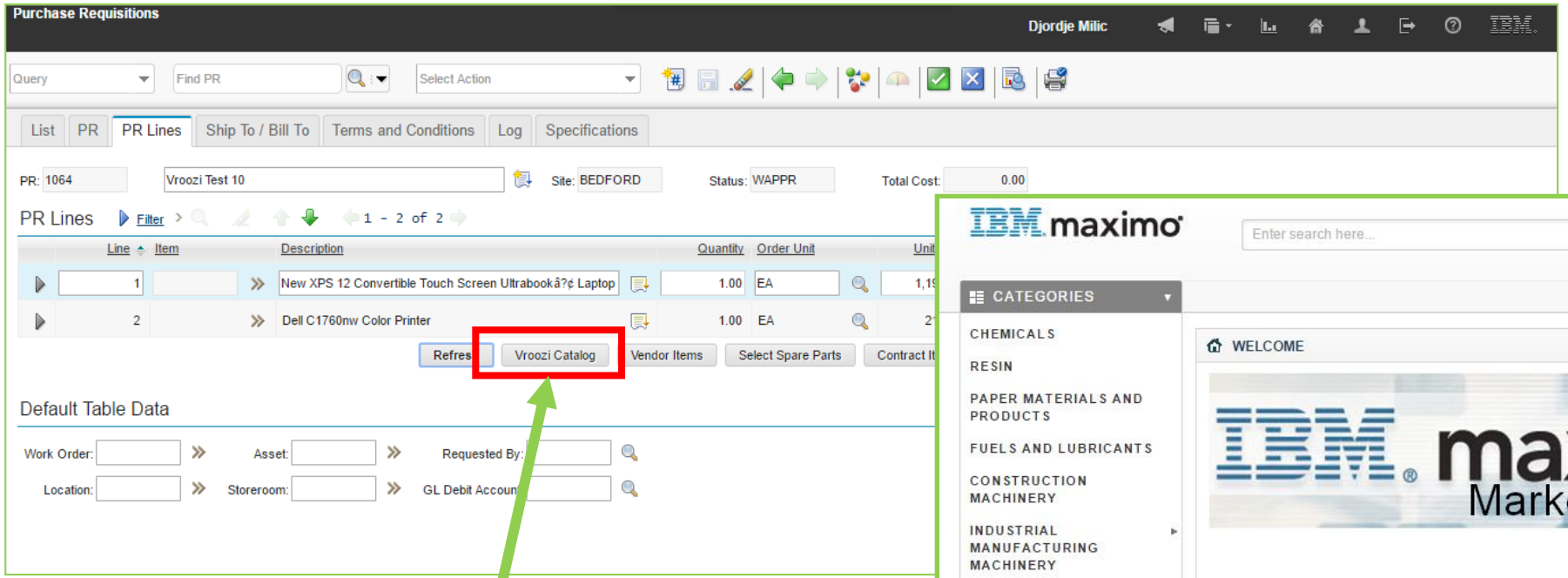
VROOZi™

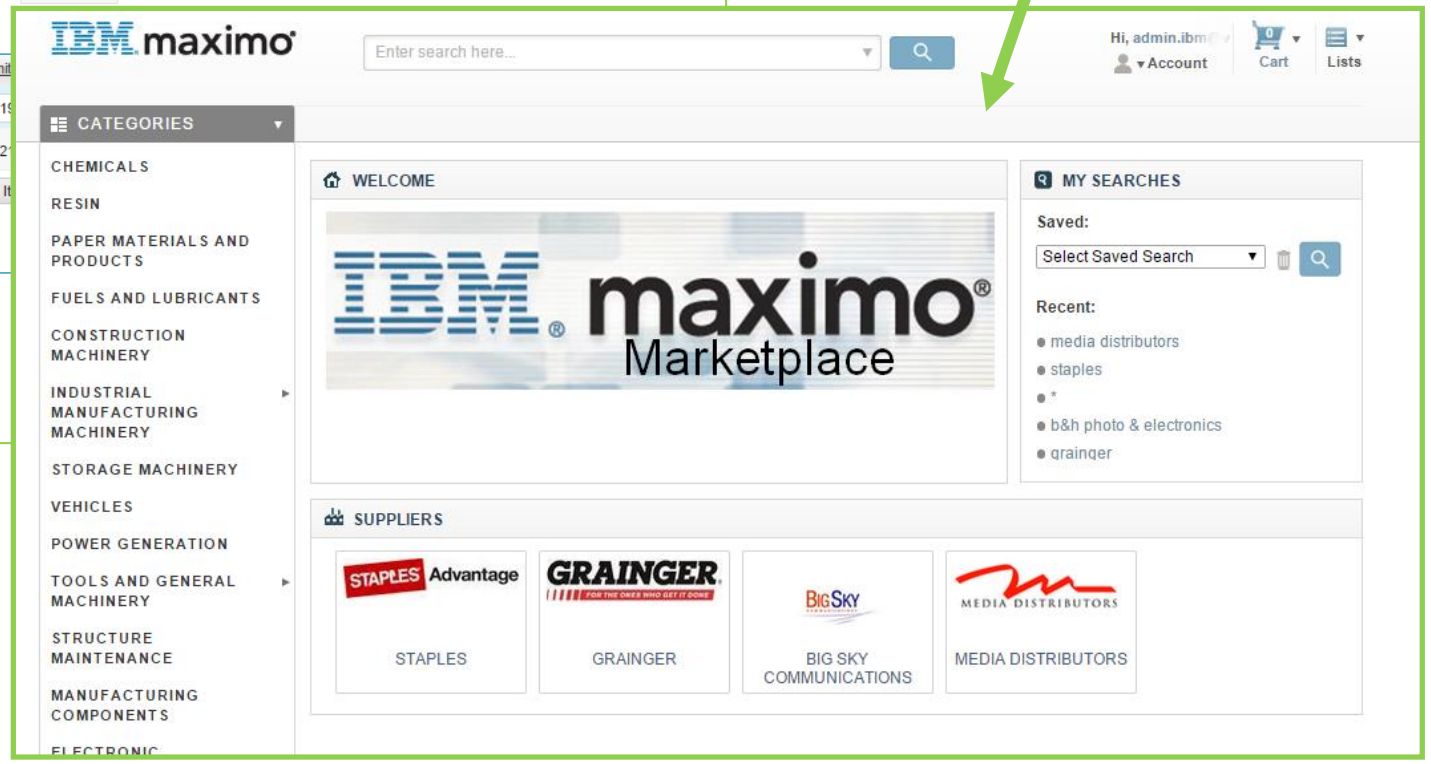
- P2Insight has partnered with leading edge E-Commerce solution provider Vroozi and their smartOCI marketplace
- smartOCI allows you to connect with all your vendors in an up-to-date, synchronized, centralized catalog database
- Punch out from a Maximo PR to smartOCI, select required items, and return with them to Maximo
- All processed through The Order Hub's Maximo integration

smartOCI Central Catalog Database

PUNCH-OUT FROM MAXIMO TO ALL YOUR VENDOR CATALOGS

Browse and select from all your vendor catalogs in the smartOCI marketplace





One-click punch-out to Vroozi's smartOCI marketplace from a Maximo PR

Now is the time...
IT'S 2017!

- Your internal systems are fully connected
- Your vendors' internal systems are fully connected
- Connect with your vendors for faster, more accurate, more reliable transactions
- Contact P2Insight to find out how easy it is to get started

For more information...
CONTACT P2INSIGHT

- See www.P2Insight.com
- Contact: Kim Waterman
  - E-Mail: kim.waterman@p2insight.com
- Or send a general inquiry e-mail to
  - info@p2insight.com