


The Order Hub

Bringing E-Commerce
Capabilities to Maximo

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 Vroozii to provide punch-out capability to their Marketplace
- 

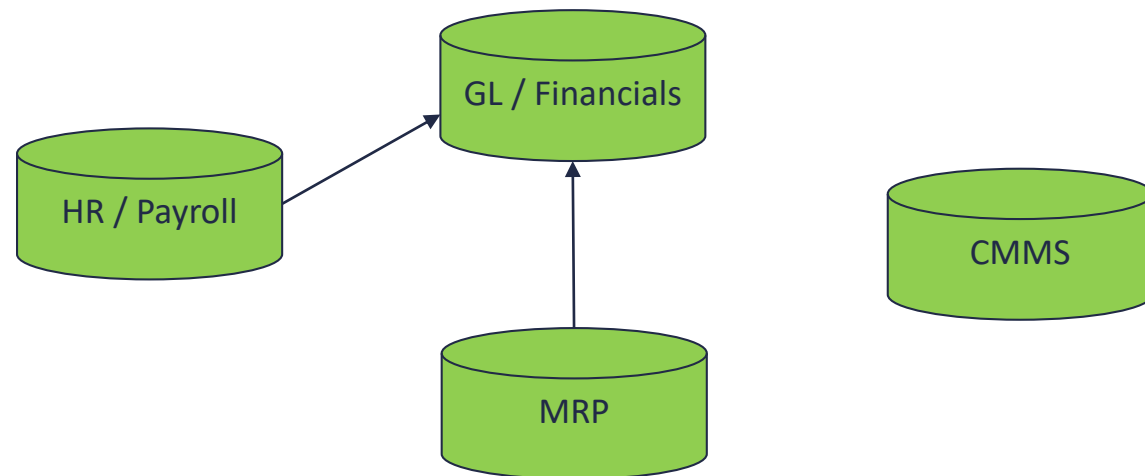
E-Commerce: The Modern Supply Chain Demands it



Integrated system diagram

THEN

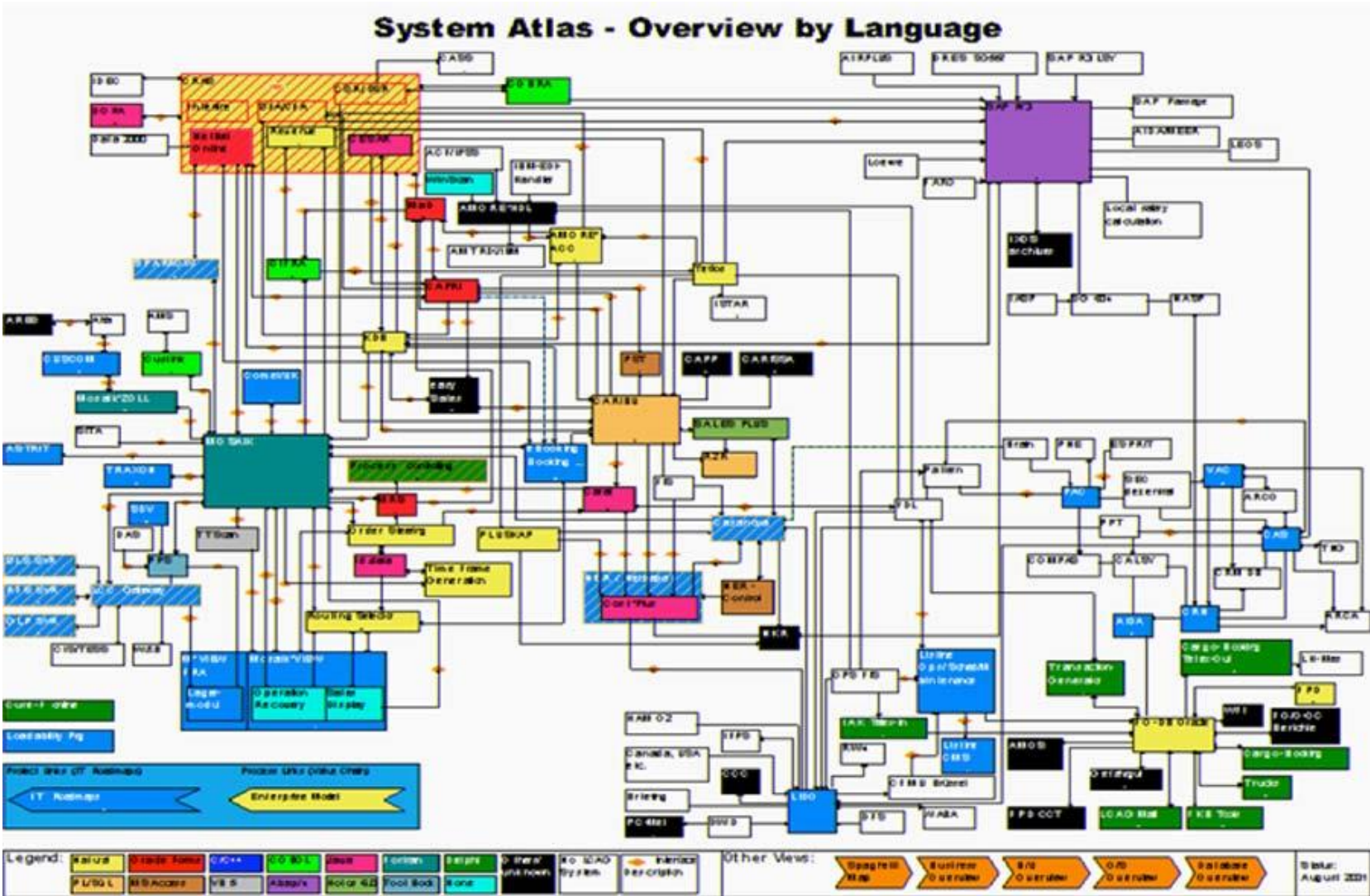
- A system diagram in the early days might have looked like this:



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

NOW

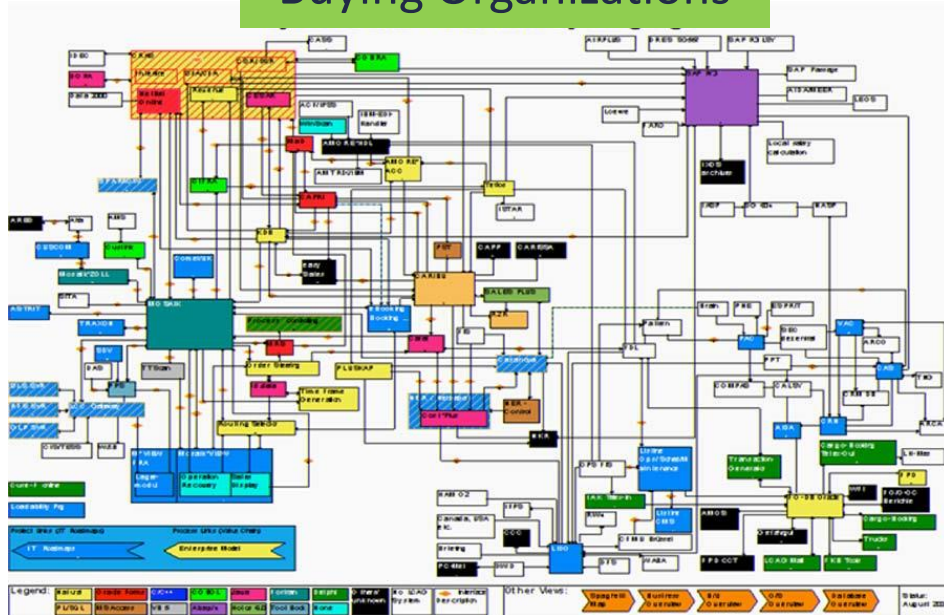
- Today a system diagram might look more like this...



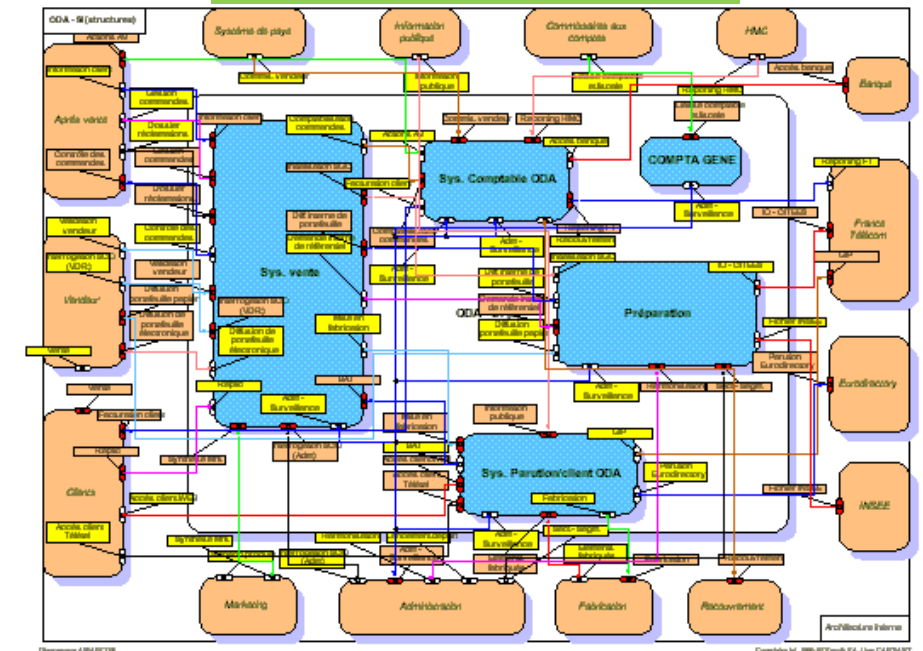
YOUR SYSTEM, THEIR SYSTEM, AND HOW YOU COMMUNICATE TODAY

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

Purchase Orders

MAXADMIN

Query Find PO Select Action

List PO PO Lines Ship To / Bill To Terms and Conditions Log Specifications

PO: 1671 Site: BEDFORD Status: WAPPR

Revision: 0

PO Lines Filter 1 - 4 of 4

Line	Item	Description	Quantity	Order Unit
1		Industrial strength paper towels, blue, 1,000 sheet rolls	12.00	EACH
2	MOTR-24	24 Volt-DC Motor	4.00	EACH
3		Training Services MS Word	8.00	HOURS
4	FIRE-100	Fire Extinguisher	1.00	EACH

Line Item

* Line: 1 Manufacturer: SCOTTS

Line Type: Material Previous Manufacturer:

Item: Industrial strength paper towels, blue, 1,000 sheet rolls Model:

Condition Code: Previous Model:

Remarks: Category:


Classification: Catalog #:

The Order Hub

Purchase Order: #1671 | Revision: #0

DETAILS ADDITIONAL INFORMATION COMMUNICATION LOG ATTACHMENTS (0)

Buyer

 Name: EAGLENA
Address: 123 Main St. Bedford MA 19123
E-mail: djordje.milic@gmail.us
Contact name: Hank Adams
Phone: 21312313

Status and dates

PO Issued: 05.09.2016 17:36 Requested Delivery: 21.09.2016 10:00
Sent Date: 05.09.2016 17:46 Currency: EUR
Internal status: NEGOTIATING
Assignee Contact:

General Terms

Payment Terms: N30 Ship Via: FEDEX
Freight Terms: Regular Freight Terms FOB Point: Our Warehouse

Order lines(4) Total cost :1518.00

Show 10 entries

Line	Item num	Description	Unit cost	Quantity	Line cost	UOM	Actions
1		Industrial strength paper towels, blue, 1,000 s... Manufacturer: SCOTTS	3.00	12	\$36.00	EACH	
2	MOTR-24	24 Volt-DC Motor Manufacturer: IRONHORSE Model Number: 100-10	150.00	4	\$600.00	EACH	
3		Training Services MS Word	100.00	8	\$800.00	HOURS	
4	FIRE-100	Fire Extinguisher Manufacturer: ALLISON Model Number: 852	10.00	1	\$10.00	EACH	

Showing 1 to 4 of 4 entries

Ship To	Bill To	Cost
Name	Name	Line Total: 1446.00 EUR

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

The Order Hub

Purchase Order: #1671 | Revision: #0

DETAILS ADDITIONAL INFORMATION COMMUNICATION LOG ATTACHMENTS (0)

Buyer

Name: EAGLENA
Address: 123 Main St, Bedford, MA 01923
E-mail: d.jordan@milco@gmail.us
Contact name: Hank Adams
Phone: 21312313

Status and dates

PO Issued: 05.09.2016 17:36
Requested Delivery: 21.09.2016 10:00
Sent Date: 05.09.2016 17:46
Currency: EUR
Internal status: NEGOTIATING
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General Terms

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3		Training Services MS Word	100.00	8	\$800.00	HOURS	
4	FIRE-100	Fire Extinguisher Manufacturer: ALLISON Model Number: 852	10.00	1	\$10.00	EACH	

Showing 1 to 4 of 4 entries

Ship To: Bill To: Cost: Line Total:1446.00 EUR

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

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

PO line #2 :: PO #1671

DETAILS ATTACHMENTS

Buyer Details

Item num: MOTR-24
Description: 24 Volt-DC Motor
Manufacturer: IRONHORSE
Model Number: 100-10
Unit cost: 150
Quantity: 4
Line cost: 600.00
UOM: EACH
Tax: 30
Currency: EUR
Required Date:
Catalog Code: 123456
Buyer Remarks:

Vendor Details

Catalog:
Manufacturer: Model Number:
Unit cost:
UOM:
Received Quantity:
Vendor Commit to Deliver Date:
Action taken:

← PREVIOUS LINE NEXT LINE → UPDATE CANCEL

The Order Hub Overview

KEEP AN AUDIT TRAIL OF ALL COMMUNICATIONS AND EVENTS

The Order Hub

PURCHASE ORDER

← BACK

🚚 SHIPPED

Purchase Order: #1671 | Revision: #1

DETAILS

ADDITIONAL INFORMATION

COMMUNICATION LOG

ATTACHMENTS (0)

Status

CONFIRM

Revision comment *

Line 2 price has been changed from \$150 to \$160

State History

Show 10 entries

PUBLIC NOTE

PRIVATE NOTE


Rev#	Status	Sub status	State Date	State Description	Related Object
0	NEGOTIATING	UNACKNOWLEDGED	05.09.2016 17:50	Buyer sends new PO to Vendor, to contact Djordje Milic	
1	NEGOTIATING	VENDOR REVISION PENDING	05.09.2016 19:31	Darko Vasic submitted a revision to order, before he can accept it.	REV
1	NEGOTIATING	UNACKNOWLEDGED	05.09.2016 20:05	BEDFORD has approved your revision	
1	ACCEPTED	PREPARING FOR SHIPMENT	05.09.2016 20:28	Darko Vasic Confirmed Acceptance of PO.	COM

Showing 1 to 4 of 4 entries



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



- 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 + Vrooz smartOCI

- Punch out to Vrooz 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



- P2Insight has partnered with leading edge E-Commerce solution provider Vroozzi 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

Purchase Requisitions

Djordje Milic

Query Find PR Select Action

List PR PR Lines Ship To / Bill To Terms and Conditions Log Specifications

PR: 1064 Vroozi Test 10 Site: BEDFORD Status: WAPPR Total Cost: 0.00

PR Lines Filter 1 - 2 of 2

Line	Item	Description	Quantity	Order Unit	Unit
1		New XPS 12 Convertible Touch Screen Ultrabookâ€ Laptop	1.00	EA	1,19
2		Dell C1760nw Color Printer	1.00	EA	2

Refresh Vroozi Catalog Vendor Items Select Spare Parts Contract It

Default Table Data

Work Order: Asset: Requested By: Location: Storeroom: GL Debit Account:

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

IBM maximo

Enter search here...

Hi, admin.ibm Account Cart Lists

CATEGORIES

- CHEMICALS
- RESIN
- PAPER MATERIALS AND PRODUCTS
- FUELS AND LUBRICANTS
- CONSTRUCTION MACHINERY
- INDUSTRIAL MANUFACTURING MACHINERY
- STORAGE MACHINERY
- VEHICLES
- POWER GENERATION
- TOOLS AND GENERAL MACHINERY
- STRUCTURE MAINTENANCE
- MANUFACTURING COMPONENTS
- ELECTRONIC

WELCOME

IBM maximo Marketplace

MY SEARCHES

Saved: Select Saved Search

Recent:

- media distributors
- staples
- *
- b&h photo & electronics
- grainier

SUPPLIERS

STAPLES Advantage STAPLES

GRAINGER GRAINGER

BIG SKY COMMUNICATIONS

MEDIA DISTRIBUTORS



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

