



Calgary Conference
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Increase Supply Chain Reliability with Punchout Catalog Shopping & Procurement Portal

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Ashley Furniture Industries Inc.

Mike Popovic, President, P2Insight Inc.

Ashley Furniture

VISION
We want to be
the best furniture
company

MISSION
Improve Quality
Reduce Cost
Do More Business
Be Profitable
Stay in Business

Guiding Principles

CORE VALUES



Honesty and Integrity

Be forthright.



Passion, Drive, Discipline

Give everything you have to your job.



Continuous Improvement + Operational Excellence

Know the business.



Dirty Fingernail

"You get what you inspect, not what you expect." —Ron Wanek



Growth Focused

Always dominate and be in a #1 position in the furniture industry.



GROWTH VALUES

Customer Centric

Deliver on what is promised to the customer.



Boundaryless

Work for the greater good of the organization.



A Culture of Leadership

Lead at every level in the organization.

History

- For the past 75 years, we've taken pride in not just building beautiful, affordable furniture but consistently innovating in new technologies, new materials and new ways to increase speed to market. In fact, this is what we've become known for.
- Our global supply chain and team of 30,000+ worldwide employees are aligned on this vision and mission. As the world's largest manufacturer of furniture, we strive to exceed the expectations of our retail partners and consumers in more than 155 countries across the globe. Ashley understands that the real secret to success is sustaining it.
- Ashley has successfully managed 17 major rebirths due, in no small part, to extensive market research and productive capital investments. Our company is constantly looking for ways to innovate by strategically developing new products and aggressively tailoring our operations to address the demands of our customers.
- Since 1945, our teamwork, systems and desire to continuously improve demonstrates a company whose passion is put into every action. Ashley's vision is, "We want to be the best furniture company." We strive for nothing less than earning the loyalty and trust of our employees and customers every day.
- The best is yet to come and we look forward to transforming operations, factories and communities even more in our next 75 years of business.

Our Celebrated History

1945 – Ashley Furniture Corporation founded and began selling occasional tables.



1972 – Ashley introduces wall systems.



1976 – Ownership transition and restructuring occurs. The company evaluates product line, expands and retools its facilities.



1983 – Ashley begins manufacturing bedroom furniture.



1985 – Ashley begins manufacturing dining room furniture.



1988 – Ashley begins using various combinations of glass, marble, steel, and wood to their product designs.



1994 – Ashley establishes a manufacturing facility in Ecru, MS adding upholstery to its product lineup.



1997 – The first Ashley HomeStore opens in Anchorage, Alaska.



2002 – Ashley establishes its first international manufacturing and distribution super plant in Kunshan, China.



2007 – Ashley HomeStore passes Walmart to become the #1 retailer of furniture and bedding in the United States.



2012 – Ashley accelerates the expansion of its international retail presence.



2016 – Ashley introduces outdoor furniture.



2018 – Ashley invests heavily into direct-to-consumer delivery.

17 Major Rebirths

- 1970 Occasional Tables
- 1972 Wall Systems
- 1983 Bedroom
- 1984 Global Sourcing
- 1985 Dining Room
- 1986 Millennium Line (Largest product line investment ever made in the furniture industry)
- 1994 Upholstery
- 1996 Leather Upholstery
- 1997 Ashley HomeStore
- 1997 Motion Upholstery
- 2009 Mattresses
- 2015 E-commerce/ Omni-Channel
- 2016 Outdoor Furniture
- 2017 Technology, Automation, and Robotics
- 2018 Direct to Consumer Delivery
- 2019 Ready to Assemble Furniture (RTA)
- 2020 Supply Chain



1970 – Arcadia Furniture Corporation formed by Ron Wanek and other investors opens in Arcadia, WI, producing occasional tables.



1974 – The furniture company develops its own transportation fleet, now one of the largest private fleets in the nation.



1982 – Arcadia Furniture Corp. and Ashley Furniture Corp. merge into one company – Ashley Furniture Industries, Inc. (Ashley) corporate offices are relocated from Chicago, Illinois to Arcadia, Wisconsin.



1984 – As imports take over the table business, Ashley begins overseas trading and manufacturing. **Ron Wanek becomes majority stockholder.**



1986 – Millennium Concept: Ron Wanek and his design team develop a unique polyester finishing technique that gives wood furniture an impeccable luster. This is the largest product line investment ever made in the furniture industry.



1992 – Ashley's intermodal rail yard is established, the only one in Wisconsin and one of seven private yards in the U.S.



1996 – Ashley introduces leather upholstery. **Todd Wanek becomes President of Ashley Furniture Industries.**



2000 – First International Ashley Furniture HomeStore opens in Aichi, Japan.



2005 – Ashley becomes the world's largest manufacturer of furniture. Ashley launches accessories division.



2015 – Ashley establishes Ashley HomeStore Retail Headquarters in Tampa (Ybor City), Florida.



2017 – Ashley makes major investments in technology further solidifying its place as a leader in advanced automated manufacturing.



2019 – Ashley HomeStore opens 1,000th store.



Ashley celebrates its 75th anniversary.

- Purchasing Department (MRO)
 - Tim Adams, Director
 - Jennifer Leisgang, Indirect Category Leader
 - 8 Indirect Purchasing Specialist located throughout the US, to support the manufacturing and distribution facilities in Wisconsin, Mississippi, California, Indiana, Pennsylvania, North Carolina, and Florida.
- Goals and objectives
 - The goal of this implementation was to streamline the purchasing process for our buyers and end users
 - Reduce multiple touches
 - Be more efficient with less resources
 - Overall improve the procurement experience for all parties and to eliminate rogue spend.
 - To provide a more reliable procurement process for our internal customers



Reliability

“the quality of being trustworthy or of performing consistently well”

- 1: the quality or state of being reliable
- 2: the extent to which a process yields the same (good) results on repeated trials

If your Supply Chain is not reliable, then can your Maintenance organization, who depends on your supply chain, be reliable?

How is Maintenance Reliability affected by Supply Chain reliability?

- Ashley Furniture is continuously increasing reliance/dependency on third parties and specialists.
- Our reliability, productivity and performance is directly affected by the reliability of these third parties and by our processes in working with them.
- By making the Supply Chain more reliable, we become more reliable, effective, and productive.

How to you enable a reliable Supply Chain?

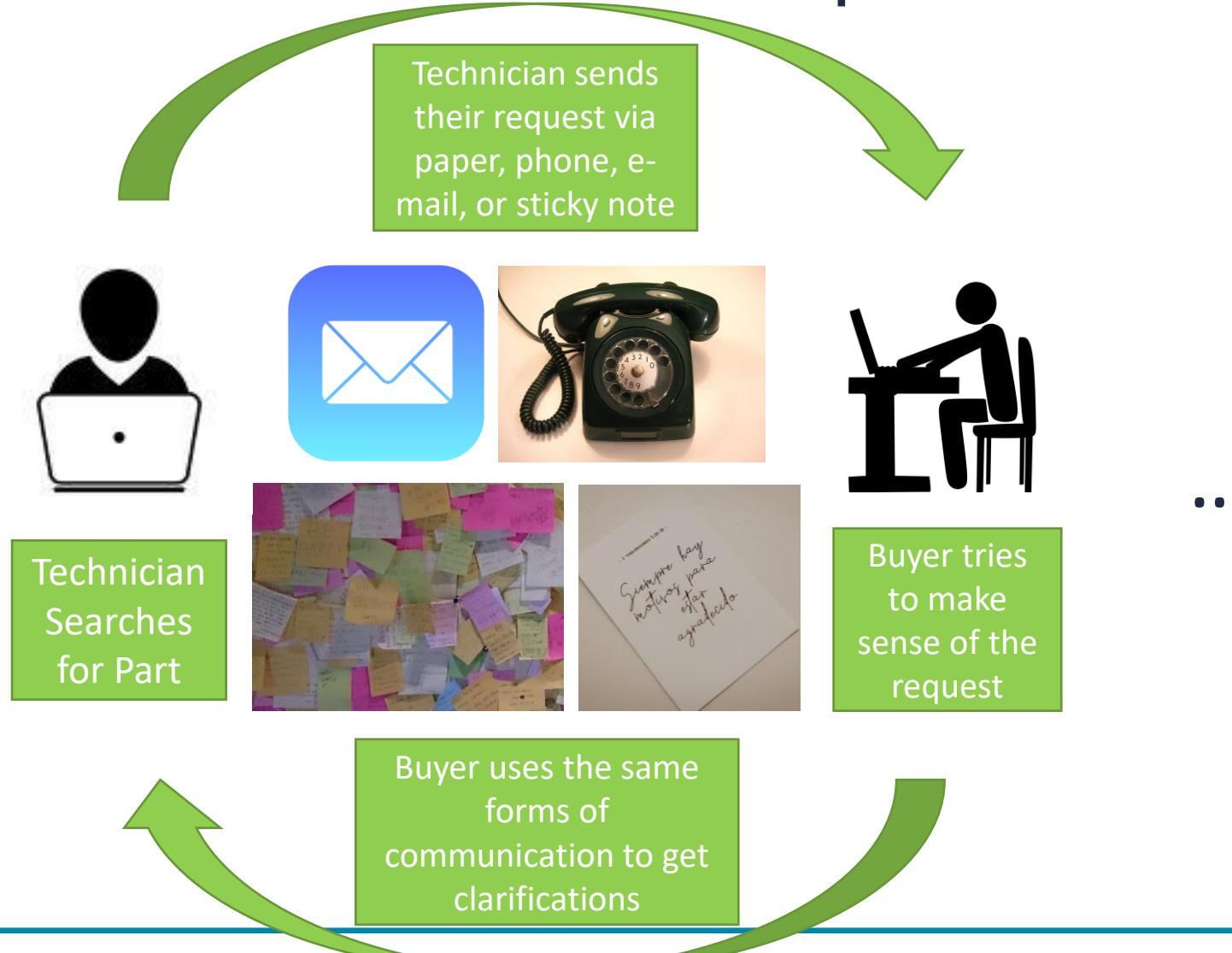
1. Work with reliable Suppliers!

- It is Procurement's responsibility to survey, rank, arrange contracts, and manage with reliable suppliers.
- If a supplier is not reliable, find an alternative and "fire" them.

2. Have effective and efficient Supply Chain procedures and systems

- You need effective and efficient processes to work and manage suppliers and their activities.
- When such service were executed in house, most companies had integrated systems, and/or proximity to interact with each other.
- When components are outsources, you need integrated system (across multiple third party organizations) more then ever!
 - We asked P2Insight to help with this.

Supply Chain weak links: Requester to Buyer

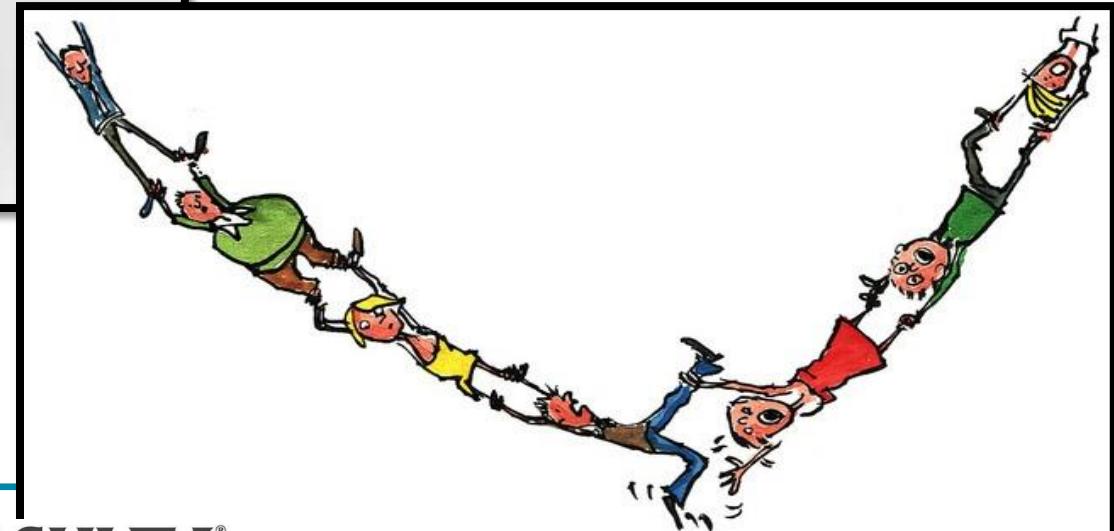


Supply Chain weak links: Buyer to Vendor



Does anyone see a problem in achieving reliability?

Does anyone see any weak links in the chain?



Simple Problem

- Whether you need a part, an equipment rental, or a contractor to restore a critical asset in production, you need what you need, when you need it, and at the best price performance ratio.
- The Supply Chain performance affects your reliability, uptime, and performance.
- Even if it is not critical, and does not affect your production uptime, an ineffective and inefficient Supply Chain wastes your time, your effort, and your money.



Ashley Furniture
has implemented 2 ways to
improve their Supply
Chain's Reliability.....

...which can improve your
reliability!

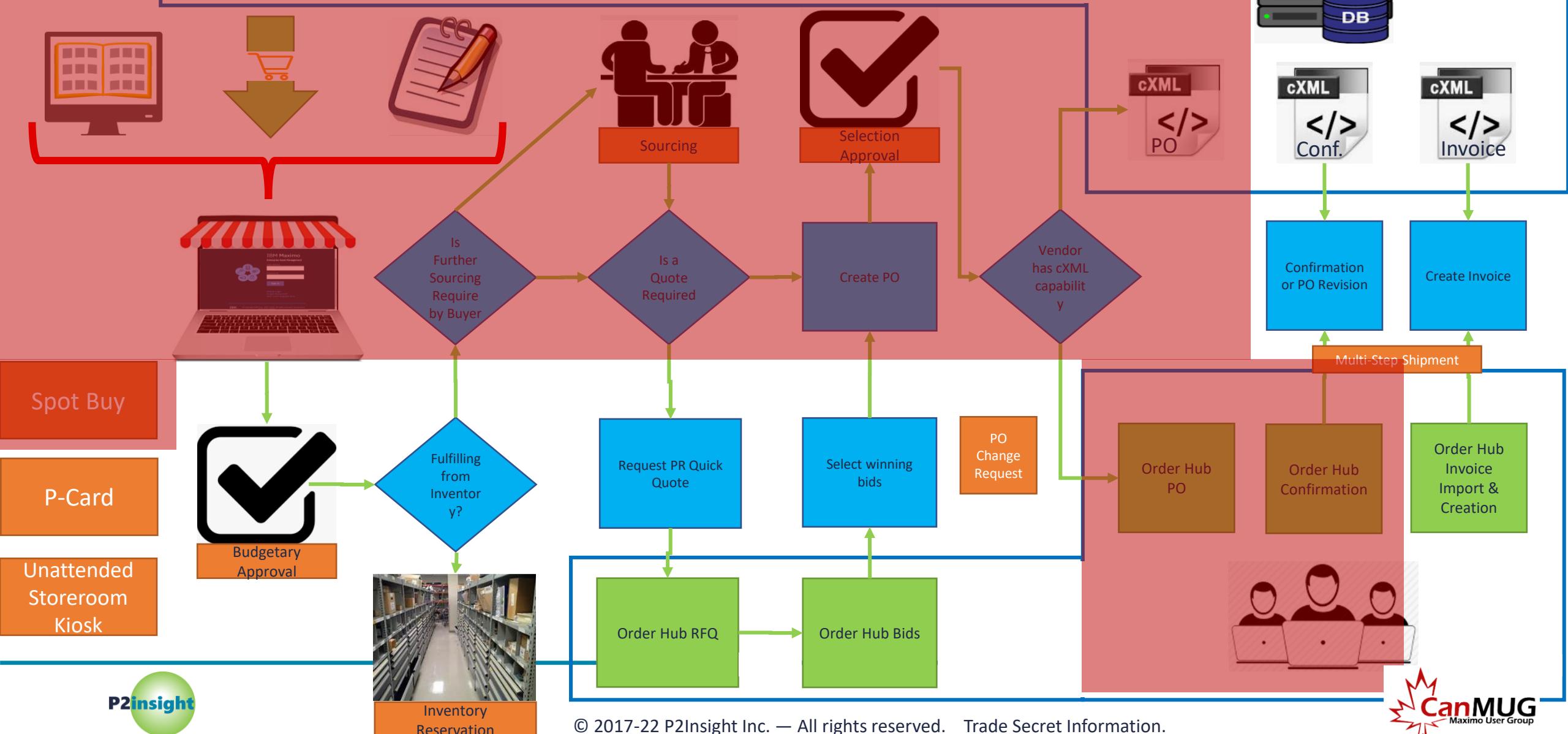
Ashley Furniture initiatives

1. Punchout Shopping from Maximo
2. Order Placement
 1. Via cXML for Vendor that support that technology
 2. And via the Order Hub Procurement Portal for the rest...



P2Insight Solution Deployed at Ashley Furniture

(highlighted in red)



1. Punchout Shopping from Maximo

- What is it? For vendor who have online catalogs:
 - With a click of a button get taken to a Vendor's online catalog
 - Add items to the Shopping Cart (just like when you shop Amazon)
 - When done, check out. This brings the shopping cart back to Maximo, with all the details directly from the Vendor's catalog.
 - No rekeying in, no copy and paste, no screen shots, and most importantly no mistakes.
 - Accurate, current, reliable data.... **Real-time** Information!
- For vendors that do not have an on line catalog, you have to use traditional methods, but more and more vendors are going on line...
 - Ashley follows the 80/20 rule: 80% of their item purchases are with the effective and efficient suppliers who have online capabilities.

1. Punchout Shopping from Maximo

- Eliminate miscommunication of what is required.
 - Requester provides item catalog details to the Buyer.
- Eliminate miscommunicating of what is ordered....
 - Buyer provides item catalog details to the Vendor.
 - Eliminates delays, extra costs and effort associated with returning items, loosing credibility.
- Eliminate the delay associated with not having current and correct information....
 - Calling for quotes takes time and effort.
 - When you order with incomplete, or inaccurate information, you will waste time delivering with vendor clarifications and adjustments or corrections.
 - Maximo only has historical information to work with.
- Eliminate the delay associated with ordering from a vendor who is out of stock of the part.
 - When you shop their online catalog, you can see **real-time** availability and delivery time estimates
 - When they confirm orders as soon as you place them, they are committed.

Punchout from Maximo

The screenshot shows the Maximo Purchase Requisitions interface. The top navigation bar includes a home icon, a menu icon, and the title 'Purchase Requisitions'. The top right corner shows the user 'MAXADMIN' and various system icons. The main content area displays a purchase requisition (PR) with the following details:

- PR:** 674045
- Site:** SR1183890 New emp - CDW order - ADS Salina Herrera, new AD AFI.ADS
- Status:** WAPPR
- Total Cost:** 83.9300

The 'PR Lines' tab is selected, showing three items in the table:

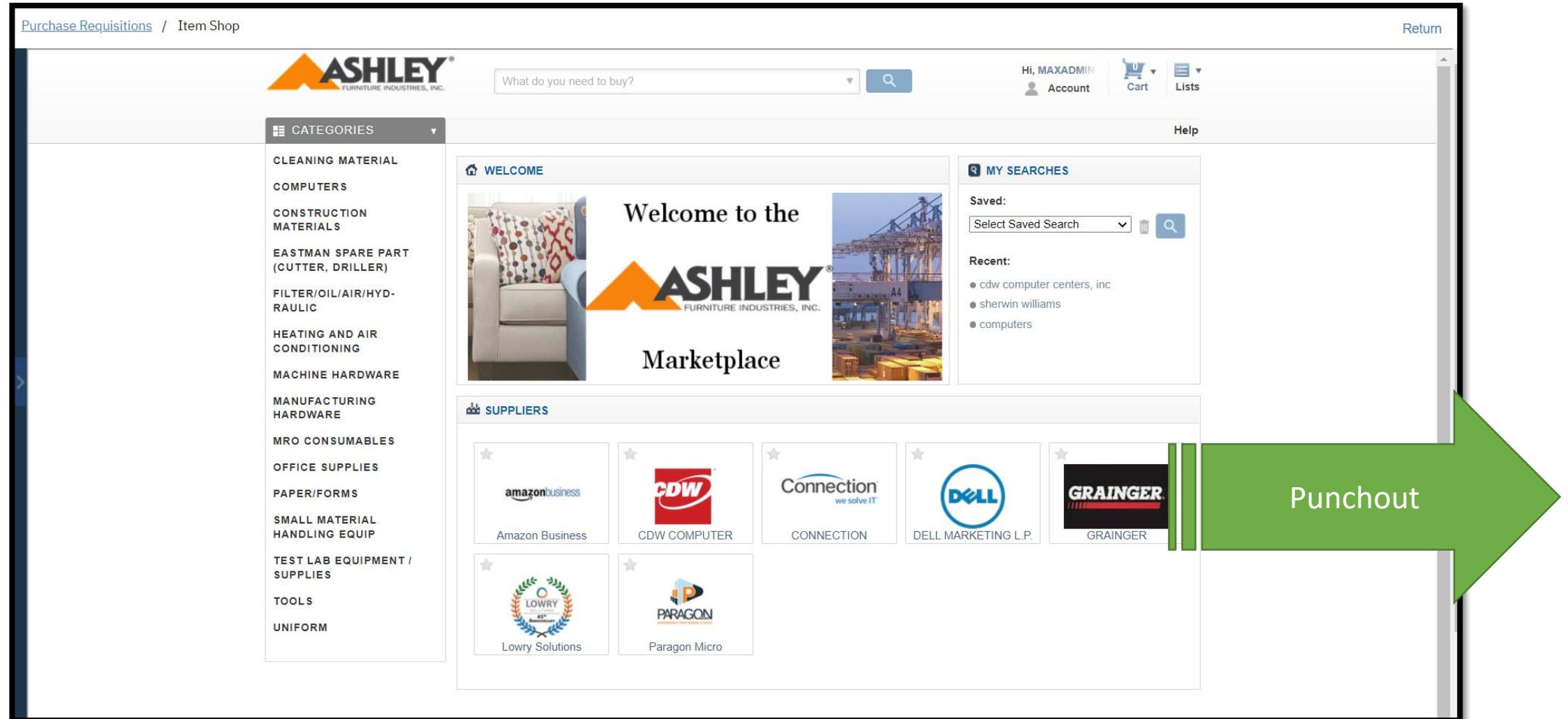
Line	Punchout?	Item	Description	Quantity	Order Unit	Unit Cost	Line Cost	Tax	Distributed
1	<input checked="" type="checkbox"/>	MISC	HP Prelude Pro Recycle Top Load notel	1.00	EA	16.1700	16.1700	0.0000	
2	<input checked="" type="checkbox"/>	DP-172-0008	Netech MK270 Wireless Combo keyb	1.00	EA	20.2200	20.2200	0.0000	
3	<input checked="" type="checkbox"/>		Electronics Blackwire 3325 Micr	1.00	EA	47.5400	47.5400	0.0000	

Below the table, a large green arrow points to the right, containing the word 'Punchout'. At the bottom of the table area, there are four buttons: 'Punchout to Marketplace', 'View Contracts', 'Distribute Costs', and 'New Row'.

The 'Default Table Data' section includes fields for Location, Storeroom, Work Order, Asset, GL Debit Account, and Requester. Below this, a list of AFI Punchout Vendors is displayed in red text:

- AFI Punchout Vendors - Maintenance :GRAYBAR, BDI, Newark, Global Industrial Equipment, Allied Electronics, Home Depot Pro, State Electric, Uline, VERITIV, MSC, Grainger, Motion, McMaster-Carr, and others.
- AFI Punchout Vendors - Misc :Office Depot, Amazon Business, Identity Works, Conney, Mallory Safety and Supply
- AFI Punchout Vendors - IT :CDW, Amazon Business, Connection, Paragon Micro, Dell, Lowry Solutions

Takes user to Vroozi Marketplace



Purchase Requisitions / Item Shop Return

ASHLEY
FURNITURE INDUSTRIES, INC.

What do you need to buy?

Hi, MAXADMIN

CATEGORIES

- CLEANING MATERIAL
- COMPUTERS
- CONSTRUCTION MATERIALS
- EASTMAN SPARE PART (CUTTER, DRILLER)
- FILTER/OIL/AIR/HYD-RAULIC
- HEATING AND AIR CONDITIONING
- MACHINE HARDWARE
- MANUFACTURING HARDWARE
- MRO CONSUMABLES
- OFFICE SUPPLIES
- PAPER/FORMS
- SMALL MATERIAL HANDLING EQUIP
- TEST LAB EQUIPMENT / SUPPLIES
- TOOLS
- UNIFORM

WELCOME

Welcome to the **ASHLEY**
FURNITURE INDUSTRIES, INC. Marketplace

MY SEARCHES

Saved:

Recent:

- cdw computer centers, inc
- sherwin williams
- computers

SUPPLIERS

 Amazon Business	 CDW COMPUTER	 Connection we solve IT	 DELL MARKETING L.P.	 GRAINGER
 Lowry Solutions	 Paragon Micro			

Punchout

You can punchout to a vendor's catalog

Hydronic Circulating Pumps - Grainger Industrial Supply - Google Chrome

grainger.com/category/pumps/circulating-pumps-flanges-unions-controls/hydronic-circulating-pumps?categoryIndex=1

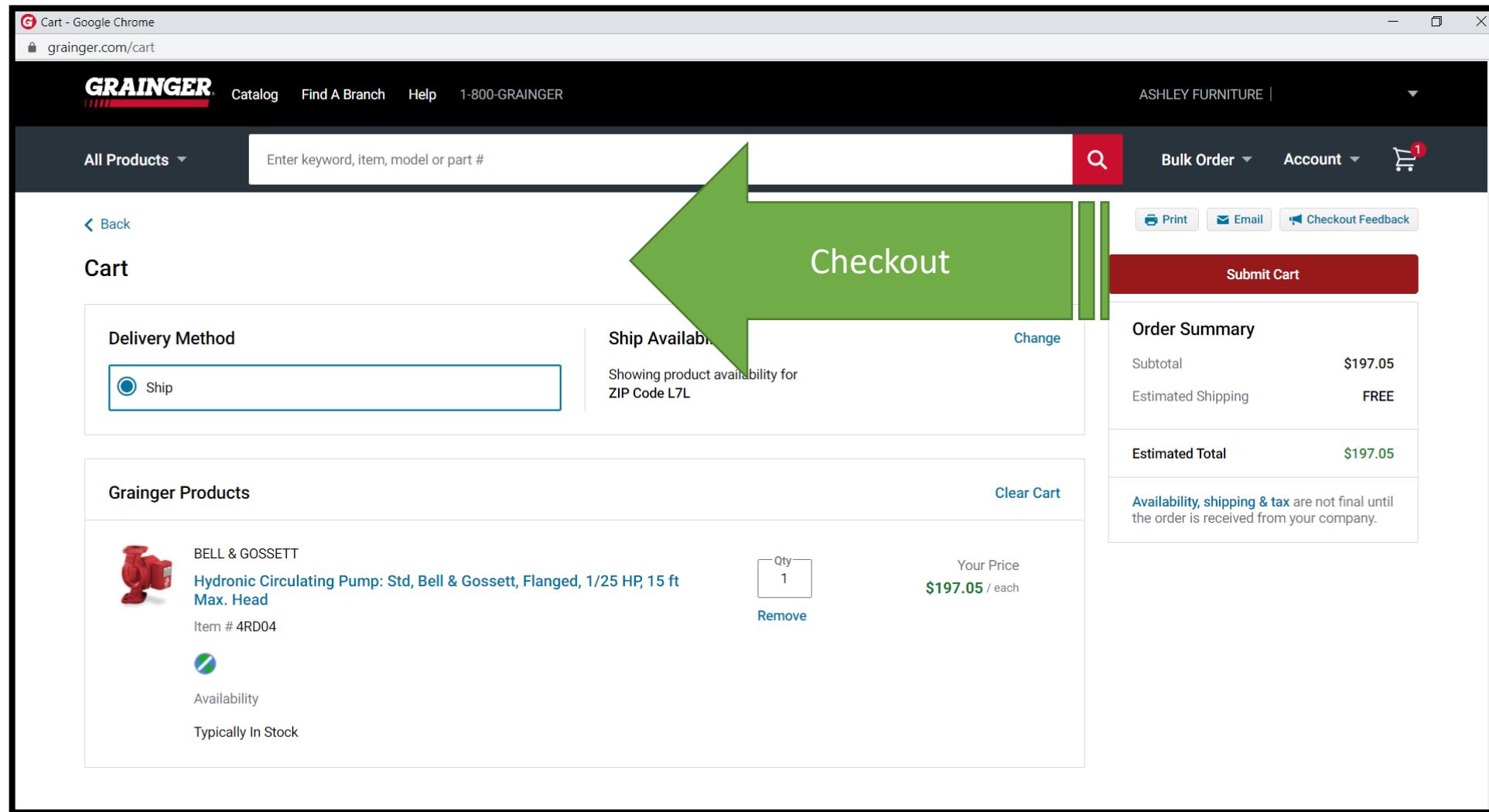
Standard Hydronic Circulating Pumps

ARMSTRONG PUMPS INC. Single Phase

BELL & GOSSETT Single Phase

Horsepower	Voltage	Flow @ 5' of Head	Flow @ 10' of Head	Flow @ 15' of Head	Max. Head	Face to Face Dimension	Compatible Pipe Size	Connection Type	Companion Flange or Union Included	Price
1/40	115V AC	5 gpm	—	—	8 ft	6-3/8 in	3/4 in; 1 in; 1-1/4 in; 1-1/2 in	Flange	No	\$243.50
1/25	115V AC	15 gpm	7 gpm	0 gpm	15 ft	6-3/8 in	3/4 in; 1 in; 1-1/4 in; 1-1/2 in	Flange	No	\$197.05
 <p>Hydronic Circulating Pump: Std, Bell & Gossett, Flanged, 1/25 HP, 15 ft Max. Head Item 4RD04 Mfr. Model 103251 View Product Details</p>								Your Price <small>i</small> \$197.05 / each	Expected to arrive Mon. Sep 12 - Tue. Sep 13. Ship to 92324 ▾	
1/12	115V AC	25 gpm	20 gpm	15 gpm	25 ft	6-3/8 in	3/4 in; 1 in; 1-1/4 in; 1-1/2 in	Flange	No	\$638.32
1/6	115V AC	37 gpm	34 gpm	30 gpm	37 ft	6-3/8 in	3/4 in; 1 in; 1-1/4 in; 1-1/2 in	Flange	No	\$656.64
1/6	115V AC	45 gpm	43 gpm	33 gpm	31 ft	8-1/2 in	1 in; 1-1/4 in; 1-1/2 in	Flange	No	\$737.71
1/6	115V AC	50 gpm	40 gpm	20 gpm	17 ft	8-1/2 in	1 in; 1-1/4 in; 1-1/2 in	Flange	No	\$902.86
2/5	115V AC	47 gpm	44 gpm	40 gpm	53 ft	6-3/8 in	3/4 in; 1 in; 1-1/4 in; 1-1/2 in	Flange	No	\$1,498.61
GRUNDFOS Single Phase										
Horsepower	Voltage	Flow @ 5' of Head	Flow @ 10' of Head	Flow @ 15' of Head	Max. Head	Face to Face Dimension	Compatible Pipe Size	Connection Type	Companion Flange or Union Included	Price

Return from a vendor catalog back to Vroozi...



Cart - Google Chrome
grainger.com/cart

GRAINGER Catalog Find A Branch Help 1-800-GRAINGER

All Products Bulk Order Account

Back **Checkout** Print Email Checkout Feedback

Cart

Delivery Method: Ship

Ship Available: ZIP Code L7L

Showing product availability for ZIP Code L7L

Order Summary

Subtotal	\$197.05
Estimated Shipping	FREE
Estimated Total	\$197.05

Availability, shipping & tax are not final until the order is received from your company.

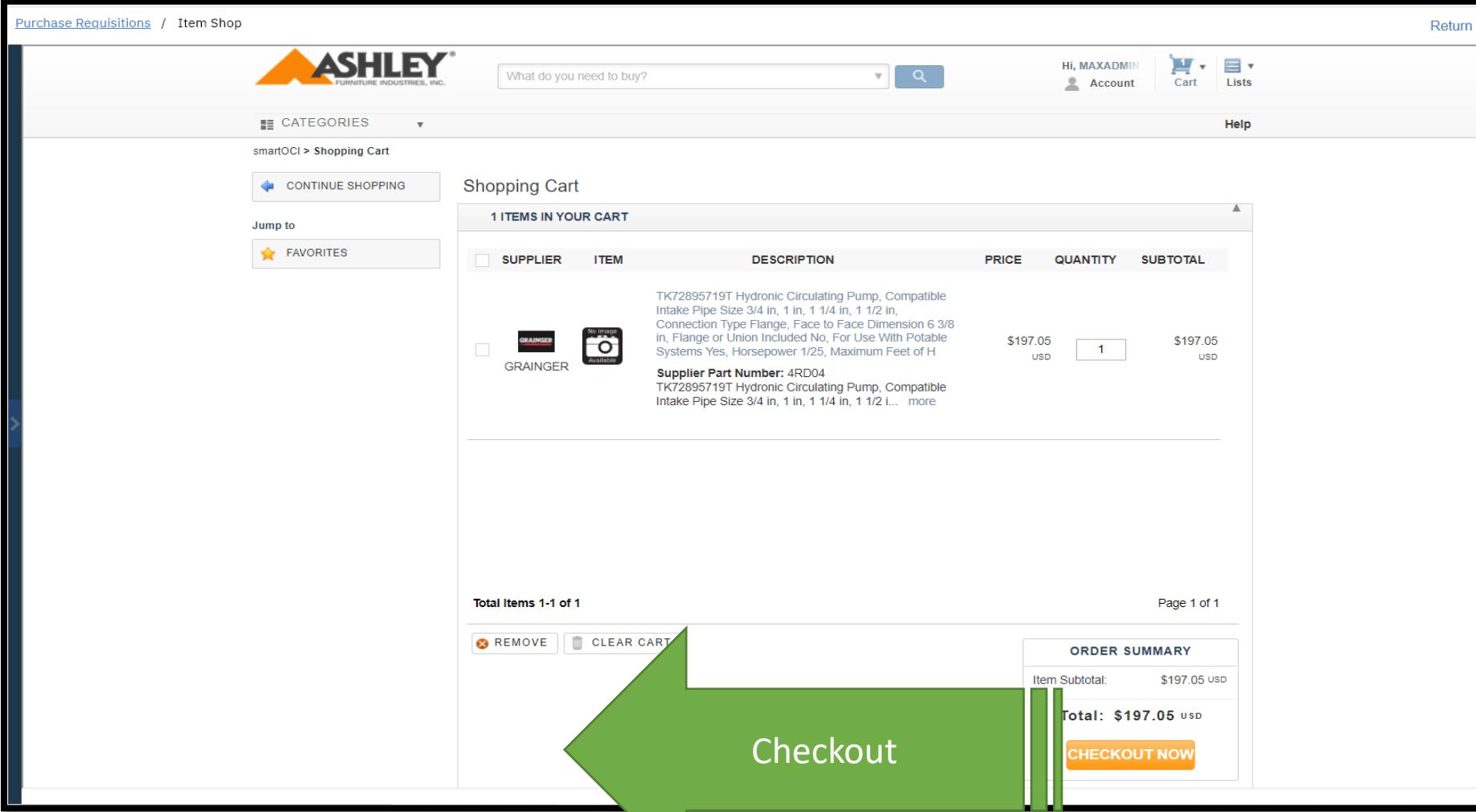
Grainger Products

BELL & GOSSETT
Hydronic Circulating Pump: Std, Bell & Gossett, Flanged, 1/25 HP, 15 ft Max. Head
Item # 4RD04

 Your Price **\$197.05** / each

 Availability
Typically In Stock

Shop further, from other vendor catalog, or check out and return to Maximo



Purchase Requisitions / Item Shop

ASHLEY FURNITURE INDUSTRIES, INC.

What do you need to buy?

Hi, MAXADMIN Account

Help

CATEGORIES

smartOCI > Shopping Cart

Jump to

Shopping Cart

1 ITEMS IN YOUR CART

SUPPLIER	ITEM	DESCRIPTION	PRICE	QUANTITY	SUBTOTAL
GRAINGER		TK72895719T Hydronic Circulating Pump, Compatible Intake Pipe Size 3/4 in, 1 in, 1 1/4 in, 1 1/2 in, Connection Type Flange, Face to Face Dimension 6 3/8 in, Flange or Union Included No, For Use With Potable Systems Yes, Horsepower 1/25, Maximum Feet of H	\$197.05 USD	1	\$197.05 USD

Supplier Part Number: 4RD04
TK72895719T Hydronic Circulating Pump, Compatible Intake Pipe Size 3/4 in, 1 in, 1 1/4 in, 1 1/2 i... more

Total Items 1-1 of 1

Page 1 of 1

ORDER SUMMARY

Item Subtotal:	\$197.05 USD
Total:	\$197.05 USD

Checkout

Shopping Cart is transferred to Maximo

Purchase Requisitions

MAXADMIN IBM

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

PR: 674045 SR1183890 New emp - CDW order - ADS Salina Herrera, new AD Site: AFI.ADS Status: WAPPR

PR Lines Filter 1 - 4 of 4

Line	Punchout?	Item	Description	Quantity	Order Unit	U
> 1	✓	MISC	HP Prelude Pro Recycle Top Load note	1.00	EA	1
> 2	✓	DP-172-0008	Logitech MK270 Wireless Combo keyb	1.00	EA	20
> 3	✓	DP-729-0101	Poly Plantronics Blackwire 3325 Micr	1.00	EA	4
4	✓	MISC	TK72895719T Hydronic Circulating Pump	1.00	EA	19

Line Item Item Details Quantity and Cost Charge To

+ Item: MISC TK72895719T Hydronic Circulating Pump, Comp. Manufacturer: BELL & GOSSE 1.00 S

+ Punchout? Y Model: 103251 Order Unit: EA W

Remarks: Category: NS Issue Unit:

+ Line: 4 Catalog #: 4RD04 + Conversion Factor: 1.00

Line Type: Item Unit Cost: 197.0500

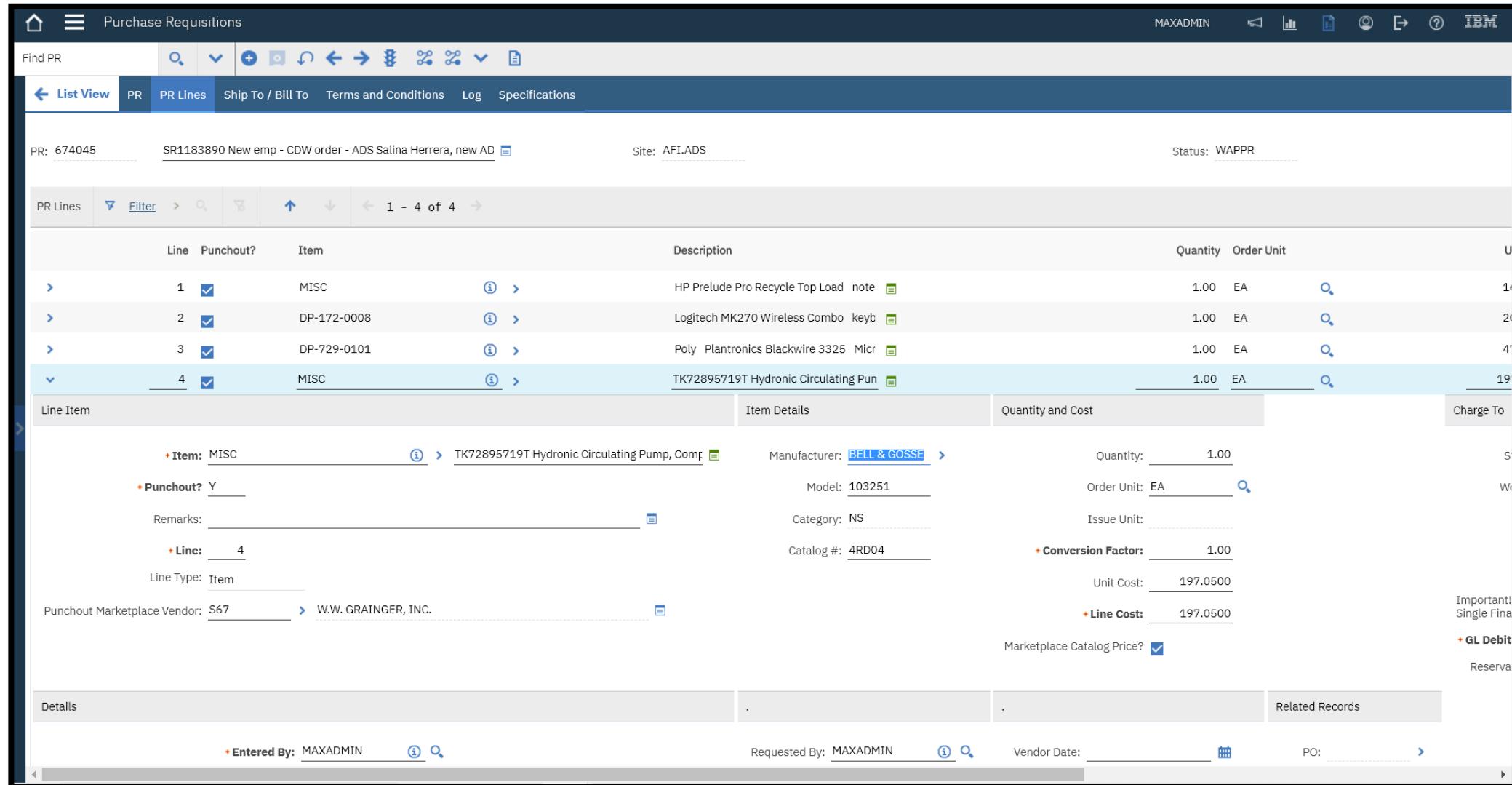
Punchout Marketplace Vendor: S67 W.W. GRAINGER, INC. + Line Cost: 197.0500

Important! Single Final GL Debit

Marketplace Catalog Price? Reserva

Details Related Records

+ Entered By: MAXADMIN Requested By: MAXADMIN Vendor Date: PO:



With all details to place the order accurately

Line Item	Item Details	Quantity and Cost
<p>♦ Item: <input type="text" value="MISC"/>   TK72895719T Hydronic Circulating Pump, Comp. </p> <p>♦ Punchout? <input type="text" value="Y"/></p> <p>Remarks: </p> <p>♦ Line: <input type="text" value="4"/></p> <p>Line Type: Item</p> <p>Punchout Marketplace Vendor: <input type="text" value="S67"/>  W.W. GRAINGER, INC. </p>	<p>Manufacturer: <input type="text" value="BELL & GOSSE"/></p> <p>Model: <input type="text" value="103251"/></p> <p>Category: NS</p> <p>Catalog #: <input type="text" value="4RD04"/></p>	<p>Quantity: <input type="text" value="1.00"/></p> <p>Order Unit: <input type="text" value="EA"/></p> <p>Issue Unit: </p> <p>♦ Conversion Factor: <input type="text" value="1.00"/></p> <p>Unit Cost: <input type="text" value="197.0500"/></p> <p>♦ Line Cost: <input type="text" value="197.0500"/></p> <p>Marketplace Catalog Price? <input checked="" type="checkbox"/></p>

2. Direct Order Placement through (a) cXML, or (b) through the Order Hub Portal

- What is it?
 - For vendors with cXML capabilities, real time transfer of the PO though an interface between your Maximo and their order entry system
 - Provides for immediate confirmation of receipt.
 - For other vendors, we provide a Procurement Portal where they can see and interact with your order, and confirm acceptance as is, request changes, or reject your order.
 - Provides for way a vendor can confirm, reject or propose changes. Vendor enter any changes or correction, Buyer just approves.

2. Direct Order Placement through (a) cXML, or (b) through a Procurement Portal

- Confirmation of your Order with a cXML Direct to Vendor Interface or through the Order Hub Portal
 - Eliminate the possibility that your order is not received and not being processed by your vendor, by getting a Confirmation from the Vendor.
 - Eliminate the delay of your order caused by incorrect or obsolete information and the time it takes to correct the discrepancy.
 - Eliminate the delay cause by a vendor who cannot fulfill your order, but does not informing you quickly.
 - Confirm your delivery dates, and manage any changes to the delivery dates.



One Button Publish PO

Purchase Orders

PO: 1049 TEST TEST TEST

Revision: 0

Requested By:

Spot Buy?:

Spot buy PR:

Send PO To Vendor?

Site: AFI.ADS Status: WAPPR Order Hub Vendor?

Finalize Confirmation

This PO is for: S27839 ➤ PARAGON MICRO

This PO will be sent to the Vendor via:
Order Hub cXML Transfer
Ship Via:

Finalize Cancel

Details Dates Costs

Type: STD Status Date: 3/15/21 4:04 PM Pretax Total: 106.8900

Buyer Company: Ordered Date: 3/15/21 4:04 PM Total Tax: 0.0000

+ Buyer: MAXADMIN Order Hub vendor?

+ Priority: 0 Required Date: Total Cost: 106.8900

Follow-up Date: + Currency: USD

Receipts: NONE Vendor Date: Total Base Cost: 106.8900

State/Province: IL, USA

Order Hub Status: PENDING

Order Hub Status Date: 3/15/21 4:04 PM

Order Hub Vendor Remarks:

Get Immediate Online + E-Mail Follow up Confirmation

Wed 3/31/2021 10:23 AM
KG Kevin Gaffney <teamgaffney@connection.com>
Connection (Account: ASH022 Order : 14182067; PO: A187784-AFI.RKD)
To Adank, Kelly

Connection®
ENTERPRISE SOLUTIONS

Thank You!

» ORDER CONFIRMATION
Dear Customer,

Thank you for your recent order from Connection. We have received your order #14182067 and will begin processing.

ORDER #14182067		Ship To		
Bill To		Ashley Furniture	Attn: LYGA RICHARD	1 Ashley Way
Ashley Furniture Industries, Inc		Corporate Building	Arcadia, WI 546121200	
Attn: Accounts Payable				
PO Box 250				
Arcadia, WI 54612				
Ship-Via	Member Reference	Project	Cost Center	
FedEx Ground				
PO Number	Date	Salesperson	Terms	Order #
A187784-AFI.RKD	03-31-2021	Kevin Gaffney	Net 30	14182067
ORDER ITEMS				
Qty	Mfg Part	Description	Manufacturer	Unit Price
1	DP2VGA3	ADD A SECONDARY MONITOR TO YOUR WORKSTATION W/ THIS DISPLAYPORT TO VGA ADAPTER	STARTECH.COM	\$15.68
				\$15.68
				Total (Product Only): \$15.68

Once your order has been processed, you will receive an email to confirm shipment. To track your order, please log in.

Thank you for placing your order through Connection. If you have any questions or require further assistance, please contact your account manager or visit us online at marketplace.connection.com.

Prices subject to change without notice

YOUR ORDER
Order #: 14182067
Created On: March 31, 2021

ACCOUNT MANAGER
Kevin Gaffney
P.312-805-3481
F.
[Email Your Rep](#)

LOG IN



P2Insight now supports fully automated cXML Order Confirmation

- Not deployed at Ashley
- Functionality accepts a vendor generate Order Confirmation, and either:
 - Updates the status to Confirmed or Rejected
 - Creates a PO Revision Request outlining any changes



With Portal vendors can Acknowledge, Accept, Reject, or Propose a Revision Request

The Order Hub - Development
Welcome, Sofija Zlatkovic

PURCHASE ORDER

Purchase Order: #1141 | Revision: #0

DETAILS TERMS & CONDITIONS EVENT LOG

Buyer

Name: Demo
Address: Arcadia, Arcadia, WI, 54612
E-mail: littletory02@hotmail.com
Contact name: Tory Little
Phone: 011-04-866-896-6775

Status and dates

PO Issued: 07/12/2021 18:46 Order date: 07/12/2021 18:46
Status: PUBLISHED Internal status: NEGOTIATING
Quote#: [PO Acknowledged Date](#)
Accepted/Rejected date: Accepted/Rejected comment:
Assignee Contact: Assignee Has Accepted

General Terms

Payment Terms: NET30
Freight Terms: You Pay
Ship Via: DHL
FOB Point: Our Warehouse
Description: Universal Studios Demo PO 2

ACKNOWLEDGE PO
✓ ACCEPT PO
✗ REJECT PO
ASSIGN
UPDATE
PRINT OFFICIAL PO
REPORT A TECHNICAL ISSUE

Order lines(3) Total cost :\$140.0000

Show 10 entries

Line	Item num	Description	Unit cost	UOM	Taxable	Order Quantity	Line cost Actions
1	217213	Model: 100 Plate, Stainless Steel	10.0000	EACH	No	1.00 \$10.0000	
2	217214	Shaft, Steel- .750 In Dia, 7 In Long	20.0000	EACH	No	2.00 \$40.0000	
3	217219	Manufacturer: ACME Model: 219 Plate, Chrome Plated	30.0000	EACH	No	3.00 \$90.0000	

Showing 1 to 3 of 3 entries

We highlight lines revised...

Purchase Orders

Bulletins: (0) [Go To](#) Reports Start Center Profile Sign Out Help IBM.

Query [Find PO](#) Select Action

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

PO: 1671 Site: BEDFORD Status: CONFIRM Total Cost: 1,516.00

Revision: 1 Line 2 price has been changed from \$150 to \$160

PO Lines Filter 1 - 4 of 4 Download

Line	Item	Description	Quantity	Order Unit	Unit Cost	Line Cost	Tax	Distributed?
1		Industrial strength paper towels, blue, 1,000 sheet rolls	12.00	EACH	3.00	36.00	2.00	
2	MOTR-24	24 Volt-DC Motor	4.00	EACH	160.00	670.00	30.00	
3		Training Services MS Word	8.00	HOURS	100.00	800.00	40.00	
4	FIRE-100	Fire Extinguisher	1.00	EACH	10.00	10.00	0.00	

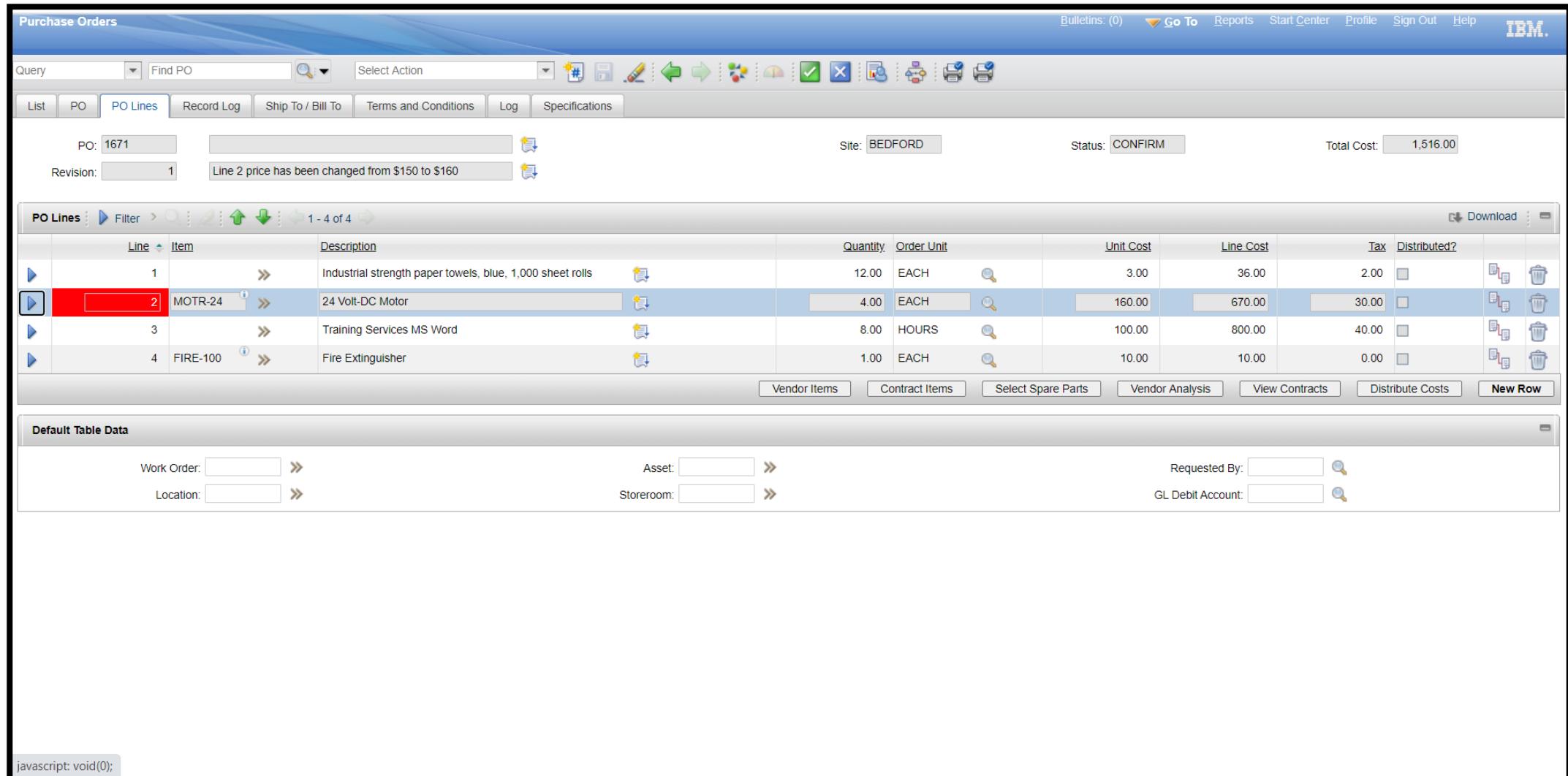
Vendor Items Contract Items Select Spare Parts Vendor Analysis View Contracts Distribute Costs New Row

Default Table Data

Work Order: Asset: Requested By: [Select](#)

Location: Storeroom: GL Debit Account: [Select](#)

javascript: void(0);



And Fields revised.... Buyer just Reviews and Approves

Purchase Orders

Query Find PO Select Action

Quantity and Costs

Quantity: 4.00	Tax Code: MA	Tax: 30.00	Storeroom: CENTRAL	Requisition: <input type="text"/>
Previous Quantity: 4.00	Tax Rate: <input type="text"/>	Loaded Cost: 670.00	Work Order: <input type="text"/>	Requisition Line: <input type="text"/>
Vendor Rejects Line? <input type="checkbox"/>	Order Unit: EACH	Contract Reference: <input type="text"/>	WO Task: <input type="text"/>	RFQ: <input type="text"/>
Issue Unit: EACH	Contract Type: <input type="text"/>	Contract Reference Revision: <input type="text"/>	Location: <input type="text"/>	RFQ Line: <input type="text"/>
Conversion Factor: 1.00	Schedule: <input type="text"/>	GL Debit Account: 6600-800-800	Asset: <input type="text"/>	PR: <input type="text"/>
Unit Cost: 160.00			PR Line: <input type="text"/>	
Previous Unit Cost: 150.00				
Initial Unit Cost: 150.00				
Line Cost: 670.00				
Previous Line Cost: 600.00				

Receipts

Receipts Complete? <input type="checkbox"/>	Receipt Tolerance %: <input type="text"/>	Entered By: MXINTADM	Ship To: BEDFORDMA
Quantity Received: 0.00	Receipt Tolerance Quantity: <input type="text"/>	Entered Date: 05.09.2016 7:31 PM	Attention: <input type="text"/>
Received Unit Cost: 0.00	Receipt Tolerance Amount: <input type="text"/>	Requested By: MAXADMIN	Site: BEDFORD
Received Line Cost: 0.00	Order Hub Qty Shipped: <input type="text"/>	Required Date: <input type="text"/>	Vendor Date: <input type="text"/>
Quantity Rejected: 0.00		Supervisor: <input type="text"/>	Previous Vendor Date: <input type="text"/>

Delivery Details

Delivery Date Criticality: <input type="text"/>	Days: <input type="text"/>
---	----------------------------

Term and Conditions

Term Description

There are no rows to display.

0 - 0 of 0

Filter

Down

N

Up

Left

Right

Red square with a green checkmark icon (highlighted in red)



And that is it.

- Order is confirmed and being fulfilled.
- You do not have to worry whether vendor has received it, can accept it, or whether they are working on it. You have confirmation from the vendor!
- No need for Procurement to follow up and expedite all PO's. They only deal with exceptions.... Leaving time to do more productive and strategic work.



The solution achievements

1. Reduce the effort of Maintenance Requestors – less time to find the items required, less time to formally request items, and less time spent on following up on requests
2. Reduce the effort of Buyers – reduce amount of time spent getting clarification from Requester, reduce time to find best pricing/delivery options, less time to place orders and get vendor order confirmation.
3. Provides Ashley with reliable **real-time** information on pricing, availability and delivery times.
4. Significantly reduced the time from demand to fulfillment
5. Allowed Ashley to negotiate better contract pricing and better spend management.
6. Enables a Purchasing Department team of only 8 people to support the entire North American manufacturing and distribution organization of the world's largest furniture manufacturer!



Who is Ashley Furniture doing this with?

ASHLEY FURNITURE INDUSTRIES, INC.

What do you need to buy?

Hi, Maximo Ma

CATEGORIES

- CLEANING MATERIAL
- CONSTRUCTION MATERIALS
- EASTMAN SPARE PART (CUTTER, DRILLER)
- ELECTRICAL COMPONENTS
- FILTER/OIL/AIR/HYDRAULIC
- HEATING AND AIR CONDITIONING
- MACHINE HARDWARE
- MANUFACTURING HARDWARE
- MRO CONSUMABLES
- OFFICE SUPPLIES
- PAPER/FORMS
- SMALL MATERIAL HANDLING EQUIP
- TEST LAB EQUIPMENT / SUPPLIES
- TOOLS
- UNIFORM

WELCOME

Welcome to the **ASHLEY** FURNITURE INDUSTRIES, INC. Marketplace

MY SEARCHES

Saved:

Recent:

- filter/oil/air/hydraulic
- mcmaster carr
- office depot
- paper/forms
- construction materials

SUPPLIERS

Allied Electronics	AMAZON CAPITAL	CDW	Connection	CONNEY
Crown	Fastenal	Global Industrial	GRAINGER	HALVORSEN LUMBER COMPANY LLC
IDENTITY WORKS	MCMASTER CARR	MOTION INDUSTRIES	MSC Industrial Supply Co.	Newark
Office Depot	Paragon Micro	SHERWIN WILLIAMS	STATE ELECTRIC	THE HOME DEPOT Pro
THE HOME DEPOT	ULINE	Veritiv	WERNER ELECTRIC	SupplyWorks -

About P2Insight

- We are a business partner focusing exclusively on Supply Chain E-Commerce Enablement of Maximo.
- We are Maximo veterans focusing on helping our customers get the most from their investment in Maximo by:
 - Helping users find the parts and services they need
 - Helping them quickly source and order the parts and services
 - Helping procurement to quickly source the items required, place orders, manage the delivery of the orders.
 - We make the demand to fulfillment as efficient and fast as possible!
- See more at www.p2insight.com
- Contact us at Info@p2insight.com



Thank you.

If there any further questions, feel free to contact:

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