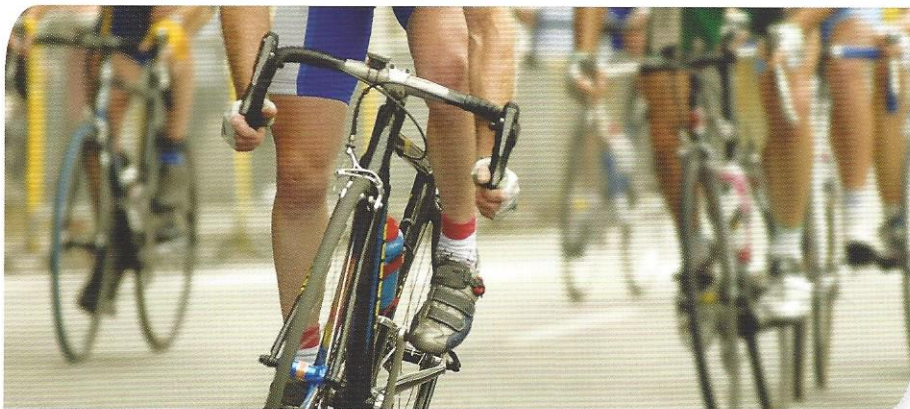


## Maximising your Procure-to-Pay **Performance**



### **The Challenge for Procurement**

As organisations steer their businesses through the ongoing downturn, they inevitably look for ways to improve efficiencies in areas such as procurement. Reducing spend by consolidating suppliers, orders and contract negotiations and eliminating rogue spend are key areas of focus. In addition, embracing new technology solutions such as electronic requisitioning, workflow, ordering, invoice matching and approval and electronic document management, all contribute to cost savings and efficiencies. But how do you then monitor and, more importantly, optimise these processes?

**Reflecting on the recent success of the Olympic GB cycling team offers a possible solution. At its core, the British cycling programme focused on an accumulation of marginal gains which can make the difference between winning and losing. However, the cyclist has to be in the right position to make use of such gains.**

The concept of marginal gains is an invaluable approach in business.

Big problems, such as hand-written purchase orders, are likely to be easily identified. But what about the smaller issues? Think about the suppliers who send invoices without purchase order numbers, the departments which are slow to enter GRNs and approve invoices, and requisitioners raising purchase orders after invoices have been issued. While each individual issue may not seem significant, the cumulative effect can have a major detrimental effect on costs and resources.

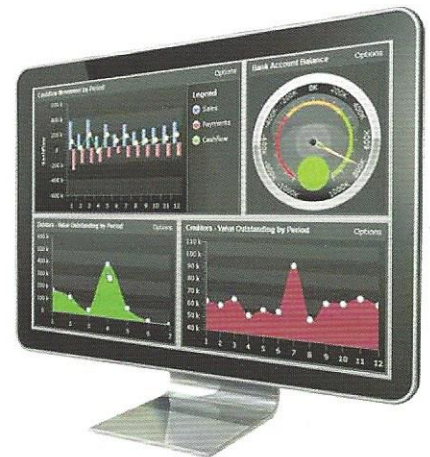
### **Accumulating Your Marginal Gains**

So, the answer is simple; monitor all the data relating to each of these 'minor' issues, as the information is already held within your existing data systems. However, the challenge is that most managers have little time available to collate this critical information, let alone analyse it.

Intuitive Business Intelligence has developed a business intelligence dashboard solution, Intuitive Dashboards, which integrates seamlessly into OpenAccounts and eBis, and is specifically designed to visually represent key performance data and metrics.

A series of charts, gauges and traffic lights highlight where marginal gains can be found, putting the user in a position to take advantage of them. Data is highlighted by supplier, department, value and by volume, providing a true 360° view of processes. The drill-down capability enables fast analysis of the root causes of variances, resulting in considerably swifter resolutions. In addition to 'whole procurement' dashboards being used by Accounts Payable managers, departmental-focused dashboards can be rolled out to business units, providing ownership and monitoring for the wider management community.

As a result, bottlenecks are spotted and rectified quickly, while trends and opportunities for incremental increases in efficiencies are revealed. By gaining a graphical perspective of procurement performance against KPIs, staff can build a coordinated approach to decision-making that will enhance their operational effectiveness.



**For more information visit:**  
[www.advancedconnect.co.uk/intuitive](http://www.advancedconnect.co.uk/intuitive)