

PRESENTATION

brain point

more time for your business



WHAT IS PROCURE TO PAY?

Talking about **Procure to Pay (P2P)** we refer to the whole purchasing process, ranging from the request for proposal, the purchase order, the supply of goods and services to the receipt of the invoices and payment to suppliers. These activities take **time** and require **resources** that could be used more efficiently.

With Procure to Pay (P2P) your company can optimize your purchasing process, thanks to a **service** that allows to **reduce costs** and to **increase efficiency**.

WHAT IS PROCURE TO PAY?

Let's consider the **CLASS C** purchases:

- > small quantities
- > small amounts
- > not strategic
- > sporadic purchases

For these kind of purchases the documentation to be produced is anyway huge.

This means a **waste** of **time** and **resources** for your company.

BENEFITS OF PROCURE TO PAY

-> one

DELEGATE

the relationships with **NON-STRATEGIC** suppliers for the management of the purchasing process

BENEFITS OF PROCURE TO PAY

-> two

REDUCE

documents' production
(Orders, Reminders, Invoices, etc.)

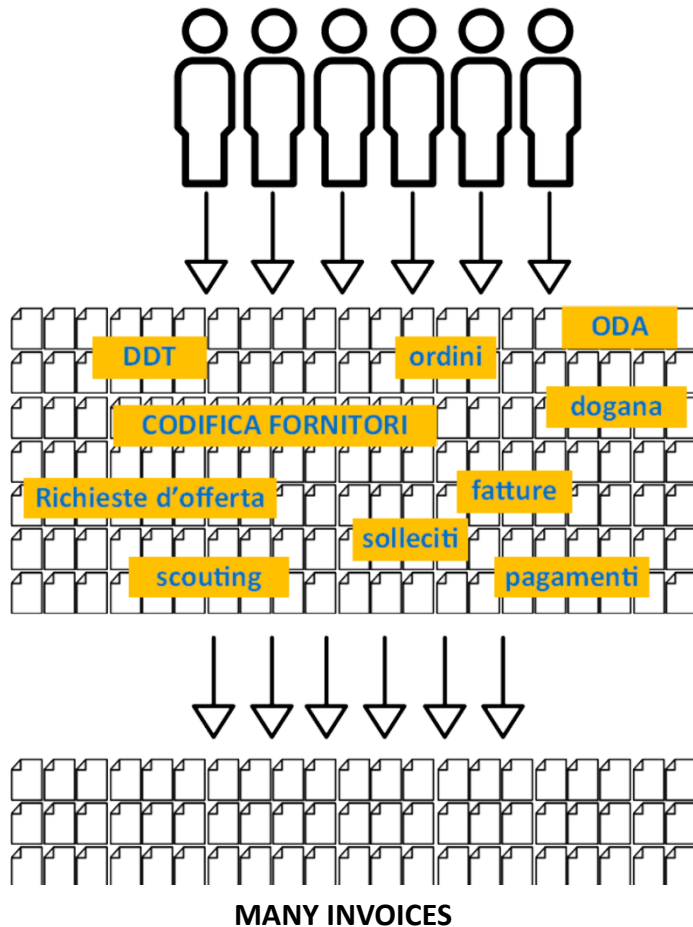
BENEFITS OF PROCURE TO PAY

-> three

FREE

company's **human resources** that could be involved in
more strategic activities

PROCURE TO PAY -> WHY?



Most of the work of a purchase office (80%) is dedicated to indirect purchases from occasional suppliers with no special commercial conditions.

As a result, the purchase office issues a huge quantity of internal (request for quotation, purchase order, reminder, goods receipt, etc...) and external documentation.

The administrative office has to manage the whole passive cycle for small amounts.

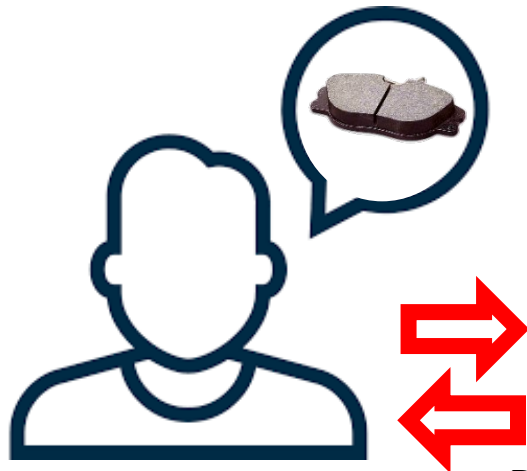
The employees are therefore engaged in activities with low added value (transport documents, invoices, etc...).

IN HOUSE

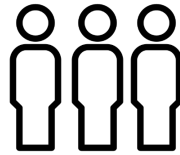
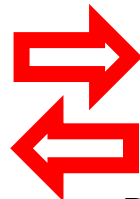
A PRACTICAL EXAMPLE

REQUEST FROM INTERNAL CUSTOMER:
BRAKE PADS FOR FIAT 127

Indirect item, slow-moving stock,
occasional purchase, obsolet object



INTERNAL
CUSTOMER



PURCHASE OFFICE

GOOD
RESEARCH
= €

PURCHASING
APPROVAL BY
MANAGER
= €



APPROVAL BY
DEPARTMENT
MANAGER
= €



REQUEST FOR
QUOTATION
TO MIN. 3 SUPPLIERS
= €



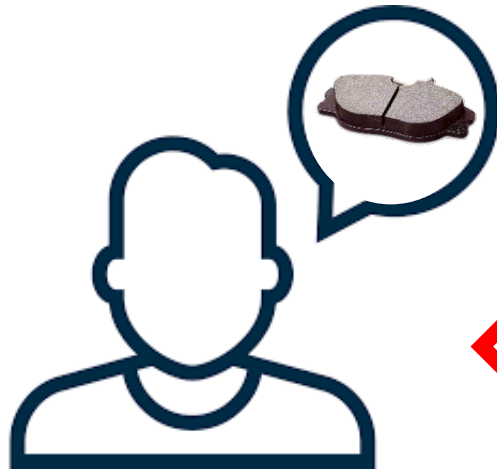
QUALIFICATION AND
REGISTRATION OF THE
NEW SUPPLIER
= €

A PRACTICAL EXAMPLE

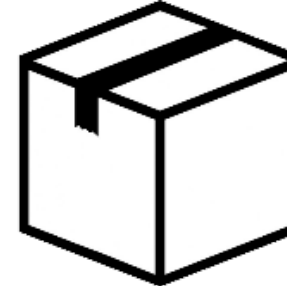
REQUEST FROM INTERNAL CUSTOMER:

BRAKE PADS FOR FIAT 127

Indirect item, slow-moving stock,
occasional purchase, obsolete object



INTERNAL
CUSTOMER



PAYMENT
RECEIPT AND
TRANSPORTATION
OF GOODS

INVOICE RECEIPT AND
ADMINISTRATIVE
DOCUMENTS



ADMINISTRATIVE OFFICE

ADVANCE
PAYMENT
EVEN FOR
SMALL AMOUNTS



NEW SUPPLIER
SINGLE PURCHASE

A PRACTICAL EXAMPLE

HOW MUCH WILL BE PAID FOR BRAKE PADS?

REQUEST FROM INTERNAL CUSTOMER:

BRAKE PADS FOR FIAT 127

Indirect item, slow-moving stock,
occasional purchase, obsolete object



INTERNAL
CUSTOMER

€ 35?



€ 235!

CONSIDERING:

TIME SPENT

RESOURCES INVOLVED

(PURCHASING PROCESS AND ADMINISTRATIVE CYCLE - 5/6 PEOPLE

DOCUMENTATION TO BE ISSUED

DOCUMENTATION TO BE RECEIVED AND REGISTERED



HOW MUCH CAN YOU SAVE?

THANKS TO BRAIN POINT PROCURE TO PAY SERVICE

OUTSOURCING

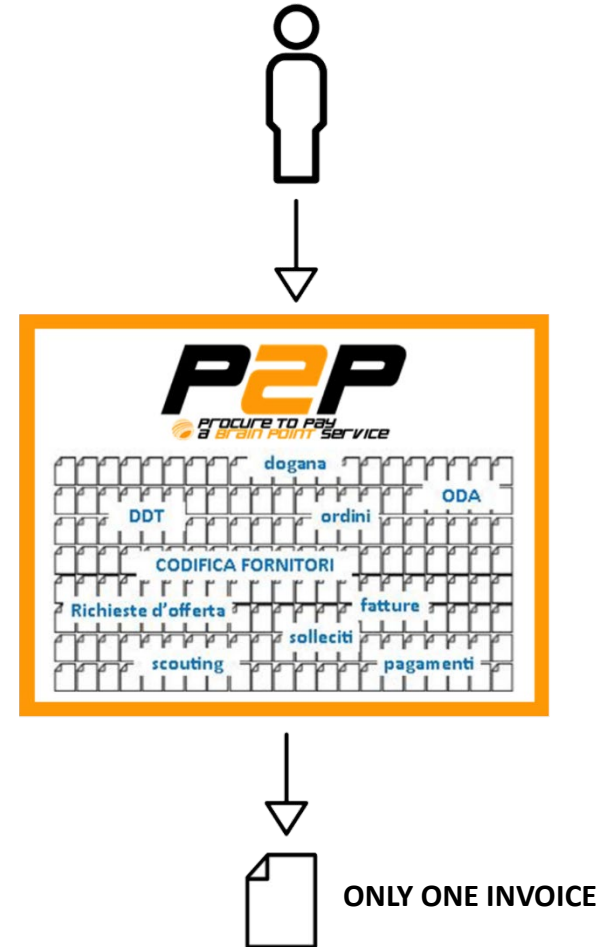
Brain Point aims to act as single interlocutor for your Purchase office.

The cooperation with our Provider allows you to keep the flows monitored with a very short time to be dedicated to the operations.

With our support your Purchase Office can send us summary order, reducing the number of orders itself. This means that when our Provider manages your purchases, the human resources of your Purchase Office have time to be involved in more strategic activities for your company.

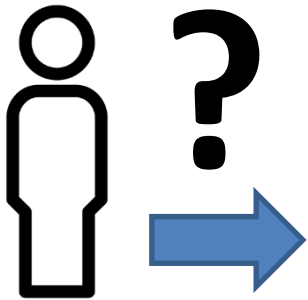


Your Administrative Department receives the summary invoices from Brain Point. Payments can be done following the conditions agreed with Brain Point directly.



THANKS TO BRAIN POINT PROCURE TO PAY SERVICE

REQUEST



Internal
customer
or buyer

ORDER MANAGEMENT



HIGHLY QUALIFIED TECHNICAL STAFF

ELECTRIC, MECHANIC, THERMODYNAMIC

MULTILINGUAL

REQUEST FOR QUOTATION, ORDER,
COMMERCIAL NEGOTIATION IN ENGLISH,
FRENCH, GERMAN

ERP (SAP B1)

ORDER CYCLE MANAGED THROUGH SAP
BUSINESS ONE

BRAIN POINT PLUS

CUSTOMIZED WEB PORTAL TO CHECK REAL TIME
THE STATUS OF YOUR ORDERS AND REQUESTS

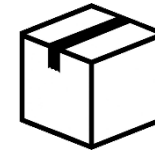
THANKS TO BRAIN POINT PROCURE TO PAY SERVICE

ORDER MANAGEMENT



- REQUEST FOR PURCHASE RECEIPT
- ANALYSIS OF REQUEST FOR PURCHASE
- REQUESTS FOR QUOTATION TO SUPPLIERS
- ANALYSIS OF SUPPLIERS' OFFERS
- COMMERCIAL NEGOTIATION
- SUPPLIER CODING
- ITEM CODING AND UPDATES
- OFFER TO CUSTOMER
- ORDER FROM THE CUSTOMER RECEIPT
- ORDER TO THE SUPPLIER ISSUE
- ORDER CONFIRMATION FROM THE SUPPLIER RECEIPT
- INFORMING CUSTOMER ABOUT ANY POSSIBLE CHANGES
- ORDER DELIVERY TO THE CUSTOMER CHECK
- TRANSPORT DOCUMENT FROM THE SUPPLIER RECEIPT
- GOODS RECEIPT REGISTRATION
- IMPORT MANAGEMENT
- NON-COMPLIANCE AND RETURNED GOODS MANAGEMENT
- BILLING

END OF THE PROCESS



Internal customer or buyer



Administrative department

THANKS TO BRAIN POINT PROCURE TO PAY SERVICE

Here you are a case history of our customer. On the left you can see how the Purchase Office hardly managed its tasks before meeting Brain Point. On the right the actual situation thanks to Brain Point.Procure To Pay service.

IN HOUSE

- 400 Managed suppliers
- 2.700 RfO from Internal Customer
- 4.600 Orders
- 4.400 Invoices to be registered
- 4.300 Payment orders
- 3 Employees involved
- Undefinite saving

OUTSOURCING

- 1 Managed supplier
- 2.700 RfO passing by
- 4.600 "Automatic" orders
- 50 Invoices to be registered (4 Sites)
- 50 Payment orders
- 0,5 Employees involved
- Saving 2,5/3,0%

TO SUM UP

- **EXTERNAL BUYER**
- **INDIRECT GOODS AND SERVICES SUPPLY, SLOW MOVING STOCK, CLASS C**
- **ICT ITEMS SUPPLY**
- **SCOUTING & MARKET RESEARCHES**
(DOCUMENTATION ISSUE, TECHNICAL AND ECONOMIC COMPARISON)
- **ADVANCE PAYMENT** (OFTEN REQUESTED IN CASE OF FIRST OR SINGLE PURCHASE)
- **ONLINE PAYMENT BY CREDIT CARD**
- **PRODUCTION OF DOCUMENTS FOR IMPORT OPERATIONS, IN CASE OF NECESSARY CUSTOM CLEARANCE** (PURCHASES FROM USA, CHINA, ETC.)
- **INTRASTAT MANAGEMENT**
- **PAYMENT OF PROFESSIONALS' FEES**
- **EVENT PLANNING AND PAYMENT** (BUSINESS EVENTS, CONVENTION, BUSINESS TRAVEL, ETC.)
- **PAYMENT OF POSTAL RECEIPTS, FINES, ETC.**
- **PURCHASE AND DELIVERY OF INCENTIVE VOUCHER** (AMAZON, MEDIA WORLD, FOOTBALL TICKETS, ETC.)
- **URGENT SERVICES** (CASE HISTORY MICHELIN)
- **BENCHMARKING**



Thank you



brain point
more time for your business

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