

# SHOWCASE



## Puridiom®

Procurement Simplified. Results Guaranteed.

### Transforming A Client's Procurement Operation into a "well-oiled" cost-savings machine.

An independent oil and gas company, with a focus on unconventional reservoirs, Puridiom's client attains its product through a combination of development drilling, exploitation of resources and property acquisitions. Headquartered in Texas, the company has multiple offices throughout the U.S. as well as a Canadian subsidiary.

#### Business Challenge

Industry-recognized expertise in unconventional gas reservoirs made the client a leader in the development and production of natural gas, natural gas

liquids and crude oil. But management realized that in the highly competitive oil business, efficient and effective spend management was not only essential, but also a tool that could be used to gain a competi-

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"Puridiom has provided structure and visibility for the procurement function"

– Purchasing Coordinator

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tive edge. The challenge was to convert a completely manual procurement process to a smoothly running automated procurement function with as little disruption as possible.

#### Client Profile:

An independent Texas-based oil company, with multiple offices, drilling sites, and oil properties throughout the U.S and a subsidiary in Canada.

#### Business Challenge:

Management mandated that a procurement system be implemented to control and track spend. The challenge was to convert a completely manual procurement process to a smoothly running automated procurement function with as little disruption as possible.

#### The Solution:

Puridiom 3.0 E-Procurement Solution.

#### Value Achieved:

Structure and visibility in the procurement function; better management and ensured compliance of complex contracts; the ability to track spending history and effectively budget purchases.

#### Future Outlook:

Expansion of Puridiom in all offices of the company; interface with accounting and accounts payable functions.

#### The Solution

With procurement operations located in Texas and Calgary, Canada, the client recognized that it needed an e-procurement solution that was versatile, easy-to-use and implement, and most importantly accessible from virtually anywhere. The company required a solution that could handle complex construction, acquisition and drilling contracts. Previous experience with the Gateway product (the precursor to the Puridiom 3.0 solution) by the current Director of Supply Management indicated that Puridiom could be a reliable and effective solution. But all options were researched, and only after an extensive search was the Puridiom 3.0 e-procurement solution selected because of its design, hosted ability, ease-of-use, implementation procedures, and the procurement expertise the company provided.

#### Strategy

The procurement department aimed to implement an automated procurement system that would give the department much needed internal controls on spending while reducing procurement operating costs. To achieve that goal, Puridiom concentrated on three key areas: customization of the e-procurement solution to the business rules and controls of the organization, installation and implementation of the automated system with little disruption and in

a timely manner, and training for all personnel using the system.

Puridiom worked with the procurement management team to gain in-depth knowledge of procedures, suppliers, contract types, and time constraints. By focusing on the client's goals, Puridiom was able to customize the e-procurement solution to maximize the benefits for the organization. Making the system work for both the US and Canada was of utmost importance.

Company management and Puridiom worked together to effectively enable B2B e-commerce with their suppliers. By collecting, managing and regularly updating supplier information, the client gained cross functional coordination of supplier activities across the two procurement departments (US and Canada), as well as greater visibility, improved quality of supplier information, increased negotiating leverage with suppliers, and overall improved supplier relationships. The Puridiom supplier information management system captures supplier data and provides supplier networks and portals, as well as the self-service entry tools needed to ensure correct and up-to-date information. Puridiom also enables the management of complex contracts and helps to ensure corporate mandates and federal compliance issues.

Installation and implementation began the second phase, with Puridiom personnel on-site to ensure a smooth and trouble-free transition. Implementation continues as more users gain access, and as the system expands to additional sites. The Puridiom help desk service proved invaluable as questions and additional customizations were realized along the way. Personalized services by Puridiom enabled the client to install and implement in a timely and cost-effective way. Also, to ensure the most efficient use of the new automated system, Puridiom conducted training for personnel both on-site and online with training webinars. Training continues as needed, for users and buyers through online webinars.

### Value Achieved & Future Outlook

The biggest savings the client has realized is the ability to do a lot more with less...paper work, time, personnel and

headaches. Spend visibility and management, along with better managed and ensured compliance to complex contracts has given the client the ability to better track their spending history and more effectively plan their future purchases. Management has benefited with a clear approval process and the assurance that it is being followed. Valuable time is saved with up-front approvals. From a technical perspective, the system has proved to be worry-free.

The client's purchasing managers have recognized opportunities in all areas of the organization to implement system. Plans include rolling out and fully implementing Puridiom 3.0 for requisitioners and users in all offices. With the accessibility of the hosted solution and easy-to-use interface, this will probably happen in the very near future. Also anticipated is an interface with their current accounting system to efficiently manage invoice receipt matching

and reconciliation, review and approval, and payment disbursements.

Overall, the ability to do more with less has greatly improved the efficiency of the procurement department increasing the amount of spend under management, which ultimately effects the bottom-line of the organization.




"Our procurement organization has benefited greatly with the ability to do a lot more with less; we are able to process a wide range of buying requirements with the touch of a button, easily access information from virtually anywhere, and easily control and track spend."

– Director of Supply Management,  
Procurement Services Division

### About Puridiom

Puridiom is a leading provider of cutting edge Procure-to-Pay Spend Management solutions. An innovator in the Procurement field, Puridiom first introduced procurement to the pc-based environment and revolutionized the way businesses manage their

spend. Today, Puridiom is leading the way with web-based procurement solutions, sourcing, payables, and fulfillment strategies. Puridiom's solutions & services include Complete Procure-to-Pay, E-Procurement, E-Sourcing with Auctions, Contract Management, E-Invoice Presentment and Payment, Inventory Management with Order Fulfillment, Asset Management, On-Demand Services, Cooperative Purchasing, Supplier Enablement, Spend Intelligence, as well as Procurement and Accounts Payable Outsourcing, RFID, System Integration and Custom Application Development. 

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