

# eProcurement with Punch Out

**The 'Punch Out' facilities to Office Depot, developed by Integra Associates as part of eProcurement implementations, have proved highly successful within the Public Sector.**

The Public Sector has been challenged by the Government to deliver annual efficiency gains by achieving value for money and efficiency savings in procurement. As part of their success in achieving this organisations have established buying frameworks, made full use of the Agresso eProcurement facilities and deployed Punch Out capabilities to maximise the benefits of procurement from their chosen suppliers.

## The Challenge

Effective eProcurement is all about managing spending and expenditures with key objectives to:

- centralise and aggregate demand in order to maximise buying power
- be cost effective
- maintain purchasing compliance and prevent rogue purchasing
- maintain control & visibility
- decentralise procurement processes according to business needs

## The Solution

Agresso eProcurement with Punch Out to your chosen commercial supplier offers a powerful solution. It is a business process enabled eProcurement solution offering full processing facilities including seamless access to a chosen supplier's Web based catalogue for product search and ordering.

Office Depot is such a supplier and has been a leading supplier of Office Supplies to the Public Sector including Central and Local Government and Education for many years. In Local Government, for example, it currently services the purchasing requirements for the supply of stationery, paper, computer consumables and school supplies of over 175 individual councils and consortia across the United Kingdom.

Integra has implemented a number of eProcurement solutions using Punch Out technology directly to suppliers or through a 'marketplace'. The direct solutions have been designed & developed by Integra delivering a lower cost of ownership by eliminating the need for service providers.

*'We recognised that our clients wanted powerful Agresso eProcurement harnessed to take advantage of their buying power and supplier agreements. The addition of Punch Out facilities has enabled them to further enhance their business processes and reduce purchasing costs. By streamlining the procurement process and maintaining a consistent user interface the solution has been well received with users quickly becoming familiar with its powerful capabilities.'*

**Ian Davis –  
Consultant, Integra Associates**

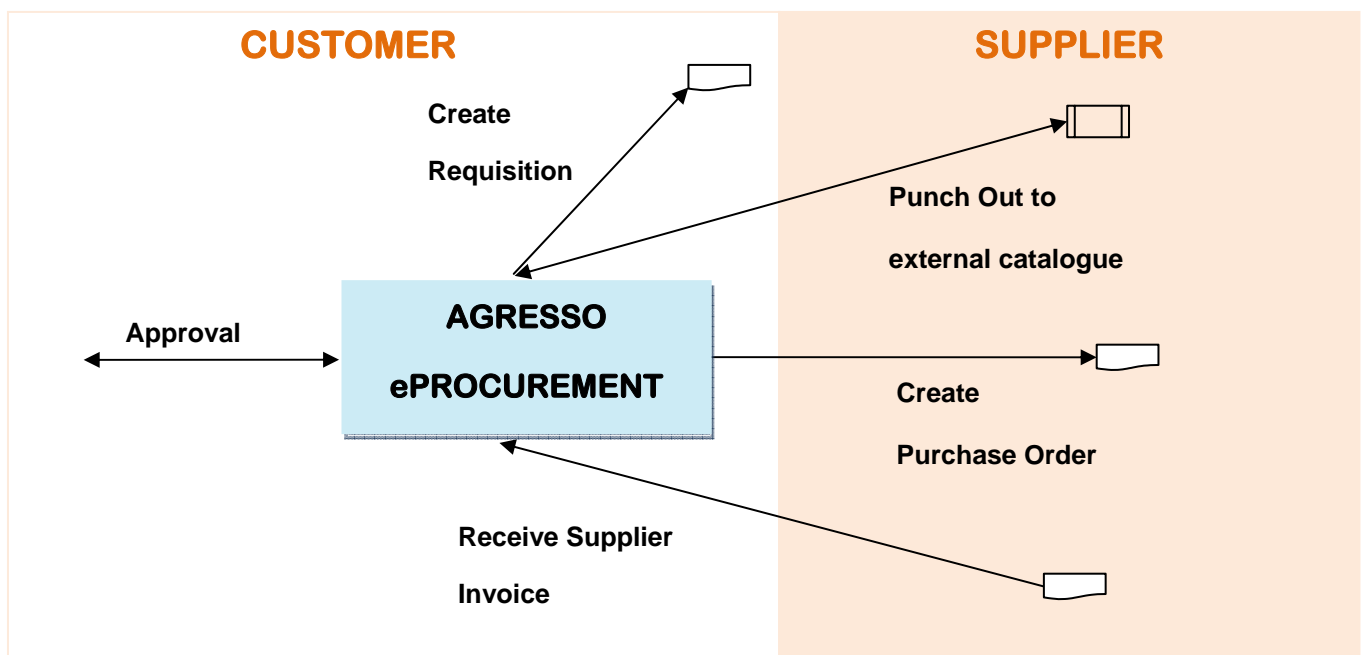
**Integra Associates is an independent consultancy specialising in implementing financial business solutions and is made up of qualified accountants and IT professionals.**

## Punch Out to Office Depot

Punch Out enables an Agresso user raising a requisition to navigate seamlessly to an external web page on the Office Depot Web site and view catalogue products, including descriptions, unit prices and quantities, as part of their buying process. By selecting items for purchase from within the buyer's own procurement application but using the Office Depot's web site provides compliance and efficiencies.

A supplier catalogue that is enhanced for this buyer's online-buying process is known as a 'Punch Out Catalogue.' The buyer leaves, 'punches out' from Agresso and goes to the supplier's web site and appropriate catalogue.

Agresso eProcurement Punch Out transparently maintains connection with the Web site so that relevant information about the transaction is delivered back to the buyer's internal purchase requisition. Approval workflow and the issuing of purchase orders are then completed within the organisation's Agresso procurement application.



Our Clients have realised many benefits with this solution including:

- Improved compliance and elimination of rogue buying
- Reduced administrative effort, time, duplications and costs by the punch out populating Agresso requisitions
- Cost savings by consolidating purchase orders and improving buying terms
- Consistent and accurate purchasing data available
- Lower cost of ownership as no eCommerce Service Provider is required
- A user friendly and consistent Agresso user interface.

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