

Supplier News

Quadrem Australia – April 2009

Take Advantage of Quadrem's SupplyCentre™ to Engage Your Customers and Ensure Your Orders Records are Accurate.

SellMore

Sell more efficiently and effectively

One of the great advantages of using Quadrem SupplyCentre™ to fulfil your customers orders is the ability to ensure order accuracy at all times. The functionality that allows you to ensure each and every invoice you issue is accurate is via the Order Acceptance process undertaken upon receiving a purchase order from one of your customers.

Using the order acceptance and response functionality in the Quadrem SupplyCentre™ is a mandatory step for all Quadrem buyers as it indicates that you have received the order and can fulfil the order in the desired timeframes.

Key Point: Until you accept an order, it remains unfulfilled and may cause a later date invoices to be rejected or submitted incorrectly resulting in payment delay's.

The Quadrem SupplyCentre™ is a mirror image of whats in your customers order management system so the value of the Quadrem network's centralized information exchange with your customers means you're able to provide irrefutable evidence of approvals for material requests and delivery of goods which results in less of a paper chase when trying to collect receivables.

Managing order acceptance up front:

- Ensures faster payment cycles with valid matches of approved purchase orders, goods delivery and accurate invoices.
- Manage your cash plan better by receiving invoice status information and payment estimates from your customers.

For help on ensuring you are correctly managing all orders please refer to your searchable help guide (under help) in the Quadrem SupplyCentre™

Customer Profile

Australian Supplier of the Month

geographe™

Taking the Advantage

Geographe Enterprises, one of the largest Australian specialist manufacturers and parts suppliers to the mining and energy sectors, celebrated the 40th anniversary of its founding in 2009.

With a suite of over 25,000 products and services, Geographe is continuing to lead and invest in technological advancements and has been a key Quadrem supplier since 2002. Quadrem helps Geographe transact globally with over 10 major platinum, gold and silver producers, and in 2009 will see this increase twofold.

Business Situation

Geographe is committed to eProcurement via Quadrem and has found SupplyCentre™ to be a fast, efficient tool to rapidly fulfill customer orders and create efficiencies. Quadrem SupplyCentre™ features a flexible design that effectively supports your business processes:

- Order accuracy and predictability by 80%
- Improved efficiency by reducing fax and telephone costs
- Streamline order management, bid response
- Continued reductions in lead times by 25%
- Improved on-time delivery
- Compressed timeline on receivables

Implementing a direct connection to Quadrem

As a valued supplier on the Quadrem network, Geographe recently embarked on its first integration project with a key Quadrem buyer. By integrating its sales order management and customer billing systems directly to the Quadrem eMarketplace, Geographe further streamlined the order fulfillment process as well as eliminating manual data entry and duplicate work. At the same time, Quadrem helped Geographe reduce errors and strengthen their existing customer relationship with its buyer while leveraging the cost reductions that come with integrated automation.

- Standardise processes across multiple sites
- Eliminate duplicate work and time-consuming steps
- Reduce contract leakage by promoting contract compliance
- Compress the timeline on receivables for better cash flow

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