

Customer Case Study



Wellman Products Group Chooses ISS Group's iPurchase™ Solution to Streamline Their Requisition and Purchase Order Process

Challenge

Renowned for providing engineered solutions to original equipment and aftermarket customers, Wellman Products Group (Wellman) manufactures products that perform in demanding industries such as Aerospace, On- and Off-Highway Truck, Agriculture, Construction, Mining, Power Sports, Motorsports, Automotive, Military, Industrial and Specialty Applications. Exceptional research and development programs enable Wellman to provide friction materials designed to improve power management for any friction application.

Before approaching ISS Group about their Purchasing Requisition needs, Wellman needed to consider all of their challenges and find the best overall solution. They were determined that their new Purchasing solution needed to streamline the entire requisition and purchase order process, to help eliminate data entry errors, and to offer electronic routing and tracking of requisitions.

"Since the initial implementation...Wellman has seen considerable improvements and efficiencies in the requisition and purchase order process...seen as early as the first 3 months of use."

**Nick Weidner, Director of Sourcing
Wellman Products Group**

Solution

Wellman selected ISS Group's iPurchase™ solution. **iPurchase** is an electronic Requisition solution targeted for MRO and non-production material. It provides multiple methods for creating requisitions, including eCommerce Punchouts, electronic Catalogs and traditional line item entry. A powerful and configurable approval workflow engine, iPurchase is tightly integrated with the QAD MFG/PRO® ERP application for obtaining master file data and for creating Purchase Orders in real-time for approved requisitions, and provides the ability to analyze organization 'spend'. ISS Group was able to provide Wellman full visibility with approvals via email and links to the iPurchase system. With the electronic routing process, Wellman has complete tracking of the requisition process – from requisition creation to Purchase Order. The time required to process a requisition was cut in half and they now have complete transparency of the approval process. With the electronic data storage and retrieval of requisitions and attachments, Wellman is now Sarbanes-Oxley and ISO compliant; saving significantly on direct, in-direct and resource related costs associated with the requisitioning/purchasing process.

Benefits

"Since the initial implementation in December 2009, Wellman has seen considerable improvements and efficiencies in the requisition and purchase order process, as seen as early as the first 3 months of use." states Nick Weidner, Director of Sourcing at Wellman Products Group. "Wellman was able to process more than 2200 requisitions within that 3 month period – a significant improvement." In fact, Wellman was so pleased with the results, they presented a case study of Wellman Products' successful implementation of ISS Group's iPurchase solution during the spring 2010 Midwest User Group Conference Distribution Track Session in Sandusky Ohio. Wellman is currently working with ISS Group to implement additional features such as eCommerce Punchouts as well as to implement the Purchase Order change order process.