



# Save millions, boost productivity, and improve scheduling with RFQs and Procure-to-Pay Automation

## AGENDA

- 1 Automating Procurement with Vendors
- 2 Using & Automating RFQs

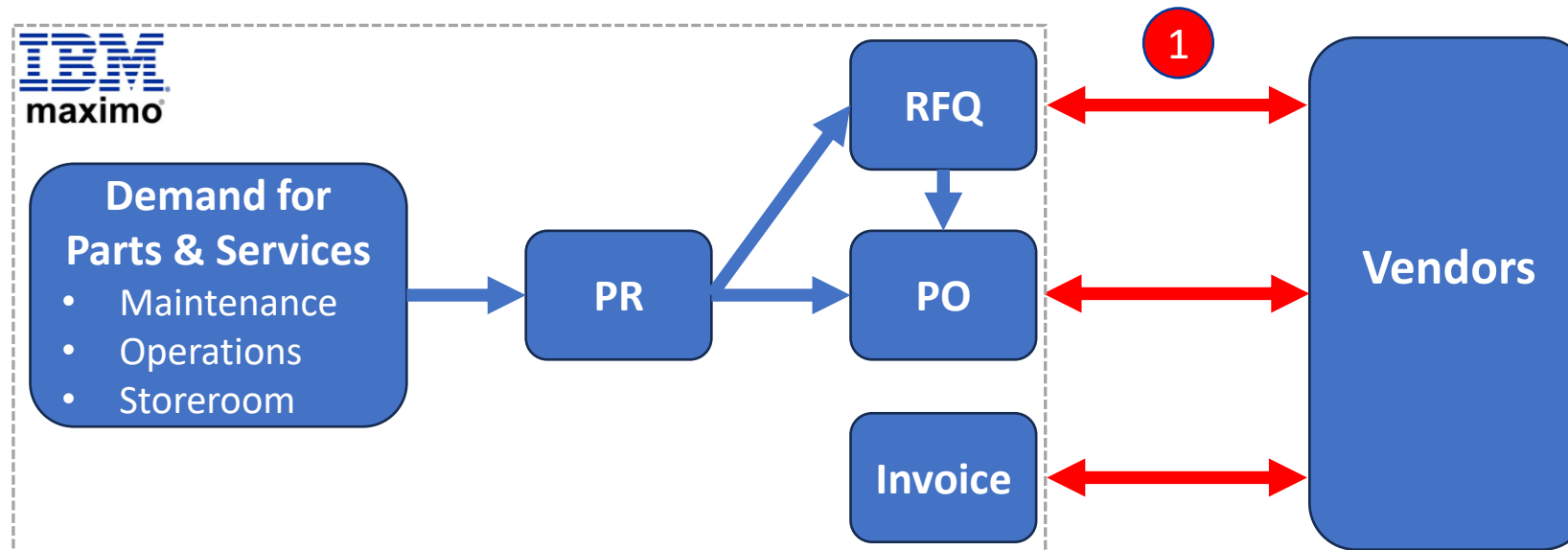
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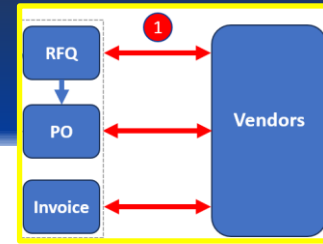
# 1 Automating Procurement with Vendors

**Procurement Automation allows Maximo organizations to:**

- Stop wasting staff time.
- Achieve bottom line cost savings.
- Make better purchasing and maintenance decisions.
- Better support and empower vendors.



# 1 Automating Procurement with Vendors – Methods



## Level of Automation

Automated Email

Vendor Portal

Direct Transmission  
of Certain Records

DIY via:

- Maximo Automation Scripts
- Maximo Escalations

**MAXPROCURE**  
P2P VENDOR PORTAL

**SAP Ariba**



**JAGGAER**

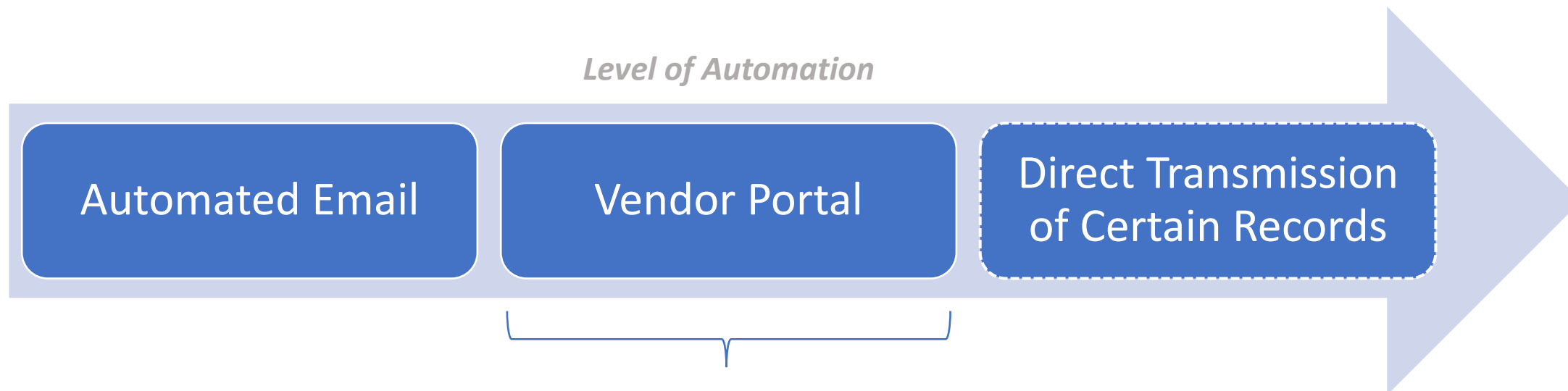
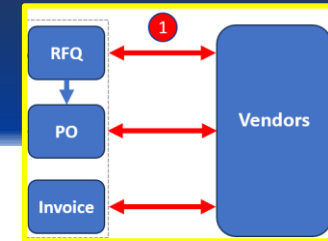


DIY via

- Maximo Automation Scripts
- Maximo Escalations
- Maximo Integration Framework to post cXML (Commerce XML).

**MAXPROCURE**  
PUNCHOUT SHOPPING

# 1 Automating Procurement with Vendors – Vendor Portal



- ✓ Broad functional scope
- ✓ Wide vendor adoption
- ✓ Maximum benefit & ROI

Vendor Portal RFQ Example

Other ECommerce Platforms will be similar

RFQ #1873 from PacMUG

Parts for Spring Outage [More Details](#)

Response Due By 05/09/2025

Submit Final Quote

View PDF

Issued To

Global Supplies & Services  
joe@maxprocure.com

Contact Buyer with Questions

Julie Daniels  
781-335-0675  
julie@acmemfg.com

Copy Email Address

Issued By

PacMUG  
1000 Main Street  
Chicago, IL 60608

Ship To

Hank Adams  
hankadams@acmemfg.com  
319-344-4010  
PacMUG  
395 SW Makers Dr.  
Detroit, MI 78812

General Terms

Payment Terms: NET 30  
Freight Terms: FOB Origin  
Ship Via: BEST WAY  
FOB: CHICAGO, IL

Dates

RFQ Created: 04/02/2025  
Response Due By: 05/09/2025

Terms & Conditions

[View](#) 1. INSURANCE  
[View](#) 2. INVOICING  
[View](#) 3. CONDUCT  
[View](#) 4. INSPECTION

Vendor Processing

Your Quote #: Not Submitted  
Quotation Date:  
Signature:  
User:

Total Quote Amount: \$0.00

Your Quote #

\*

Save for Later

Line	Required	Description	Qty	UOM	Catalog #	Unit Price	Tax	Valid Until	Delivery Days	Notes	Total Cost	Cannot Supply
1	Not Set	V-Belt- 1/2 In, 30 In Circumference <b>Mfg:</b> Delphi Components Incorporated <b>Model:</b> 1675-98 Customer Item: 53-143	10	EACH	GR-33191	*			*		\$0.00	<input type="checkbox"/>
2	Not Set	Connecting Link for belt	2	EACH	4311-99B	*			*		\$0.00	<input type="checkbox"/>
3	Not Set	Installation Service	1	EACH		*			*		\$0.00	<input type="checkbox"/>

Customer RFQ Attachments

Project\_Specifications\_Document.pdf



Send Additional Information To Customer (sent when you submit RFQ)

Your Notes to Customer

Order #1469 (Rev 0) from PacMUG

Parts for Spring Outage [More Details](#)

Confirm Order & Delivery Dates

Request Revision

View PDF

Issued To

Global Supplies & Services  
joe@maxprocure.com

Contact Buyer with Questions

Hank Adams  
319-344-4010  
hankadams@acmemfg.com

Copy Email Address

Bill To

PacMUG  
1000 Main Street  
Chicago, IL 60608

Ship To

Hank Adams  
hankadams@acmemfg.com  
319-344-4010  
PacMUG  
395 SW Makers Dr.  
Detroit, MI 78812

General Terms

Currency: USD  
Payment Terms: NET 30  
Freight Terms: FOB Origin  
Ship Via: BEST WAY  
FOB: CHICAGO, IL

Dates

Issue Date: 04/02/2025

Terms & Conditions

View

1. ACKNGMNTACCEPT

View

2. CANCELLATIONS

View

3. COMPLIANCWLAWS

View

4. CONDUCT

View

5. INSPECTION

View

6. INSURANCE

View

7. INVOICING

Vendor Processing

Confirmed Date: Not Confirmed

Confirmed By:

Signature:

Rev Request Date:

Total Order Amount: \$2,780.00

Build Invoice

Line	Catalog Code	Description	Qty	UOM	Unit Price	Tax	Line Total	Delivery Date	Uninvoiced Qty	Add to Invoice
1	GR-33191	V-Belt- 1/2 In, 30 In Circumference Mfg: Delphi Components Incorporated Model: 1675-98 Customer Item: 53-143	10	EACH	\$250.00	\$0.00	\$2,500.00	*	10	<input type="checkbox"/>
2	4311-99B	Connecting Link for belt	2	EACH	\$40.00	\$0.00	\$80.00	*	2	<input type="checkbox"/>
3		Installation Service	1	EACH	\$200.00	\$0.00	\$200.00	*	1	<input type="checkbox"/>

Customer Order Attachments

Send Additional Information To Customer (sent when you confirm PO)

Your Notes to Customer

9 (Rev 0) from PacMUG

utage More Details

Confirm Order & Delivery Dates

Request Revision

Bill To  
PacMUG  
1000 Main Street

General Terms  
Currency: USD  
Payment Terms: NET 30

Vendor Processing  
Confirmed Date:

Vendor Portal Invoice Example  
Other ECommerce Platforms will be similar

Build Invoice

×

Your Invoice # 1234

Submit Invoice to Customer

Invoice Line	Order Line	Description	Uninvoiced Qty	Invoice Qty	Over Invoiced?	UOM	Unit Cost	Tax	Line Cost
1	1	V-Belt- 1/2 In, 30 In Circumference	10	11	YES	EACH	250.00	0.00	\$2,750.00
2	2	Connecting Link for belt	2	1		EACH	40.00	0.00	\$40.00
3	3	Installation Service	1	1		EACH	200.00	0.00	\$200.00

Add New Non-Order Line

Total: \$2,990.00

Your Attachments

Drag & drop PDF files (5MB max) here or click the button to select from your computer.

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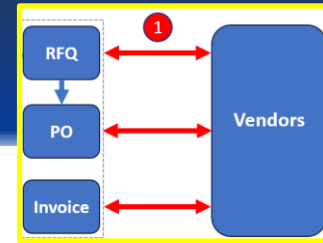
UPLOAD PDF FILES

Attachments

Information To Customer (sent when you confirm PO)

customer

# 1 Automating Procurement with Vendors – Highlights



## Improve Efficiency:

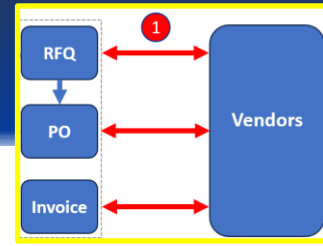
- ✓ Send POs / RFQs to Vendors.
- ✓ Return vendor responses to Maximo.
- ✓ Validated Invoices in Maximo without rekeying.
- ✓ Avoid vendors inquiring about payment.

## Support Business Operations:

- ✓ Accurate orders.
- ✓ Order negotiation capability.
- ✓ Competitive bidding.
- ✓ Delivery dates for all PO Lines for Maintenance Planning.
- ✓ Provide professional commerce platform for all of your Vendors.



# 1 Automating Procurement with Vendors – ROI Results



Maximo users achieve productivity gains by automating vendor data flows:

Company	Hours Saved / Yr	FTE	\$ Saved/ Yr
A	5,532	2.7	\$ 216K
B	2,314	1.1	\$ 88K
C	1,876	0.9	\$ 72K
E	826	0.4	\$ 32K

\* Basis: Average Buyer Salary in 2025 is \$72,000

### MaxProcure Vendor Portal ROI Calculator

Enter the number of records you process per year

Number of POs per Year

12000

Number of Invoices per Year

15000

% of Orders that need pricing ⓘ

50%

How to get your PO & Invoice quantities

Enter your effort time per business record

Minutes per PO ⓘ

10

Minutes per Invoice ⓘ

5

Minutes per Quote / RFQ ⓘ

15

Your Direct ROI Savings per Year

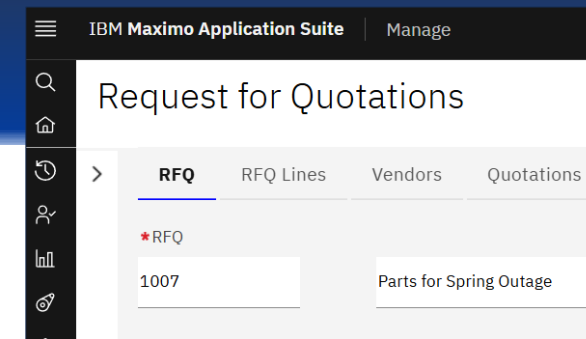
Hours Saved per Year

4,750

Full Time Equivalents (FTE) per Year ⓘ

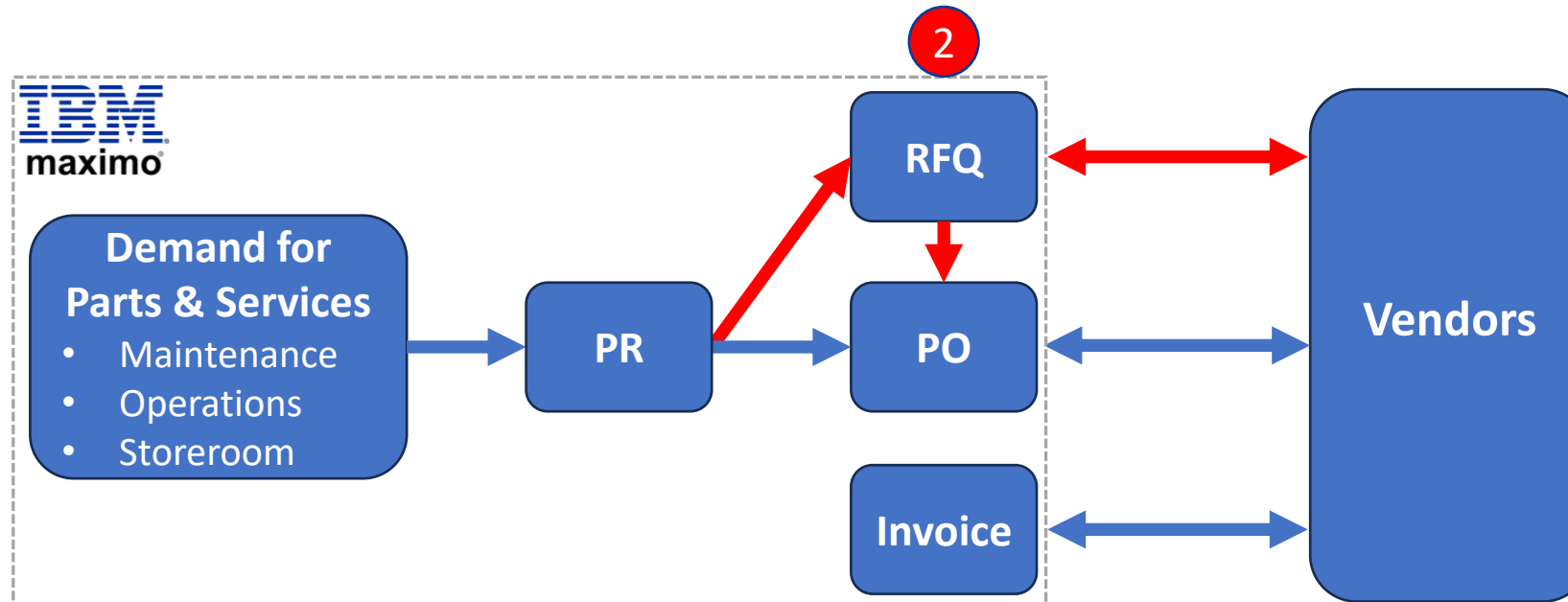
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## 2 Using & Automating RFQs

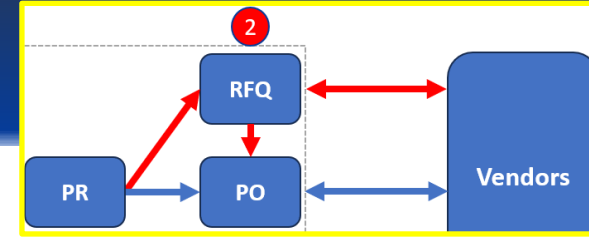


### Request for Quotation (RFQ):

- Is an underutilized Maximo application.
- Can be a significant ROI opportunity.
- Automation is the key -- enables increased PR quoting and competitive bidding.
- You should be using Maximo RFQs even when another system handles your Purchasing.



## 2 Using & Automating RFQs – ROI Results



- ✓ **Business Benefits:**
  - Create perfect POs that don't require Revisions for prices or terms.
  - Capture Lead Times for Maintenance Scheduling.
- ✓ **Direct Cost Savings for RFQs Sent to Multiple Vendors for Competitive Bidding:**

### Actual Maximo ROI Study Results

Company	Quotes / Yr	% Competitive Bidding	\$ Saved / Prior Yr *	Total Saved To Date	Note
A (CPG Mfg)	74,279	9%	\$ 302K	\$ 1.6M	Auto-create RFQs from PRs
B (Manufacturer)	38,788	79%	\$ 1.7M	\$ 1.8M	Auto-create RFQs from PRs
C (Transportation)	12,199	35%	\$ 224K	\$ 792K	
D (Oil & Gas)	2,558	5%	\$ 2.1M	\$ 8.6M	Used for high value projects

\* MaxProcure Formula: Difference between lowest quote and the average of the higher quotes (when more than one vendor is used).

# Thank You!

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