



# P2P IMPLEMENTATION IN 8 WEEKS ACCELERATED SUPPLIER ENABLEMENT AND INVOICE AUTOMATION

Large Healthcare organization and leader in medical staffing.

Industry: Healthcare

Headquarters: Columbia, MD

Over 300 offices across US

Over 60,000 employees

Over \$1 Billion in revenue

“Ivalua's P2P solution provides deep capabilities, flexibility, an intuitive interface and a supplier-friendly approach. Combined with OPTIS' industry knowledge and outcome-driven advice, we ensured a smooth deployment for users and suppliers, with over 1,100 users enabled since go-live.”

**Director of Purchasing  
& Accounts Payable**

## ? THE CHALLENGES

Although the organization was an early adopter of cloud procurement technology, they saw low user and supplier adoption for their procurement system.

Over seven years, about 95% of invoices were processed through a costly solution from an incumbent provider. Every year, fees for both platform and invoice processing increased.

Supplier enablement was very low with only 15 suppliers enabled over seven years.

Paper invoice volume had increased, and slow system response and errors led to time-consuming manual steps and frustrated users.

Coupled with performance issues and lack of post-implementation support, the organization needed a new system. But even more important, they needed a transformation.

## ⊕ THE GOALS

- ✓ Increase supplier enablement
- ✓ Automate invoicing process
- ✓ Improve the user experience / drive adoption
- ✓ Identify enhancements based on Supply Chain best practices
- ✓ Self-sufficiency with post go-live support

## + BENEFITS AFTER 8-WEEK IMPLEMENTATION

1,118 Users enabled

2,162 Catalog items available

3,700 Purchase requests within first 4 weeks

15 Hosted supplier catalogs

## SOLUTIONS SELECTED



Procurement



Invoicing

“ Our users went right into the system with only a few training guides. Our team believes they didn't even need the guides, because the system was so easy to navigate. One surprise was the ease of managing catalogs. We have more control and flexibility than before. We can make our own updates without support or additional services.”

**Director of Purchasing & Accounts Payable**

## COLLABORATING FOR P2P HEALTHCARE TECHNOLOGY TRANSFORMATION

**OPTIS**, a strategic partner to Ivalua, specializes in **Source-to-Pay technology transformation**, and pioneered #P2Pin8Weeks for enabling rapid customer deployment. Ivalua empowers procurement leaders to accelerate their transformation through a robust, flexible **Source-to-Pay platform** that can be delivered rapidly.

Together, they replaced the company's outdated procurement system with advanced P2P technology. In the process, the team identified enhancements and closed gaps within existing processes, controls and configurations.

With the combined expertise and technology of OPTIS and Ivalua, the organization deployed a **complete P2P system in only eight weeks**, including supplier enablement. All office locations were buying from catalogs from day one, easily outperforming their previous outdated procurement solution.

## THE PROJECT: P2P HEALTHCARE DIGITAL TRANSFORMATION

### The approach

OPTIS and Ivalua took a two-phase "sprint" approach to accelerate time-to-value and lay a foundation based on best practices. Seven integration points between Ivalua and the company's database system were built, tested, approved and moved into production.

### Sprint 1: Implement Ivalua P2P Platform

Used current state as design requirements and translate configurations.

Manually load Master Data and integrate OK-to-Pay & SSO.

Requisitions, catalogs, supplier portal, purchase orders and invoices moved into production.

### Sprint 2: Integrations & Enhancements

Master Data and Payment Status

Additional enhancements based on Sprint 1 end-user feedback and optimized procurement processes moved into production.

Collectively, Ivalua and OPTIS bring all that's needed for fast, complete P2P transformation.

An experienced team means less time, energy and money spent on deployment.

When two leading organizations partner, they apply synergistic skills and cross-pollinate ideas for more agile implementation.

## THE RESULTS

- ✓ Accelerated supplier onboarding. More in 8 weeks than previous 7 yrs.
- ✓ Rapid time-to-value and replacement of failed solution.
- ✓ Usability and flexibility ensured enhanced end-user adoption.
- ✓ Improved control on spend through guided buying approach in catalog management.



+1 (650) 815-7201

info@ivalua.com

USA Canada Brazil France UK Germany Italy Singapore India Australia