

P2P IMPLEMENTATION IN RECORD 8 WEEKS: Accelerated Supplier Enablement & Invoice Automation

“ Our users went right into the system with only a few training guides. Our team believes they didn't even need to use the guides because the system was that easy to navigate. One surprise for us was how easy it was to manage our catalogs. We have more control and flexibility than we had before. We were able to make our own updates without support or additional services.”



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OBJECTIVES

- ✓ Increase supplier enablement
- ✓ Automate invoicing process
- ✓ Achieve high user adoption
- ✓ Identify enhancements based on Supply Chain best practices
- ✓ Self-sufficient with post go-live support

CHALLENGE

- ✓ Supplier enablement very low – only 15 suppliers enabled over 7-year period
- ✓ Supplier fees seen as a barrier to connect
- ✓ Paper invoice volume increased with previous P2P system due to complexity and poor UI
- ✓ Slow system and errors led to time consuming processes with too many clicks, causing frustration
- ✓ Investment in prior P2P system far greater than the ROI achieved
- ✓ Manual invoice conversion – invoices were being processed through an invoice conversion service
- ✓ Difficulty purchasing on contract – lack of flexibility and usability of catalog management and invoicing capability meant limited user adoption

BENEFITS IN 8 WEEKS

- 1118** Maxim users enabled
- 2162** Catalog items available
- 10** Hosted supplier catalogs available
- Accelerated supplier onboarding. More in 8 weeks than previous 7 yrs.
- +** Rapid time-to-value and replacement of failed solution

END USER FEEDBACK

- “ Much improved compared to previous P2P system. User friendly. ”
- “ Easy access to catalogs ”
- “ Add to cart item selection is great ”
- “ Good system for our needs ”

SOLUTIONS SELECTED



Supplier
Management



Sourcing



Contract
Management



Procurement



Invoicing



Strategy &
Analytics

EMPOWERED

- ✓ Improved supplier enablement through no supplier fee model
- ✓ Rapid time to value – P2P Go- live in just 8 weeks
- ✓ Usability and flexibility ensured enhanced end user adoption
- ✓ Improved control on spend through guided buying approach in catalog management

SUPPLIER FEEDBACK

“ Wow! What a great system, I'm impressed ”

“ Fast movement to say the least ”

“ It was pretty simple to connect and submit invoices electronically ”

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Maxim Healthcare Services, Inc. offers medical staffing, home healthcare, immunizations and other wellness services

- ✓ Headquarters in Columbia, MD
- ✓ Over 300 offices across the USA
- ✓ Over 60,000 employees
- ✓ Over \$1 Billion in revenue last year



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