

Business Cost Savings



CASE STUDY



ELECTRICAL &
DATA SUPPLIES

“Quadrem has enabled MMEM to significantly reduce transactional costs for our key clients while also delivering increased business efficiency, delivery accuracy and reduced lead times”

Kevin Toohey
General Manager – Business Development
MMEM

Background

MM Electrical Merchandising became a foundation Quadrem supplier in 2001 and now annually exchanges more than 35,000 Procure to Pay documents electronically from Purchase Orders to Invoices via Quadrem Direct.Connect™. MMEM's buyer partners include strategic supply arrangements with almost all of the major mining and mineral houses operating within the Asia Pacific region. The long-standing relationship with Quadrem has leveraged MMEM's on-line catalogue solution “Catalist” and Content Management capability to meet and exceed the high requirements of the Quadrem Buyer community.

Challenge

With more than 200 branch outlets and huge volumes of purchase orders and invoices, MMEM and its Buyer partners were seeking cost-effective and more efficient way to reduce transactional inefficiencies, errors and duplication associated with high volume and low value MRO supply. MMEM required a totally integrated solution to achieve a 100% migration from paper based to a fully electronic solution.

Solution

By using Quadrem Direct.Connect™, MMEM leveraged their automation capabilities for significant transactional volume relationships and was able to manage smaller Buyer relationships by minimising the resource and technology development costs of a Direct Connection.

Results

By covering the full spectrum of the Procure to Pay process via the Quadrem eMarketplace, MMEM was able to become a market leader by streamlining its business and extending its market advantage deep into customers' supply chains.

- Increased order accuracy by 50%
- Reduced transactional costs for Buyers by 67%
- Freed up Buyer resources for higher core functions
- Eliminated time waste from administrative errors
- Shortened transaction and delivery cycle timelines
- Eliminated work duplication and data inconsistencies
- Effectively managed high volumes of transactions with ease
- Minimised resource and technology development costs
- Gained one view data integration across departments and accuracy on reporting



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