

# Demonstration PO Negotiation

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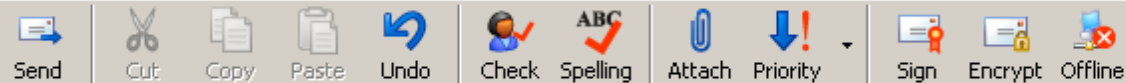
# Purchasing Scenario

## Behind the scenes activity

- A new purchase order is created in the ERP
- The integration moves the purchase order to the Portal
- An e-mail notification is sent to the supplier

## The next screens will show

- The supplier is notified by e-mail
- The supplier easily navigates from the e-mail to the Portal application
- The supplier views the new PO and decides on the appropriate action
- The supplier requests a price, quantity and delivery date change
- The buyer sees the supplier's response on a work-list
- The buyer views the request for a change
- The buyer acts on the request, and accepts/rejects the change
- The purchase order change is sent back to ERP from the Portal



From: david@orbiscommunications.com (mail.orbiscommunications.com)

To: David Kuehner

Cc:

Subject: B2BSummit: New Purchase Order # 51157 received from ABC Manufacturing

ABC Manufacturing has issued a NEW Purchase Order # 51157.

Please click on the following link to view the Purchase Order detail.

<http://b2b.abc.com/viewDocumentDetail.do?documentType=PO&documentId=51157>

To review previously issued Purchase Orders you may click on the following link:

<http://b2b.abc.com/viewDocumentList.do>

Please email me at [buyer@abc.com](mailto:buyer@abc.com) if you require assistance using this automated system or if you would like to contact me for any other reason.

### Purchase Order Detail

Status [Re-Negotiate](#)

[Terms and Conditions](#)

<b>Order Id</b> 318963	<b>Buyer</b> CATHY BOYLE	<b>Sold to</b> NORTH ROAD	<b>Ship to</b> Main Stores North Road CH65 1AF (M53 Junc 7)
<b>Order type</b> N/A	<b>Phone</b>	ELLESMERE PORT	Ellesmere Port Cheshire Deliveries M/Th 0800/1630 Hrs
<b>Contract</b>	<b>Terms</b> * NET MONTHLY *	SOUTH WIRRAL ENGLAND CH65 1AF	Fri 0800/1530 Hrs
<b>Ordered on</b> 28/Feb/06	<b>FOB</b> DELIVERED FREE TO BPC SITE	<b>Vendor</b> 90000	<b>Name</b> TEST
<b>Required</b> 01/Mar/06	<b>Freight</b> DDP DELIVERED DUTY PAID	<b>Contact</b> C	<b>Address</b> TEST
<b>Deliver To</b> <-- 31896 -->	<b>Warehouse</b> MS	<b>Phone</b> 0	

Invoices to "Accounts Department" at the ABOVE address

Purchase order number must be shown on all shipments, invoices, delivery notes, packing slips, etc.. Stock items to be identified with Bridgewater Paper item #.

Please supply the goods and or service BELOW against purchase order which is placed subject to the standrad terms and conditions available by clicking the ABOVE RIGHT link.

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Line	Response			Approval Status	Expedite					
	Accept	Negotiate	Reject			Item	Description	Qty required	Qty change	Qty received
<a href="#">1</a>	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>			Item	Description	LN5043: CASETEK 1018SM SILVER CASE (NO		Total 44.49
						Qty required	36.000	Qty change	<input type="text" value="40.000"/>	Qty received 36.000
						Price	44.490	Price change (GBP)	<input type="text"/>	
						Deliver by	01/Mar/06	Del change	<input type="text"/>	Required by 01/Mar/06
<a href="#">2</a>	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>			Item	Description	LN10398: 250GB MAXTOR MAXLINE III		Total 344.04
						Qty required	68.000	Qty change	<input type="text" value="70.000"/>	Qty received 68.000
						Price	57.340	Price change (GBP)	<input type="text" value="62.354"/>	
						Deliver by	01/Mar/06	Del change	<input type="text"/>	Required by 01/Mar/06

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**Comments**

- [Submit Response](#)
- [Hold Data Until Response](#)
- [Acknowledge Only](#)
- [Printer Friendly Format](#)
- [Download](#)

Date	User Name	Comment
26/Oct/09 15:23	90000	Prices have increased as of Jan 22

### Purchase Order List

[Terms and Conditions](#)

Assigned Docs: 2(H) 13(R)

Vendor   Assigned Only  Use Default Sort  High  Medium  Low  Regular

Status  Selection

(Enter dates with the year month and day separated by spaces)

Mark	ID	Status	Expedite	Order type	Name	Contact	Phone	Buyer	Contract	Ordered on
<input type="checkbox"/>	<a href="#">318963</a>	<a href="#">Re-Negotiate</a>		N/A	TEST	C	0	CATHY BOYLE		28/Feb/06
<input type="checkbox"/>	<a href="#">318962</a>	<a href="#">Negotiate</a>		N/A	TEST	C	0	CATHY BOYLE		28/Feb/06
<input checked="" type="checkbox"/>	<a href="#">318957</a>	<a href="#">Satisfied</a>		N/A	TEST	C	0	CATHY BOYLE		28/Feb/06
<input type="checkbox"/>	<a href="#">318958</a>	<a href="#">Satisfied</a>		N/A	TEST	C	0	CATHY BOYLE		28/Feb/06
<input type="checkbox"/>	<a href="#">318959</a>	<a href="#">Satisfied</a>		N/A	TEST	C	0	CATHY BOYLE		28/Feb/06
<input type="checkbox"/>	<a href="#">318960</a>	<a href="#">Satisfied</a>		N/A	TEST	C	0	CATHY BOYLE		28/Feb/06
<input type="checkbox"/>	<a href="#">318961</a>	<a href="#">Satisfied</a>		N/A	TEST	C	0	CATHY BOYLE		28/Feb/06
<input type="checkbox"/>	<a href="#">318964</a>	<a href="#">Satisfied</a>		N/A	TEST	C	0	CATHY BOYLE		28/Feb/06
<input type="checkbox"/>	<a href="#">880001</a>	<a href="#">Satisfied</a>		Maintenance	TEST	C	0	CATHY BOYLE		28/Feb/06
<input type="checkbox"/>	<a href="#">880002</a>	<a href="#">Satisfied</a>		Maintenance	TEST	C	0	CATHY BOYLE		28/Feb/06
<input type="checkbox"/>	<a href="#">880003</a>	<a href="#">Satisfied</a>		Maintenance	TEST	C	0	CATHY BOYLE		28/Feb/06
<input type="checkbox"/>	<a href="#">880004</a>	<a href="#">Satisfied</a>		Maintenance	TEST	C	0	CATHY BOYLE		28/Feb/06
<input type="checkbox"/>	<a href="#">880005</a>	<a href="#">Satisfied</a>		Maintenance	TEST	C	0	CATHY BOYLE		28/Feb/06
<input type="checkbox"/>	<a href="#">880006</a>	<a href="#">Satisfied</a>		Maintenance	TEST	C	0	CATHY BOYLE		28/Feb/06
<input type="checkbox"/>	<a href="#">880007</a>	<a href="#">Satisfied</a>		Maintenance	TEST	C	0	CATHY BOYLE		28/Feb/06

#### Comments

### Purchase Order Detail

Status [Re-Negotiate](#)

**Terms and Conditions**

<b>Order Id</b> 318963	<b>Buyer</b> CATHY BOYLE	<b>Sold to</b> NORTH ROAD	<b>Ship to</b> Main Stores North Road	CH65 1AF (M53 Junc 7)
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<b>Deliver To</b> <-- 31896 -->	<b>Warehouse</b> MS	<b>Phone</b> 0		

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Line	Vendor	Approval			Expedite	Item	Description	Total
		Status	Approve	Cancel				
<input type="checkbox"/> 1	Re-Negotiate	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>		LN5043: CASATEK 1018SM SILVER CASE (NO	44.49	
					<b>Qty required</b> 36.000	<b>Qty change</b> 40.000	<b>Qty received</b> 36.000	
					<b>Price</b> 44.490	<b>Price change (GBP)</b>		
					<b>Deliver by</b> 01/Mar/06	<b>Del change</b>	<b>Required by</b> 01/Mar/06	
<input type="checkbox"/> 2	Re-Negotiate	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>		LN10398: 250GB MAXTOR MAXLINE III	344.04	
					<b>Qty required</b> 68.000	<b>Qty change</b> 70.000	<b>Qty received</b> 68.000	
					<b>Price</b> 57.340	<b>Price change (GBP)</b> 62.354		
					<b>Deliver by</b> 01/Mar/06	<b>Del change</b>	<b>Required by</b> 01/Mar/06	

**Comments**

- [Approve Response](#)
- [Send Expedite E-mail](#)
- [Satisfy](#)
- [Make Unavailable](#)
- [Printer Friendly Format](#)
- [Download](#)

# Purchasing Scenario

What we have seen

- A 2 way negotiation between a supplier and a buyer with:
  - No paperwork
  - No faxing
  - No telephone calls
  - No confusion
  - No re-keying
  - No Mistakes !
- A highly visual 'manage by exception' work list for both supplier and buyer
- A change made to a purchase order without navigating back to Avantis
- That the requested changes were clear and concise
- A process for tracking PO fulfillment
- An audit trail of activity, available for reporting

# Contact Information

B2B Connex Inc.

1-866-317-1951

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[www.b2bconnex.com](http://www.b2bconnex.com)