



# E-Catalog Case Study

**Streamlining  
Procurement Efficiency  
with E-Catalogs at Flint  
Hills Resources**



# E-Catalog: Flint Hill Resources

## Overview:

Explore how the implementation of e-catalogs, specifically the Punch Out functionality, revolutionized the procurement process for Flint Hills Resources, significantly improving efficiency, reducing processing delays, and enhancing collaboration with suppliers.

## Background:

The company recognized the challenges posed by traditional procurement methods, including processing delays, order revisions, invoice payment delays, and errors caused by manual data entry. Seeking a more efficient solution, they embraced e-catalogs as the preferred way to transact with suppliers.



## 4 Key Challenges:

1. Processing delays caused by retrieving accurate product information, such as part numbers, descriptions, unit of measures, and prices.
2. Burden on the buyers and accounts payable departments due to order revisions and invoice payment delays.
3. Increased workload and distractions for requestors, diverting their focus from their primary responsibilities.
4. Inefficiencies within the support group, impacting overall productivity.

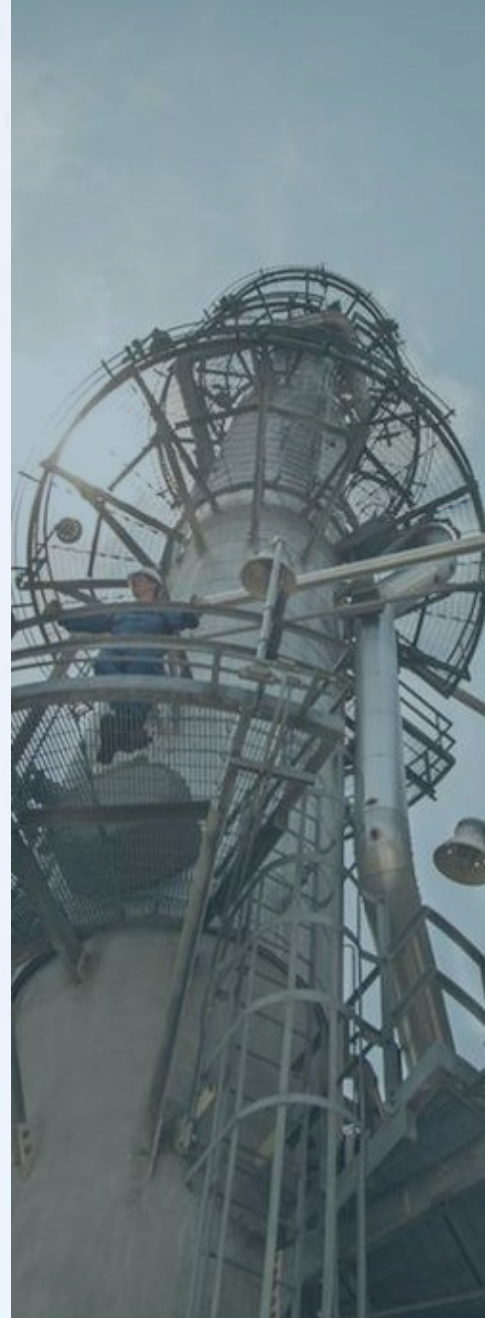


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## Implementation:

The company adopted e-catalogs, particularly leveraging the Punch Out functionality, to address the four major challenges. By integrating Relevant Industrial's e-catalog directly into their procurement system, they experienced significant improvements across various fronts:

- 1. Enhanced Efficiency:** With e-catalogs, the company eliminated processing delays caused by searching for product information. The direct integration allowed them to pull accurate and up-to-date details seamlessly, ensuring swift transaction processing.
- 2. Reduced Errors and Revisions:** By relying on e-catalogs, the company mitigated order revisions, invoice discrepancies, and other processing errors. This streamlined approach significantly reduced the burden on buyers and accounts payable departments, freeing them to focus on critical tasks.
- 3. Improved Requestor Experience:** The e-catalogs provided requestors with a quick and user-friendly platform to enter requisitions, enabling them to return to their core responsibilities promptly. This streamlined process minimized disruptions and enhanced overall productivity.
- 4. Supplier Preference:** The support group actively encouraged requestors to order from suppliers with e-catalogs, recognizing the efficiency gains associated with this approach. While stakeholders still maintained preferences for certain suppliers based on quality, those with e-catalogs gained a competitive advantage when offering similar products.



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## Results:

The adoption of e-catalogs, specifically the Punch Out functionality, enabled Flint Hills Resources to revolutionize its procurement process. By eliminating processing delays, reducing errors, and enhancing collaboration with suppliers, the organization experienced significant improvements in efficiency and productivity.

With stakeholders valuing the quick and easy requisition process, the company cemented e-catalogs as the preferred method of conducting business, resulting in a streamlined and more efficient procurement ecosystem.



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