

# The Benefits of Procurement Integration

Dell PremierConnect

**DELL** Technologies

# Why Procurement Integration?

Seamlessly integrate your existing Enterprise Resource Planning (ERP) system with Dell Premier.

Streamline and automate your buying process by shopping a customized catalog—from browsing to checkout to delivery—without ever leaving your own purchasing system.



## Benefits



Global end-to-end electronic procurement process



Integrated from catalog through payment



Catalog customized with your standards and pricing



User-friendly purchasing environment

Procurement Integration helps your organization drive innovation, accelerate business and make digital transformation a reality.



- Reduce costs from duplicates, errors and omissions found in traditional manual-entry ordering processes
- Provide workforce with a seamless purchasing experience



- Significantly reduce expensive unauthorized and off-contract spending with a user-friendly digital catalog containing pre-approved configurations



- Maximize category-spend management, reduce labor costs and environmental footprint by electronically automating order processing



- Cut the time it takes to receive products with the direct-to-Dell connection

# Streamlined Order Processing



## Reduce transaction costs

By automating order processing, invoicing\*, and approvals, PremierConnect can help free up labor resources.



## Increase labor productivity

Time previously spent emailing, or manually processing procurement and invoicing systems can now be used to help your company focus on strategic purchasing activities.



## Optimize category spend management

Integrating your Enterprise Resource Planning (ERP)/procurement system with PremierConnect gives you direct insight into your total category spend. Better category management helps you monitor budgets as well as ensure you are getting the best prices from your suppliers.

\* Capabilities may not be available in all regions

# Increased Compliance



## Reduce off-contract spend

Integrating Premier with your ERP system can make compliance easier for your organization's end users.



## Increase category spend visibility

Our procurement integration solution offers management tools that allow increased visibility into category spending. With easy access to pricing details and order history, your company can optimize its budget more effectively.



## Increase volume negotiating power

An increase in compliance allows better tracking of actual buying and spending patterns. PremierConnect paired with your ERP can eliminate the need for manual reconciliation, giving you easy access to real numbers to help negotiate future volume rates.

# Increased Accuracy



Reduce errors related costs

Streamlined eProcurement can significantly reduce expensive errors associated with manual ordering processes. From duplicate orders to omissions, integrating with Dell can help reduce the costs of returns and exchanges from inaccurate orders.



Save error related time

With its automated ordering process, PremierConnect can free up time spent on returns, exchanges, and re-ordering. It can also virtually eliminate the need to manually verify PO receipts, allowing your team to focus on maximizing effective purchasing.

# Customer Ordering Process Options

## PunchOut Catalog Process (recommended)

- 1 PunchOut to your Dell Premier Page from your purchasing system
- 2 Add items to your cart and create an Order Requisition

- 3 Order Requisition sent to your ERP for approval

## Buyer-hosted Catalog Process

- 1 Dell sales team creates and sends your customized static catalog
- 2 Create a purchase request in your purchasing system
- 3 Send purchase request through your purchasing system approval process

- 4 Electronic PO transmitted from your purchasing system to Dell
- 5 Electronic invoice is generated and sent to your purchasing system\*
- 6 Send electronic payment\*

\* Capabilities may not be available in all regions

## PunchOut Catalog Process (recommended)

Hosted and maintained by Dell, offering you a customized online catalog of your approved products, pricing and configurations. Integrated into your existing procurement application, processing and approvals are automated, reducing cycle time.

## Buyer-hosted Catalog Process

For customers who can not implement Dell's recommended PunchOut solution. Dell can create a customized buyer-hosted catalog file that can be imported directly into most procurement applications.

# Customer Story

## Chemicals giant finds perfect solution with Dell Technologies



### Business needs

Arkema wanted to migrate to a new e-procurement platform. This meant transferring all the integrated systems for its global suppliers, which include Dell PremierConnect.

### Solutions at a glance

- Dell Premier Procurement Integration
- Dell Global Portal

### Business Results

- Transitions with no downtime
- Simplified communication with one point of contact coordinating the international implementation

Organization: Arkema | Sector: Chemicals | Country: France

[Read the customer story](#)



95%

of IT purchases are  
automated



Migration of global  
procurement platform in

6 months



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# Ready to get started?



Learn more about [Dell's procurement integration solution](#).  
Dell Technologies does not charge for integration.



Contact your [Account Manager](#) to discuss next steps and requirements needed to set up a procurement integration.



Try our easy self-integration tool available on your Premier page.



We understand that making the decision to implement an integrated B2B solution may involve multiple discussions within your organization—and we want to be there to help. Our experts can meet directly with your team and answer any questions. [Just ask us!](#)

The Dell Technologies logo is displayed in white text against a solid blue background. The word "DELL" is in a bold, sans-serif font, with the "E" stylized as three slanted bars. To the right of "DELL", the word "Technologies" is written in a smaller, regular sans-serif font.

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