



## Centralized purchasing cycle

Buyers and suppliers of newsprint use much of the same information - contracts, orders, deliveries, paper performance, payments - for decisions and daily transactions. PAPEX Shared Application Services (P-SAS) was designed specifically to support the newsprint purchasing process by allowing buyers and suppliers to access the same information in one central location and reduce duplicate processing -

- Suppliers see orders as soon as their customers issue them.
- Buyers know immediately when their orders have been confirmed and shipped.
- Print facilities receive electronic purchase orders and delivery notices for their inventory systems.
- Paper performance issues can be identified and addressed immediately.
- Flexible pricing options, adjustments and exceptions support multiple payment and billing terms.
- Invoice reconciliation issues are resolved quickly and efficiently with both parties looking at the same information together.

## Powerful reporting in seconds

Buying groups can efficiently manage the newsprint purchases for one, fifty, a hundred or more print facilities against many supplier contracts using P-SAS. Immediate consolidated reporting provides effective analysis of delivery status, inventory levels and paper performance as well as valuable billing and payment information.

Order confirmation and fulfillment status for multiple buyers with many print facilities are at a supplier's fingertips. Sales and paper performance data is accessible by mills and sales representatives in any location.

## Sharing ideas

We believe that P-SAS is *your* application and should support the processes that are part of your business. Would something work better for you if it was displayed a little differently? How about a report that presents results in a different format? We are always ready to hear new ideas from our client partners and discuss how they might fit into our shared services. Enhancements are available to all of our users so everyone receives the benefit immediately.

## Speaking the same language

When partners agree on a standard way of exchanging business data, errors are reduced and new opportunities for more efficient integration become available. PAPEX has adopted the *papinEt* electronic document standard based on Extensible Markup Language (XML) as our core format; however we understand that the standard is not yet widely implemented and P-SAS also supports the commonly used ANSI X12 EDI.

## We are protecting you

PAPEX is vigilant about protecting your data from unauthorized access. Each P-SAS member group has access to their account alone - buyers are linked only to their own suppliers and suppliers see only their own orders, deliveries and payments. You create and monitor user accounts for your group, giving you full control over who is logging into your data and what they can see and do once they are there. Your data is confidential and stays that way - safe, secure and protected by a company with operational integrity at its core.

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## Buying Groups and Print Facilities

### *Simplifying the procurement process*

#### **Contracts**

Supplier contract details and terms can be easily created and maintained by corporate procurement and percentage fulfillment is automatically updated as orders are placed.

#### **Order Generation and Management**

Each month, you have the option of placing one consolidated order for each supplier with multiple ship-to destinations or placing a separate order for each facility. Orders are sent electronically to suppliers and, in return, suppliers will enter order acknowledgements into P-SAS confirming product details, quantity and delivery schedules.

#### **Pricing**

Prices for each product, including discounts, surcharges and exceptions, are used to calculate payments due to each supplier based on deliveries. Transfer prices to operating units can also be managed for billing purposes. Pricing histories are maintained for analysis.

#### **Payment and Billing**

Contract prices are applied directly to deliveries in P-SAS, eliminating the need for supplier invoices and reconciliation. Payment reports are sent to suppliers through P-SAS to notify them of pending payments. Corporate procurement can generate billing statements for print facilities based on transfer prices applied to deliveries.

### *Consolidated operations*

#### **Planned Usage**

Annual usage entered for each operating unit can be adjusted to reflect seasonal trends and planned changes and actual usage for each month is automatically updated for comparison against forecasts.

#### **Allocation by Print Facility**

The volume of paper required from each supplier can be determined by individual print facilities each month and then transferred to the purchase order module and consolidated to generate individual or corporate-level orders.

#### **Delivery and Receipt Status**

Suppliers and warehouses may send advance delivery notices electronically to P-SAS for operating units to track their expected mill and warehouse deliveries and record receipts. Corporate procurement uses the delivery information to generate payment and billing notifications and to view inventory levels at each site.

#### **Inventory Analysis**

Print facilities can use P-SAS to report their usage by product each month (daily, weekly or monthly). The consolidated information provides a reliable basis for order planning and inventory analysis.

#### **Paper Performance**

Daily web breaks may be entered into P-SAS by each print facility or exported from the unit's inventory management system and uploaded to P-SAS. Break details are incorporated into consolidated paper performance reports for analysis.

#### **Integration with XTrack**

P-SAS can be used as an independent application for managing orders, shipments, receipts, inventory summary and payments. In addition, PAPEX's roll-level inventory management system, XTrack, may be installed at a print facility and integrated with P-SAS. Purchase orders and mill and warehouse deliveries from P-SAS are downloaded to XTrack and receipts, usage and paper performance details can be exported from XTrack to P-SAS giving the corporate team an instant view of inventory at all of their print facilities.

### *Suppliers - Bringing customers closer*

P-SAS offers a real-time view of contract fulfillment status. Orders are sent to you electronically in the papiNet industry standard for integration into your order management system. Customer service representatives are able to track orders, shipment status and receipts at a glance. Technical service specialists have access to consolidated paper performance data as soon as your customers send it to P-SAS.

#### **Shared Orders and Deliveries**

You and your customers see exactly the same order and delivery information in P-SAS. Order acknowledgements, including weight and delivery schedules, can be sent electronically to P-SAS or entered directly, immediately notifying your customer of their order's status. Electronic mill and warehouse deliveries sent to P-SAS allow buyer and supplier to view shipments together.

#### **Pricing**

P-SAS supports a payment process that allows buyers to pay based on delivery manifests. The need to produce and reconcile invoices is eliminated, resulting in a significant reduction in the payment cycle.

#### **Expanded Sales Opportunities and Analysis**

Buyers may share their product usage with you through P-SAS providing you with the ability to co-manage inventory at the print facility level and provide the competitive advantage of replenishment service. Real-time paper performance statistics are readily available to your mills allowing you to ensure that potential customer concerns are addressed before they become serious issues.