

# Can You Control Spending by just Automating Purchase Orders?

When McKella280, a commercial printing company in Pennsauken, NJ, started to look for software to automate their purchase orders, they had one goal in mind: Get all of the hands out of the pot! Too many people were making financial (purchasing) commitments on behalf of the company; there was no accountability and everyone was purchasing everything. McKella280's goal was to gain control of spending and make the purchasing process highly visible.

"We started our search like everyone does," says Louis Titano, the Purchasing Director of McKella280. "We started on Google and saw lots of companies selling lots of stuff. SpendMap immediately stood out because of the way they tackled the problem. They understand the complexity and process of procurement at a deeper level than most. You can't eliminate rogue spending if all you are doing is automating a purchase order."

What began as an expedition to buy software to support automation and accountability, turned into a very different type of journey. Free of charge, SpendMap worked with the McKella280 team to map out their procurement process and together they quickly determined that it was holes in the process that was causing the rogue spending, not just a lack of software.

"I leaned heavily on SpendMap to help me. They could see 5 miles down the road where I couldn't. The spend-mapping was huge; it brought to light areas that I didn't realize would be an issue. The software is only part of it. There was also a cultural change needed," said Titano. "It's a mindset using Spendmap that helps in other areas of the purchasing process which is far more important than putting in software."

McKella280 staff has all agreed that just providing purchase order automation software and saying "good luck" would not have had any value to the company. In order to truly understand accountability and workflow to eliminate rogue spending you need to get the process right, not just automation tactics.

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"And as far as the software itself goes, it really is a phenomenal tool," says Louis Titano. "During my evaluation, I didn't realize how powerful the system was; it wasn't until the implementation that I determined what was needed to support an automated purchasing process. I have been using the system for a year and I am still finding new tools and more efficient ways to use it."

## Highlights

1. Eliminated rogue spending within two months of system implementation
2. Can now access data on spend history to negotiate lower pricing (information that used to take three weeks to gather now takes five minutes)
3. SpendMap integrates with QuickBooks accounting system to export approved invoices for payment
4. SpendMap team helped with each stage of the implementation (installation, configuration, PO form design, etc.) to get it right the first time

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