Punchout Integration

Give customers control over their purchasing process

Help your customers improve their purchasing processes with a Punchout integration between your Red Falcon or DDMSPLUS software and their own eProcurement system. Implementing this level of automation will make shopping and ordering from your website an easy and seamless experience.

Why is this important to your customers?

- Improved control and visibility into spend across their organization
- Access to accurate data of all purchases
- Automated procurement process
- Enforcement of company buying policies
- Easily maintained contract compliance

- Create "stickiness" as customers are less likely to change vendors after a Punchout is in place
- Fulfill the increasing demands of government, healthcare, and financial businesses that often require Punchouts
- Encourage customers to keep coming back for more
- Make it easy for customers to buy from you

Why is this important to your sales team?

Punchouts make competing and winning against big-box and online retailers possible. An increasing amount of large government, healthcare, and financial businesses are requiring punchouts and now you can win their business.
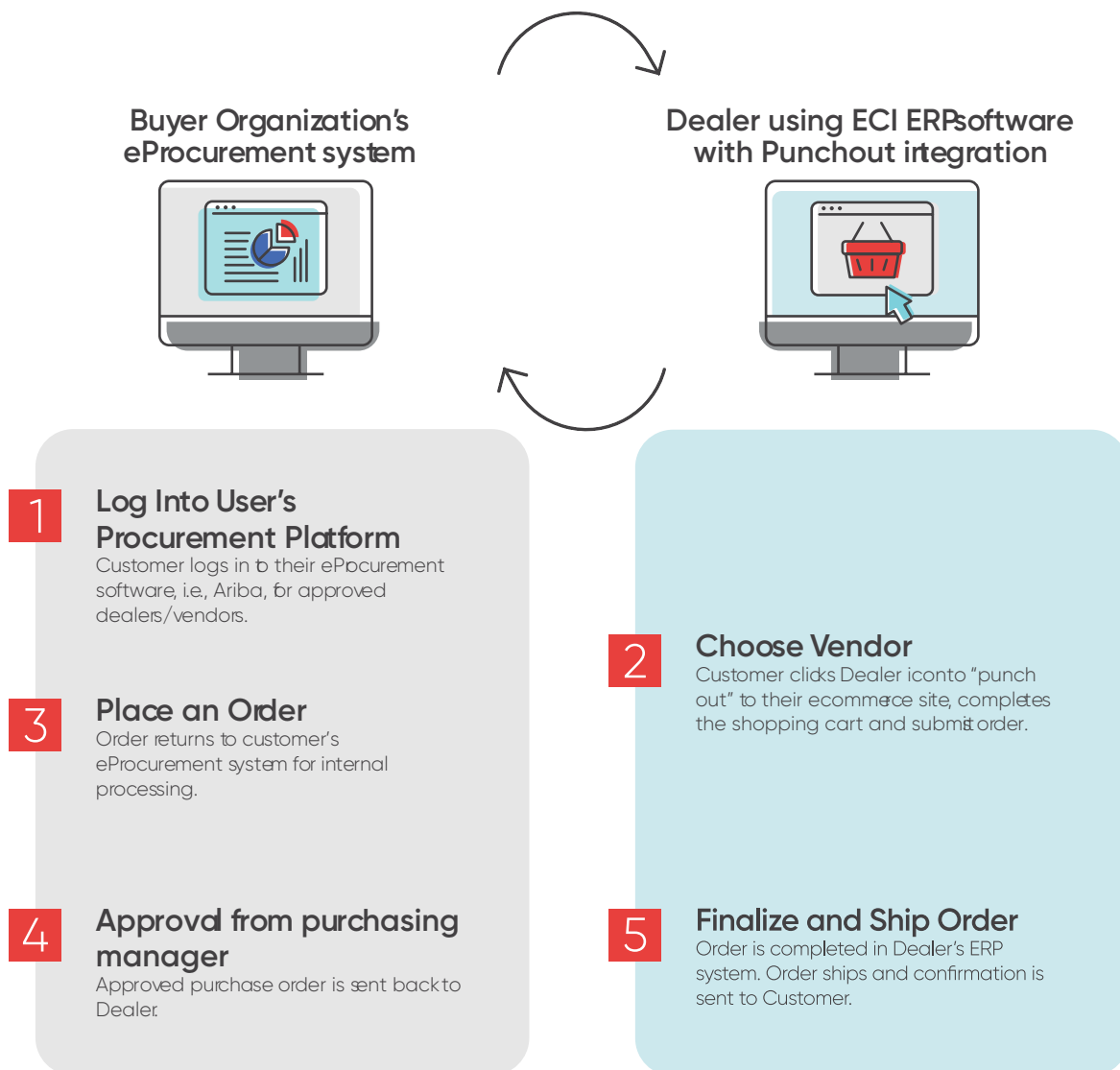- Become a "preferred supplier"

Why is this important to your business?

- Cut the paperwork and manual tracking of orders, approvals, POs, and invoices
- Take the pressure off your IT staff
- Reduce the set-up and time-consuming approval processes.

How does Punchout integration work?

1. Your customer logs in to their eProcurement software, i.e., Ariba
2. Your customer clicks the Dealer icon to "punch out" to their ecommerce site, completes the shopping cart, and submits the order
3. The order returns to customer's eProcurement system for internal processing

4. The approved purchase order is sent back to the dealer
5. The order is completed in the dealer's ERP system and when it ships the confirmation is sent to the customer

Buyer Organization's eProcurement system

Dealer using ECI ERP software with Punchout integration

1 Log Into User's Procurement Platform
Customer logs in to their eProcurement software, i.e., Ariba, for approved dealers/vendors.

2 Choose Vendor
Customer clicks Dealer icon to "punch out" to their ecommerce site, completes the shopping cart and submit order.

3 Place an Order
Order returns to customer's eProcurement system for internal processing.

4 Approval from purchasing manager
Approved purchase order is sent back to Dealer.

5 Finalize and Ship Order
Order is completed in Dealer's ERP system. Order ships and confirmation is sent to Customer.

Contact us today to learn more.

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