SHAUN LEDBETTER & MASON EDWARDS

# Refining Purchasing Processes in ActivityHD



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**IMPLEMENTATION TEAM** 



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SUPPORT TEAM



#### **Disclaimer**

A FEW THINGS FIRST

#### This presentation is for information only.

Evaluate risks before acting based on ideas from this presentation.

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#### **State of Procurement**

SUPPLY CHAIN CHALLENGES



- COVID-19 pandemic in 2020 led to production and shipping slowdowns
- 56% of CPOs indicated that key suppliers were bankrupted or hampered
- Major disruption in the supply chain persisted into 2021
- 32% CPOs indicated that they lost revenue due to supply shortages

Source: 2021 Deloitte Global Chief Procurement Officer Survey



#### **State of Procurement**

RISING INPUT COSTS



- Inflation peaked in June 2022 at a 9.1% 12-month rolling average.
- 53% of small businesses had inflation as top concern as of Q4 2022.
- Increased scrutiny of expenditures
- Organizations reevaluating internal policies and procedures for purchasing

Sources: U.S. Bureau of Labor and Statistics
U.S. Chamber of Commerce Small Business Index



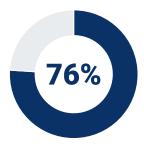
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#### **State of Procurement**

TOP CPO PRIORITIES



Driving operational efficiency



Reducing costs



Innovation within internal operations

InterActiv

Source: 2021 Deloitte Global Chief Procurement Officer Survey

#### The Way Forward

REFINING YOUR PURCHASING PROCESSES



- Proactively maintain purchasing operators
- Strengthen and streamline approvals
- Equip your internal control toolbox
- Consolidate your credit card processing
- Add value to your compliance solutions



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## **Smooth Operators**

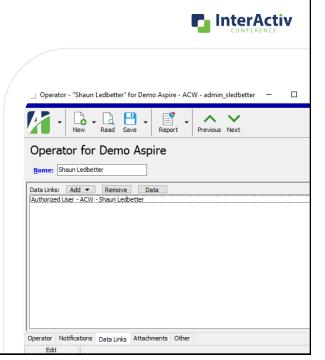
PROACTIVE OPERATOR MANAGEMENT IN ACTIVITYHD



Linking Up!

#### THE POWER OF DATA LINKS

- · Links department assignments to user
- Allows user to use self-serve to approve
- Keep Operator email addresses updated
- Keep your Operator listing free of obsoleted users
- Combine with security views to tighten purchasing access



Email	Notifications S	in	plifi	ed	
Notification Method	Good Choice For		Completed	Needed	Disapproved
Email, All	Users with Purchasing permissions or Admin permissions to see notification for all orders/invoices and troubleshoot issues.		X	X	X
Email, Limit by Department	Notifying all Department Operators only for the department listed on the order/invoice.	PERATORS	X		X
Email, Limit to Ord/Inv Owned by Me	Notifying only the Operator listed as the order/invoice owner.	OPER/	X		
Email, Assigned Level o Higher (Limited)	or Notifying Dept Operators assigned the required approval level or higher at the same time.	SS S		Х	
Email, Assigned Level Required	Notifying Dept Operators who are required approvers on an order/invoice at the same time.	APPROVERS		X	
Email, Assigned Level Required and Delayed	Notifying Dept Operators who are required approvers on an order/invoice after prior level approval is completed.	AP		X	
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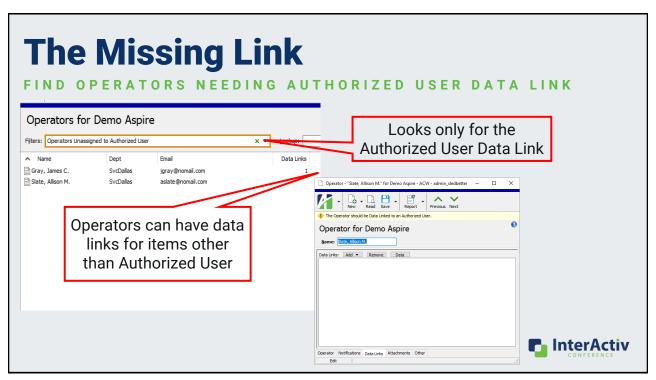
#### **Smooth the Ride**

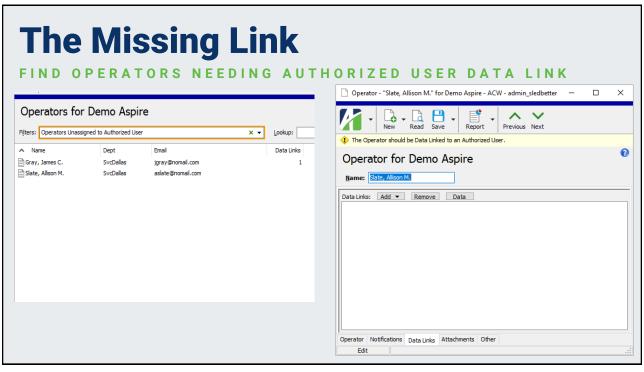
#### SIMPLIFIED MAINTENANCE WITH FILTERS IN ACTIVITYHD

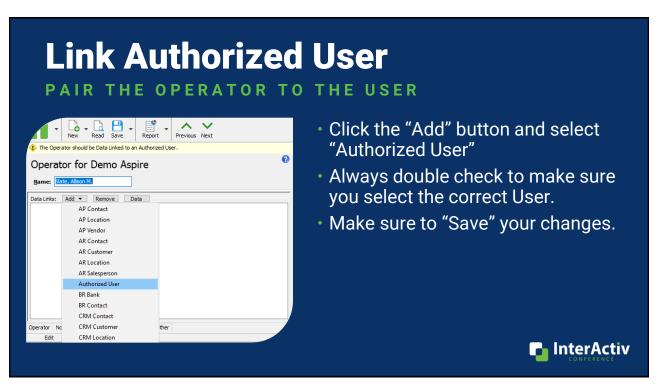


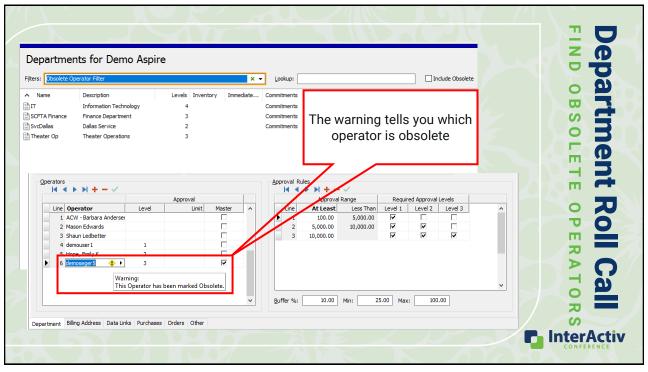
- · Common issues avoided with filters
  - Operators unlinked to an authorized user
  - Department with obsolete approver or operator
- Review periodically to keep Operators in tip-top shape
- Feel free to ask us for help with setup!









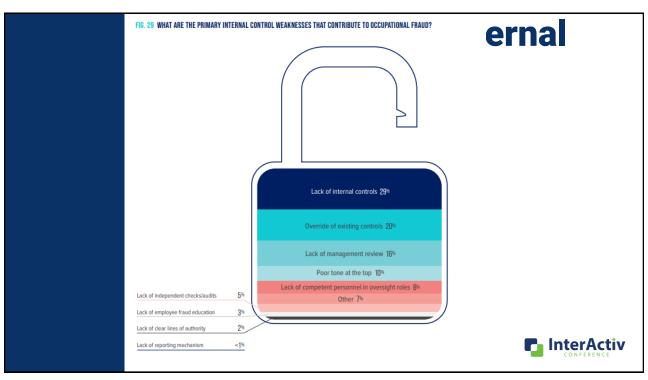


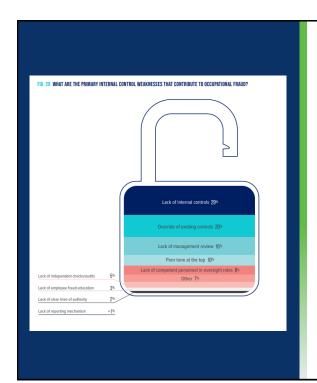


## **Strengthen and Streamline Controls**

INCREASE VISIBILITY WITH EFFICIENCY USING ACTIVITYHD

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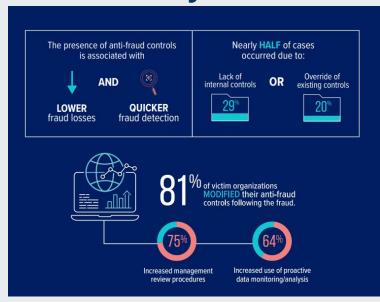
## **Driving Internal Controls**

- The 2022 Association of Certified Fraud Examiners Report to the Nations cites the following 3 leading weaknesses for fraud
  - Lack of Internal Controls
  - Override of Existing Controls
  - Lack of Management Review
- CFEs estimate organizations lose 5% of revenue to fraud each year
- Median loss in for the cases studied in 2022 was \$117K.



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### **Results Say...**



- The presence of these types of controls decrease overall fraud losses and shorten the time in which they are discovered.
- These controls offer a proactive approach to protecting organization regardless of size and setup



#### **Approval Limits** TO DO AND WHAT NOT TO DO Approval Line Operator Level Limit Master 1 ACW - Barbara Anderser 2 Brett Burgess 3 Shaun Ledbetter

750.00 5 Mason Edwards 1 6 Hope, Emily K. 2 7 Slate, Allison M. Approval Rules  $| \mathbf{A} | \mathbf{A} | \mathbf{B} | \mathbf{B} + \mathbf{A} | \mathbf{A} |$ Approval Range Required Approval Levels Level 1 Level 2 Line At Least Less Than Level 3 100.00 5,000.00 П 5,000.00 15,000.00 굣 哮 2 15,000.00

Approval limits should be rarely used

- Need 2 approvers to cover full range
- Complicates approval workflows
- Prevents full approval if used at the highest level
- Add approval level(s) if you have less than 4
  - Use the approval range as a limit

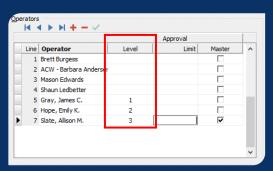


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## **Level Assignment**

TO DO AND WHAT NOT TO DO



- Be consistent between your departments
  - Consider company size/structure
  - Don't "over assign" approvers
  - Create an organizational standard
- Have at least 1 approver for each level on the department
- Make sure you have a Master approver on each department



#### **Master Approval Authority**

TO DO AND WHAT NOT TO DO



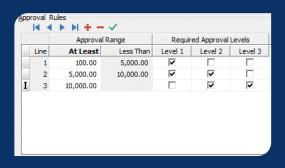
- Consider this an "emergency approver"
- Does not have to be an existing approver
- · Should be very limited in assignment
  - High level of organizational authority
  - Consider segregation of duties
- Why limit the usage of Master approval?
  - Overrides normal approval processes
  - Single operator has full-authority
  - Awkward looks from auditors!



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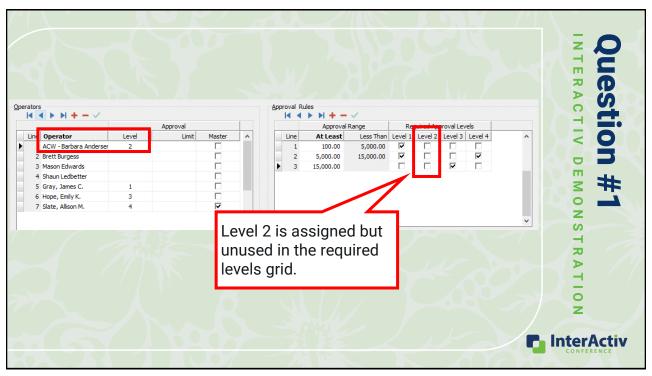
### **Approval Rules**

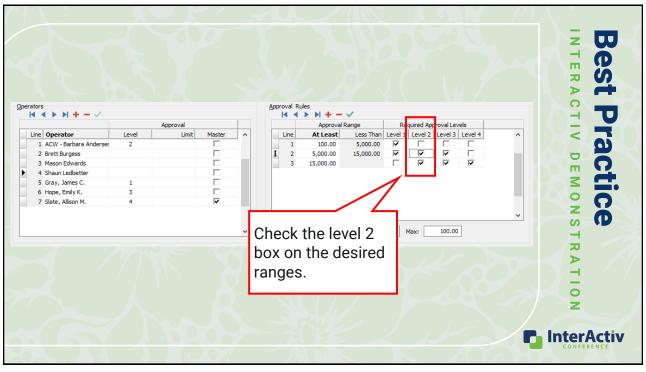
TO DO AND WHAT NOT TO DO

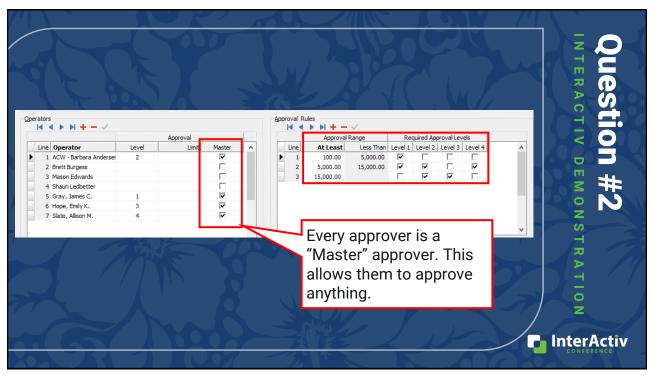


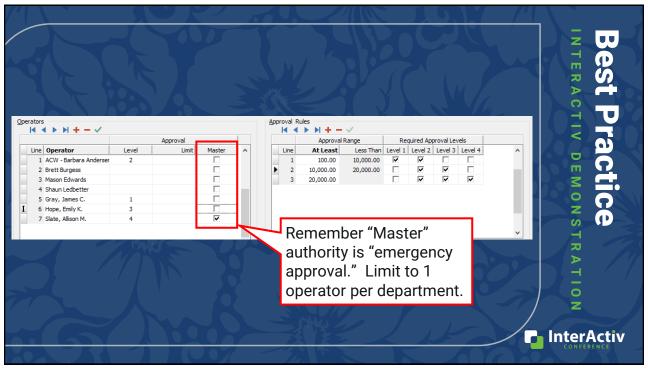
- Keep approval ranges simple
- · Use each required level at least once
  - · Consider removing unused levels
- When setting required levels consider:
  - Higher level Operator can approve orders at lower levels
  - Lower-level approvals are optional when only higher level is marked
  - Negative orders correspond to the positive ranges

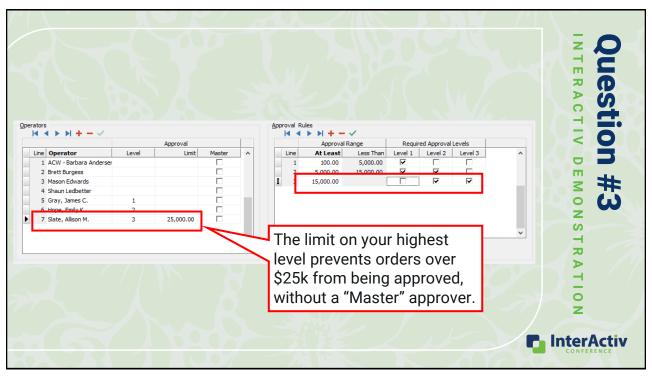


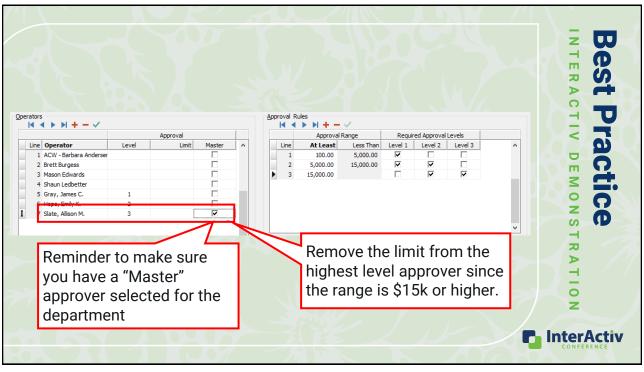


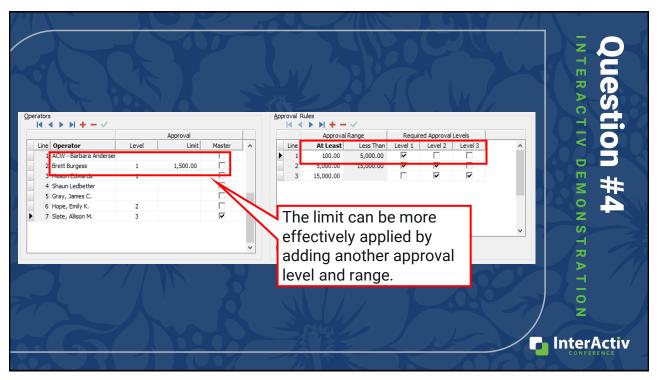


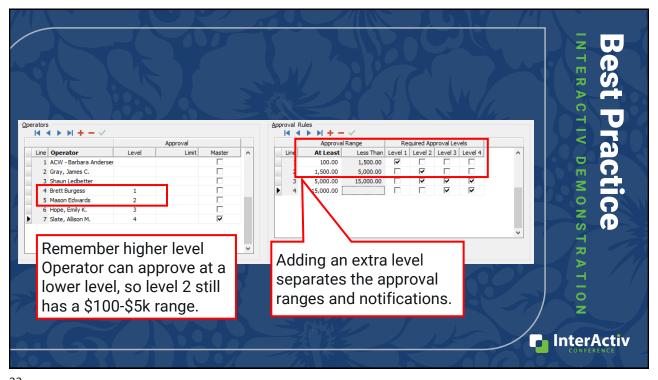


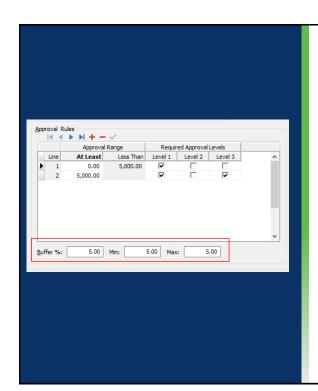












#### **Buffer**

#### FOR THE LITTLE CHANGES...

- Helps address small differences between the approved price and the actual price.
   Usually from Freight and Tax estimates.
- Permits a set allowance for variation from the amount that was approved vs what was invoiced before requiring additional approval.
- The buffer can be based upon the following requirements:
  - Percentage (%)
  - Minimum (Min)
  - Maximum (Max)



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### **Examples**

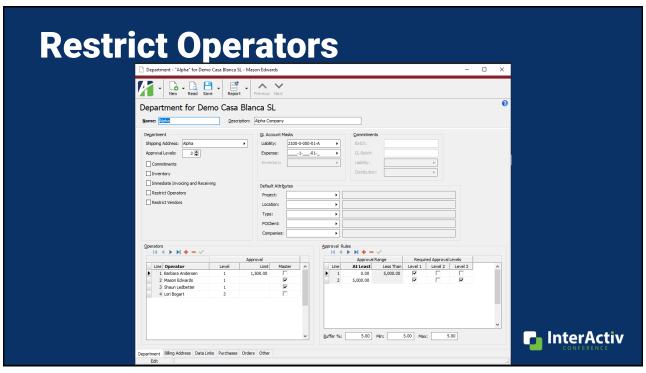
Consider the following values:

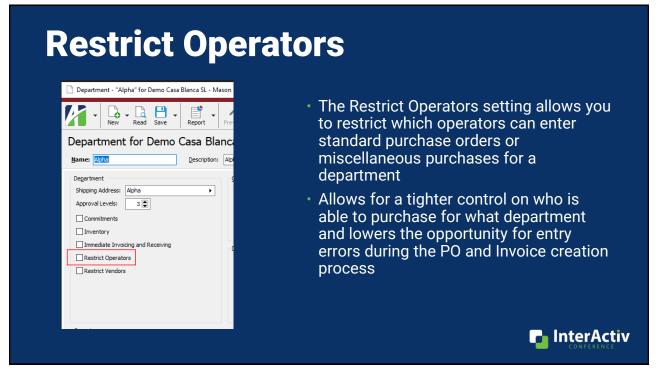
Buffer %: 5.00 | Min: 20.00 | Max: 500.00

The following table shows the effect of these values depending on the purchase order amount.

PO Amount	Approval Buffer Amount = PO Amount * Buffer %	Applied Buffer Amount After %/Min/Max Comparison	Comment
\$200	\$10	\$20	Minimum applied
\$2,000	\$100	\$100	Buffer % applied
\$20,000	\$1,000	\$500	Maximum applied
\$200,000	\$10,000	\$500	Maximum applied









# Consolidate Your Credit Card Processing

USING AGENTS IN ACTIVITYHD PURCHASING

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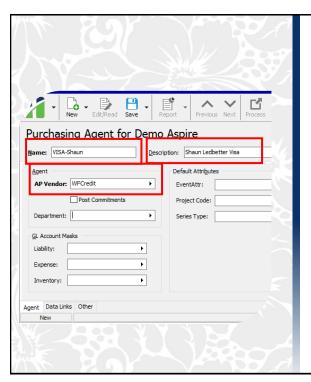
### **Basics of Agents**

#### **GET STARTED**

- Agent is someone who purchases on behalf of a company
  - Using company credit card
  - Reimbursed purchases
- Provides more detail on employee spending
  - Purchases are tied to the Agent
  - Shows actual purchase vendor not the card/employee vendor

- Multiple ways to add transactions
  - Purchase Orders
  - Manual Purchase Entry
  - Imports
- History included on the Purchasing Department





#### **Setting Up Agents**

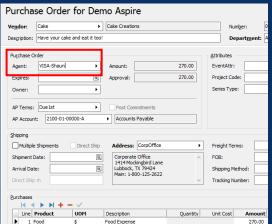
EASY SETUP WITH ACTIVITYHD

- Add a name that clearly identifies the agent
- Add a full description for the agent
- Add the credit card vendor to the AP vendor field
  - Default invoice vendor when Agent transactions are processed
- Click "Save" and you are ready to go!



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## Adding Agent Purchases RECORDING AFTER THE FACT PURCHASES USING ORDERS

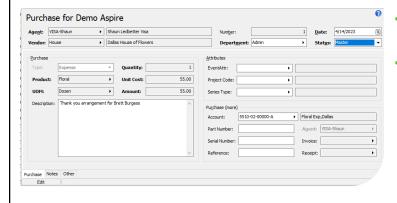


- Record Agent purchases on order by adding an Agent to the Agent field
- · Ties the purchase to the Agent
- Benefits of using orders for Agent purchases:
  - Flows through your approval workflow
  - Decentralizes purchase entry



## **Adding Agent Purchases**

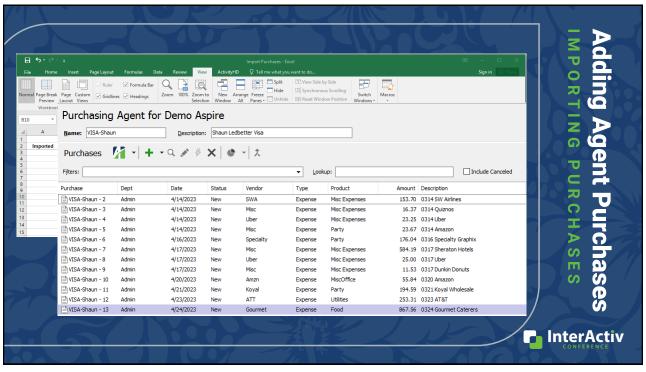
RECORDING PURCHASE TRANSACTIONS

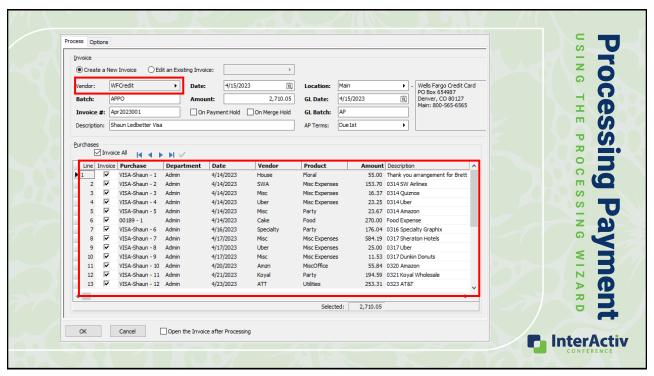


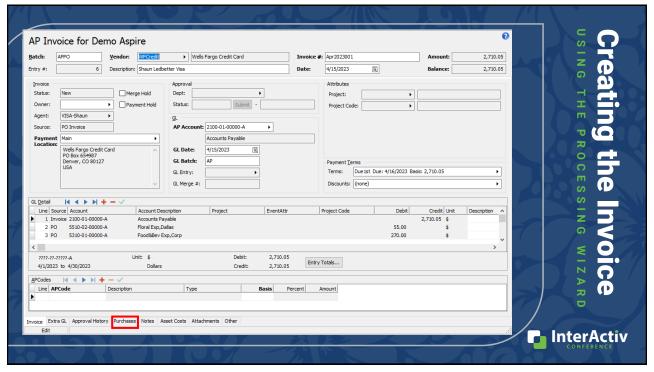
- Record purchases by adding a new purchase transaction
- Benefits of using manual purchases for Agents:
  - Bypasses order approval workflow
  - Can centralize purchase entry and status changes

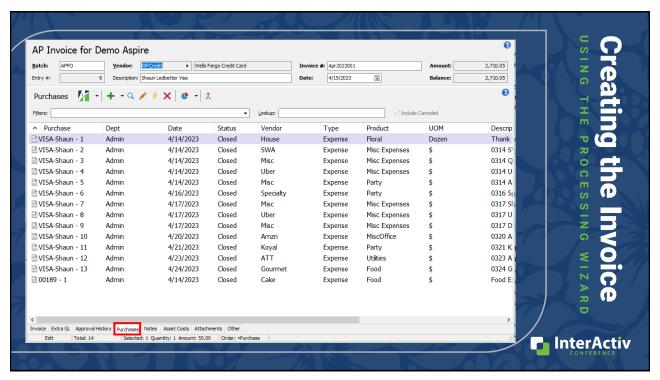


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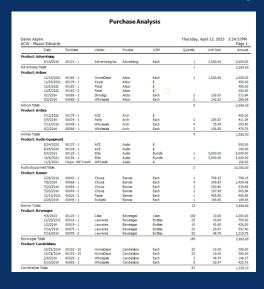
#### **Integration Options**

FIFXIBILITY WITH ACTIVITYHD

- Customized import templates
- Custom load processes
  - Based on an export from your card company
- Automated integration with Concur
  - · Work with Concur on initial setup
  - We can customize automation
- We can discuss different options to meet your needs!



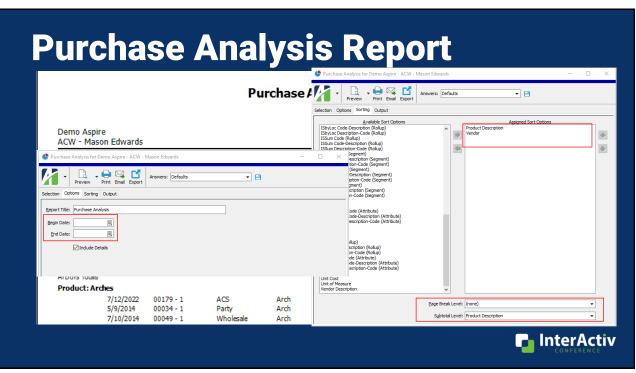
### **Purchase Analysis Report**



- Highly customizable report that offers significant detail on the purchasing activity of your organization
- Can be filtered and sorted by almost any data that is entered into the PO information screen
- · Allows for price analysis across:
  - Vendors
  - Operators
  - Projects
  - Products



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## **Purchase Analysis Report**

Demo Aspire ACW - Mason E	dwards					Monday, A	April 17, 2023	4:56:50PM Page :
D	ate	Purchase	Vendor	Product	UOM	Quantity	Unit Cost	Amou
Project Code: 3/	ACK-Jack	son Browne						
7/	12/2022	00179 - 1	ACS	Arch	\$			400.0
JACK-Jackson Bro	owne Totals							400.0
Project Code: N	EWS-New	sies						
5/	6/2022	00178 - 1	CORNER BAKERY	MiscCater	Each	1	7,500.00	7,500.0
11	/16/2021	00166 - 1	HomeDecor	Arbor	Each	1	1,000.00	1,000.0
5/	10/2016	00131 - 1	Advertising Inc.	Advertising	Each	1	2,500.00	2,500.0
NEWS-Newsies To	otals					3		11,000.
Project Code: O	CGALA-O	CGala						
1/	1/2021	00173 - 1	Gables	Misc Expenses	\$			18,000.0
1/	1/2021	00173 - 2	Gables	Misc Expenses	\$			-2,000.0
1/	1/2021	00173 - 3	Gables	Planters	Each	5	400.00	2,000.0
1/	1/2021	00175 - 3	Gables	Planters	\$			2,000.0
11	/16/2021	00166 - 2	HomeDecor	Centerpiece	Each	10	125.00	1,250.0
11	/30/2021	00174 - 1	Koyal	Arbor	\$			450.0
11	/30/2021	00174 - 2	Koyal	Centerpiece	\$			1,250.0
11	/30/2021	00174 - 3	Koyal	Favors	\$			800.0
11	/10/2021	Hope-Staples-9	Staples	Office	Each	1	450.00	450.0
10	/8/2021	Hope-3	FedEx	Shipping	\$			23.
11	/20/2021	Hope-7	FedEx	Shipping	\$			23.
OCGALA-OCGala	Totals					16		24,246.
Grand Totak:						19		35,646.

A T T R I B U T E S !



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# Added Value Compliance Solutions

SEE WHAT ACTIVITYHD PURCHASING CAN DO

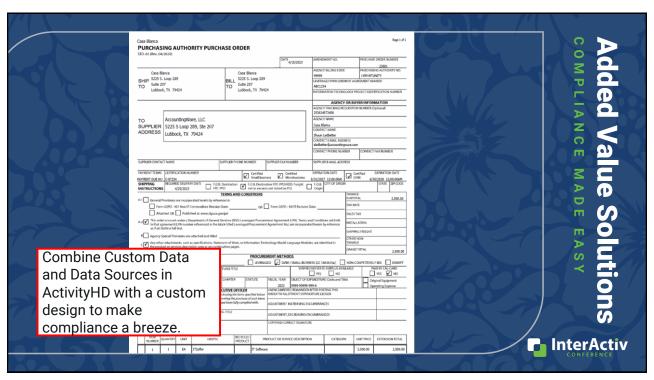
FMR US DEPUTY ATTY GENERAL PAUL MCNULTY



"If you think compliance is expensive: try non-compliance."



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## The Roadmap to Success

REFINE YOUR PURCHASING PROCESSES IN ACTIVITYHD

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Your Roadmap	1	Follow the 3-Step Operator
	1	Maintenance Plan
Reassess and Refine Your Approval Processes	2	
	3	Use Your Internal Control Toolbox
Streamline Your Credit Card Expense Processing	4	
	5	Let ActivityHD Handle Your Compliance Issues!
		InterActiv CONFERENCE



THANKS FOR JOINING!

## Refining Purchasing Processes in ActivityHD

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