



DMS PunchOuts to Enterprise Procurement Systems

Whitepaper

inseego

Introduction

More and more buyers for large enterprise organizations want their supplier to be able to shop for products directly from their procurement system. A PunchOut site is a way of communicating between two applications, providing shopping cart functionality that is seamlessly integrated with the existing procurement ordering and approval processes of enterprise customers.

PunchOut Integration

Inseego's DMS Solution enables telecom carriers to deliver a seamless, integrated experience for the enterprise customer, offering an interactive, tailored shopping experience, with requisition information entered directly in the organization's procurement system. A PunchOut integration allows purchasing agents to buy products and services from vendors that are pre-approved by their purchasing managers.

When buyers create requisitions, they can "punch out" to a vendor's external catalog site, which means they leave the employer's system and go to the vendor's site— without realizing they left the company's application. And DMS provides the procurement application that maps the catalogue item placed in the shopping cart to procurement categories, to match company SKUs to the approved carrier products, with the approved rates and prices.

DMS works with purchase orders, invoices, inventory information, and Requests for Quotation (RFQs), and can be used to change their inventory and update accounting. A PunchOut integration saves the enterprise organization the cost of double entry by automatically storing requisition data in the CRM/ERP and ensuring they receive the correct product information.

Benefits of External Catalogs

Procurement PunchOut gives buyers an alternative to static catalog files, offering live, interactive shopping experiences, where employees can shop from the approved products and prices for that organization—without leaving their company's application. The integration also ensures that product and pricing information is accurate and up-to-date.

Employees will log into their procurement system and then access the DMS catalog through a link within that system. Inseego's DMS sets up the external catalog and provides a redirect when an employee enters a purchase requisition from within the company's application. We verify their authorization, direct them to a URL, and log them in to our purchase portal.

An advantage of the PunchOut integration is the ability to eliminate the need for multiple security log-ins through a process called single sign-on. Once a PunchOut user logs in to their procurement application, they are automatically validated in the DMS system. Their credentials are passed to DMS through the single sign-on technology, without having to enter their password. This saves the organization the time and effort it takes to recreate permissions.

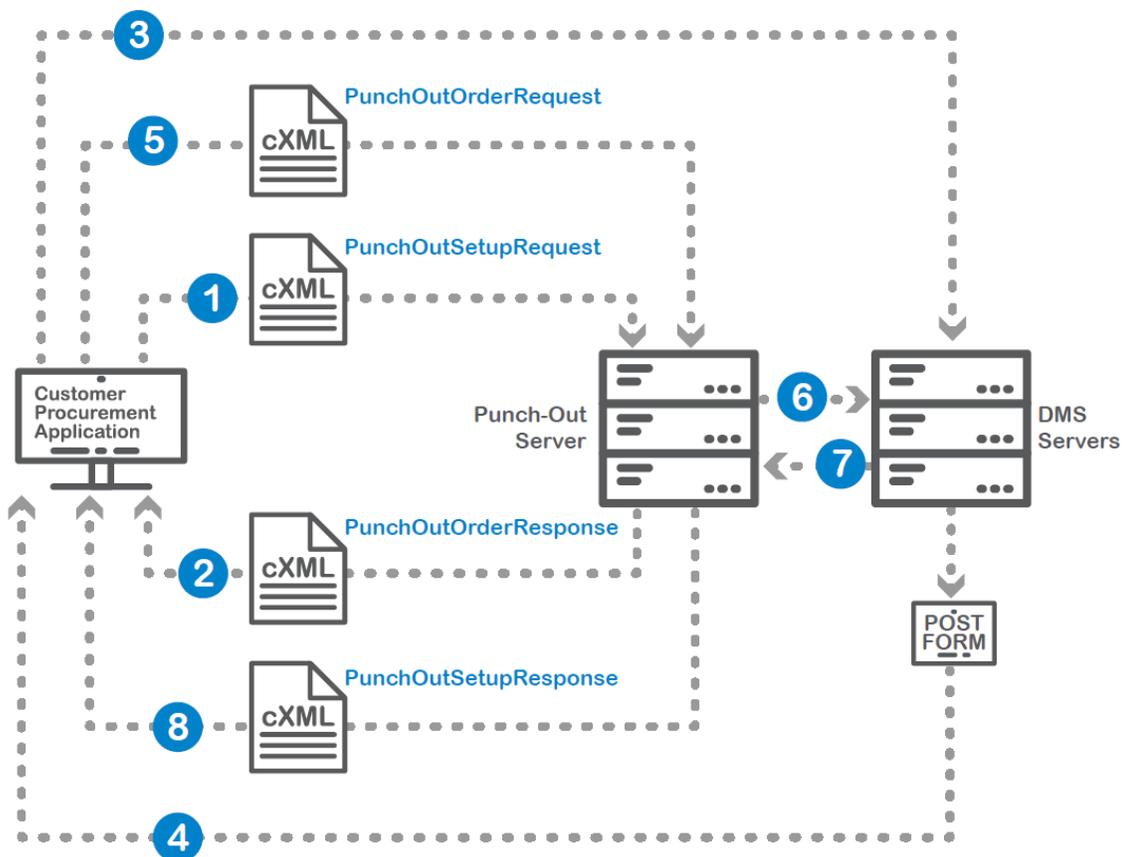
Further, catalogs are branded for the buying organization, so the employee will order from the external catalog, proceed through the shopping basket, and be redirected back to their site, not realizing they left the company's application.

PunchOut Process

Once employees continue past the landing page, their shopping experience happens within the DMS program. They select devices, options, and rate plans from those available, and at the end of the PunchOut session, the PunchOut sends descriptions of the selections to the procurement application. The DMS system puts the order in pending status and sends a requisition (request for approval) to the procurement system.

A DMS order will then be created and placed with a status of “Pending.” At this point, the buyer will not have options of payment methods such as Credit Card or Account Credit; the only option is “Request for Approval.” Once the buyer selects this, the request will be transmitted to the procurement system and will be set to “Submitted” status. When the authorized designee approves the purchase, it will transmit a Purchase Order will be transmitted back to the DMS system, which will automatically release the order for fulfillment. Through this process, all relevant fields are updated within the organization’s CRM/ERP system.

The illustration below shows the interactions for the PunchOut integration:



1. The buyer logs in to their own Procurement system that links to the DMS shopping portal through a PunchOut session. This sends a setup request to initiate the connection to the PunchOut server.

2. The link initiates a connection request to the PunchOut.
3. The PunchOut generates a connection to a new DMS shopping portal session. The DMS single sign-on system allows the buyer's procurement credentials to automatically log in to the PunchOut.
4. The DMS shopping portal is launched within the buyer's own procurement system. The DMS shopping portal displays only products and pricings designated by contract. The buyer can browse for approved products and add those items to their shopping cart.
5. The buyer completes all configurable workflow steps which may include adding or deleting items, canceling the requisition, and queuing for procurement approval.
6. Once approved, the order is returned to DMS, through the PunchOut server. The PunchOut accepts the order request for DMS to validate with the carrier.
7. DMS transmits the order to the carrier for fulfilment.
8. The PunchOut server notifies the buyer the order has been received for processing and validates its success with the carrier.

Technical Process

The PunchOut communicates between websites through a flexible, widely adopted protocol—cXML. cXML is designed specifically for high volume enterprise eCommerce, allowing buying organizations and suppliers to communicate using a single, standard, open language. The PunchOut enables communication between applications, using real-time, synchronous cXML messages to provide seamless user interaction with external sites.

When purchases are approved and purchase orders are transmitted to Inseego's DMS, cXML documents communicate through simple text files with request/response objects, containing values enclosed by predefined tags. One website transmits a cXML document to another, and a cXML document is returned as the response. Depending on the cXML document originally sent, a user may be directed to a URL or simply receive a message back. cXML path routing allows the order and other subsequent messages to transmit between the customer's procurement application and DMS, and notifies all parties about the final order.

Managing the Requisition

Inseego's DMS solution helps enterprise organizations administer their procurement with built-in workflows. They can manage employee spending with approval processes and purchase orders, and provide visibility to funding limits and complete audit trails of transactions and approvals.

Change management can also be tracked within Inseego's DMS solution through the approval workflow. A purchase order is typically created by operations teams and approvals are needed before the document is sent to the vendor (the carrier, in this case). The integration of DMS into the CRM/ERP provides visibility as the requisition passes through the approval stages, changing the status as the order advances. When a purchase order has a status of "Approved," it can pass directly into the DMS purchase

portal and is sent to the carrier for fulfillment. The buyer immediately receives an order confirmation message in return.

Conclusion

An organization's profit margin rests on its ability to manage assets and expenses. Inseego's DMS specializes in meeting the complex telecom purchasing requirements of large enterprise organizations, integrating with carriers and enterprise CRM/ERP systems to provide a complete device management solution.

Contact Inseego to find out how our DMS solution can optimize the ordering, management, and billing of your telecom devices, helping your teams stay productive where it matters most.

A background image showing an aerial view of a city at dusk or night, with a network of glowing lines and location pins overlaid on the scene. The lines connect various points across the city, suggesting a global or interconnected network.

About Inseego

Inseego Corp. (NASDAQ: INSG) is a collective force of cutting-edge capabilities, as a leading global provider of software-as-a-service (SaaS) and solutions for the Internet of Things (IoT). Inseego sells device management services through DMS, which automates device purchasing, management, and contract compliance. Our telematics solutions are delivered under the Ctrack brand, including its fleet management, asset tracking and monitoring, stolen vehicle recovery, and usage-based insurance platforms.

With over 30 years of experience, Inseego provides customers with secure and insightful solutions and analytics. We currently serve over 664,000 global subscribers. We are trusted worldwide. We simplify the complex. We transform data into results. And most importantly, we delight our customers.

Our corporate headquarters is located in San Diego, California.

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The logo for Inseego, featuring the word "inseego" in a lowercase, sans-serif font. The "i" and "n" are dark blue, while the "e" and "o" are a lighter blue.

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