P-038041

Quadra - Sales & Purchasing Challenges

May 9, 2024

THE JD EDWARDS FORUM AT
BLUEPRINT 4D

Sales and Purchasing Challenges Agenda

- Introductions
- Sales
  - High-risk regulatory validation
  - Auto-Release Credit Holds
- Purchasing
  - Purchase Order Reprice Date
  - Tolerance Checking on Landed Cost
- Other/Bonus Content
  - Invoice Attachment Extraction – Orchestrator
  - Auto-Email Pick Slips and BOL's for all 3rd Party – Orchestrator
- Q&A

Introductions

- Introductions
- Quadra Chemicals
  - About
  - Doreen Nordli – Lead JDE Business Analyst
  - Renee Hotte – JDE Business Analyst
- Syntax
  - About
  - David Ragsdale – Sr. JDE Distribution Consultant

WE ARE QUADRA

Highlights

- Founded in 1976
- 500+ Employees
- Largest Privately Owned Distributor In Canada
- Ranked 11th on Top 100 Chemical Distributors in North America
- Canada's Best Managed Companies (Platinum Status)
- Recognized as a Great Place to Work®

Facilities

- Vaudreuil-Dorion, QC
- Burlington, ON
- Oakville, ON
- Calgary, AB
- Edmonton, AB
- Grande Prairie, AB
- Delta, BC
- The Woodlands, TX
- Vista, CA

We also have many third party and satellite locations across North America

Quality Standards

- Member of RDC Responsible Distribution Code of Practice®
- Drug Establishment License (DEL)
- GMP Certificate (Good Manufacturing Practices)
- ISO 9001 Certified
- NSF Certification (Sanitation)
- BRC Global Standards (food safety)

PORTFOLIO OVERVIEW – AMS & PS

Active Products

- Application Managed Services
  - JDE Functional & Development AMS
  - JDE Technical AMS
  - JDE Application Security AMS
- Cloud
  - JDE on Public Cloud (AWS, OCI, Azure)
  - JDE on Syntax Enterprise Cloud (SEC)

- Professional Services
  - JDE Upgrades
  - JDE Tools
  - UxOne
  - Orchestrator
  - And more…
- Cloud
  - PS Services for JDE on Cloud

Key Statistics

- 120+ JDE AMS clients
  - 65% Func + Tech AMS
  - 35% Tech AMS
  - 50% Remote AMS
- 60+ Hosted JDE clients (50%)
  - 30% Public Cloud (85% AWS, 10% OCI, 5% Azure)
  - 20% Syntax Enterprise Cloud

SYNTAX

Sale High Risk Regulatory Validation

- Challenge: High risk chemicals can only be sold to compliant customers. Quadra needed a way to maintain the Customer by Item compliancy in JDE and a process to manage the exceptions when compliancy is not in place
- Solution
  - Data
    - Items are flagged as High Risk by utilizing the Special Handling Code of the Item Flash Message UDC 40/FL
    - Item Cross Reference (P4104) is maintained by Item/Customer with Cross Reference Type "HR"
  - Programs/Process
    - UBE called as a pre-cursor to the SO acknowledgement
    - Places orders on hold and emails to Regulatory Affairs team

Sales High Risk Regulatory Validation

- ## Data Setup
  - Items are flagged as High Risk by utilizing the Special Handling Code of the Item Flash Message UDC 40/FL on the Item Master (P4101)
  - Item Cross Reference (P4104) is maintained by Item/Customer with Cross Reference Type "HR"

Sale High Risk Regulatory Validation

- Programs/Process
  - UBE called before Sales Acknowledgement
  - Places orders on an RA hold
  - Sends email to Regulatory Affairs team
  - Once the customer is compliant, the team will add the appropriate Cross Reference with appropriate effective dates and release the RA Hold

Sale High Risk Regulatory Validation - Demo

Sale High Risk Regulatory Validation - Demo

Sale High Risk Regulatory Validation - Demo

Auto-Release Holds

- Challenge: Quadra has a relatively high volume of Credit Holds and needed a way to reduce effort of managing the Credit Holds without increasing Credit Limits
- Solution
  - Syntax collaborated with Quadra to provide 2 auto-release solutions wrapped into 1
    - Release all low-value orders under a threshold
    - Release orders from hold within a certain threshold over their credit limit and under a max Order Amount – as defined by customer
  - Data:
    - Supplemental data by Address Number (P00092)
  - Solution
    - UBE runs multiple times per day on scheduler with multiple versions
- Special considerations
  - Multi-Currency
  - Future Committed Orders
  - A/R by line of Business

Auto-Release Holds

- ## Supplemental Data
  - ### CR supplemental data by Address book

Auto-Release Holds

- UBE
  - Proof or Final
  - Can process multiple hold codes
  - Compares Order Amount F4201.OTOT to the Supplemental data values
  - Utilizes standard JDE business functions for Credit Checking and standard traceability in the F4209
  - Utilizes BIP for formatting and emailing the PDF to the Credit department of all orders that were released

Processing Options

Setup	
1. Report Mode 1 - Final Mode Blank = Proof Mode	1
2. Hold Codes	
Hold Code	C1
Hold Code	
Hold Code	
Hold Code	
Hold Code	
3. Release Code	CD
4. Threshold Value	50.00
5. Email Address	
6. Enable/Disabe Additional Credit Check Default = blank to enable Disable = N	

R5542100
QC0001
Final Mode

QUADRA SIM - Apr 15 2024 9:35
Auto Remove Hold Report

Company	Order Number	Order Type	Customer Number	Customer Name	Order Value	Over Credit Limit Amt	Over Credit Limit Allowed Amt	Max Order Amt	Error Y/N	
00100	1373674	S1	4824		3245.90	137371.38	400000.00	40000.00	N	
00100	1376469	S1	7636		15361.20	122400.67	200000.00	25000.00	N	
00100	1376470	S1	7636		12271.60	122400.67	200000.00	25000.00	N	
00100	1376766	S1	7636		2168.00	122400.67	200000.00	25000.00	N	
00100	1376772	S1	7636		3360.40	122400.67	200000.00	25000.00	N	
00100	1376881	S1	4824		3197.80	137371.38	400000.00	40000.00	N	

Auto-Release Holds - Demo

Auto-Release Holds - Demo

Auto-Release Holds - Demo

Auto-Release Holds - Demo

Auto-Release Holds - Demo

Auto-Release Holds - Demo

Auto-Release Holds - Demo

Auto-Release Holds - Demo

Auto-Release Holds - Demo

Auto-Release Holds - Demo

Auto-Release Holds - Demo

R5542100
QC0001
Final Mode

QUADRA PY - Dec 4 2023 04:00
Auto Remove Hold Report

04/23/2024 22:43:24
DRAGSDALE

Company	Order Number	Order Type	Customer Number	Customer Name	Order Value	Over Credit Limit Amt	Over Credit Limit Allowed Amt	Max Order Amt	Error Y/N	Error Message
00100	1317795	S1	57267		2137.50	3887.40	5000.00	2500.00	N	
00100	1317796	S1	57267		2137.50	3887.40	5000.00	2500.00	N	
00100	1317797	S1	57267		1068.75	3887.40	5000.00	2500.00	N	
00100	1347527	S1	1500		53.59	490393.79	750000.00	3000.00	N	
00100	1347532	S1	1500		2381.38	490393.79	750000.00	3000.00	N	
00100	1347534	S1	1500		2130.55	490393.79	750000.00	3000.00	N	
00100	1347572	S1	46102		.78				N	
00100	1347573	S1	46102		.78				N	
00100	1347574	S1	46102		.78				N	
00100	1347575	S1	46102		.78				N	
00100	1347578	S1	4728		1.33				N	

Purchase Order Reprice Date

- Problem: JDE only allows pricing PO's based on the Order Date or the Receipt G/L date – Quadra needed to be able to price the PO's based on the Requested Date –
- Challenges
  - The R45620 is a unique standard object – All versions have extensive overrides that vary greatly from the base object and from each other
  - Foreign currency orders were a problem also – (Refer to Doc ID 2860673.1)
  - Quadra does not allow changes to PO after Logistics Planning is complete – The final price is often not known in this line of commodities
- Solution: After a couple of attempts, we settled on creating an Interactive application that calls the R45620
  - We used the custom app to manipulate the order date, and then call the R45620
  - This left all the standard objects intact (especially the MBF's) but provided the avenue Quadra needed

Purchase Order Reprice Date

- The application validates that the order was eligible to reprice based on a few criteria – the order must have 1 open 'S' line

Purchase Order Reprice Date

- If the order validates, then the user can enter a new "Order Date" that will be temporary for the price update – and clicks the button to reprice which calls R45620

Purchase Order Reprice Date

- The price is updated

Purchase Order Reprice Date

- The output shows the price change

R45620
QUADRA GROUP
Reprice Procurement / Receipts Batch

Order Number	Order Type	Line Number	Line Type	Short Item Number	2nd Item Number	Transaction Quantity	New/Old Unit Price	New/Old Extended Price	Unit Price Difference
365325	OP	1.000	S	98893	Q08692-800KB	12	1.6500	34,920.86	.3344-
							1.9844	41,998.16	

Total Extended Price - New	34,920.86
Total Extended Price - Old	41,998.16
Difference in Extended Price	7,077.30-

Purchase Order Reprice Date - Demo

Purchase Order Reprice Date - Demo

Purchase Order Reprice Date - Demo

Purchase Order Reprice Date - Demo

Purchase Order Reprice Date - Demo

Purchase Order Reprice Date - Demo

Purchase Order Reprice Date - Demo

Purchase Order Reprice Date - Demo

Purchase Order Reprice Date - Demo

R45620

QUADRA PY - Dec 4 2023 04:00

Reprice Procurement / Receipts Batch

Order Number	Order Type	Line Number	Line Type	Short Item Number	2nd Item Number	Transaction Quantity	New/Old Unit Price	New/Old Extended Price	Unit Price Difference
404885	OP	1.000	S	71055	Q01347-1BULK	87500	.7500	65,625.00	.1000
							.6500	56,875.00	

Total Extended Price - New	65,625.00
Total Extended Price - Old	56,875.00
Difference in Extended Price	8,750.00

Purchase Order Reprice Date - Demo

Purchase Order Reprice Date - Demo

Purchase Order Reprice Date - Demo

Purchase Order Reprice Date - Demo

Tolerance checking Landed Cost

- Problem: Tolerance checking at voucher match does not check Landed Cost lines –
    - The functionality was available prior to XE – A bug was reported, and Oracle removed the functionality – did not fix the bug - Doc ID 2083537.1
- Solution:
    - We found a gold nugget with this in that the old code for tolerance checking of landed cost is still in the Business Function (XT4314Z2)
    - We uncommented the code and made a small tweak
- Things to know:
    - The details of the validation bugs are unknown
    - The scenarios that were applicable for Quadra all passed testing and we haven't had any issues

Tolerance checking Landed Cost

- P4314 version called from P0411 has the Tolerance PO value set to "X" – This invokes tolerance checking but forces the Voucher to the "X" pay status
- Quadra's voucher tolerance is currently set to $75

Tolerance checking Landed Cost

Tolerance checking Landed Cost

Tolerance checking Landed Cost

Tolerance checking Landed Cost

Tolerance checking Landed Cost

Tolerance checking Landed Cost

Tolerance checking Landed Cost

Bonus Solutions to other Challenges

- AP Attachment Extraction
  - During audits, reconciliations, or investigations – Quadra needed a way to extract media object attachments related to Vouchers/Payments out of JDE in mass
  - The solution includes an interactive application, a couple of UBE's and Orchestration objects
  - The user can define the criteria of which invoices they need to extract (Supplier, date range, etc.) and whether it is based on Vouchers or Payments
  - After the orchestration runs, the extracted files can be retrieved directly from JDE, or from a Network share folder
  - The user also gets an Excel list of the invoices that were extracted with all relevant information

Bonus Solutions to other Challenges

- Automation of Warehouse Pick Slips / BOLs for all 3ʳᵈ party
  - Quadra has approximately one hundred 3rd party warehouses that store & distribute our products.
  - Manually generating and sending the shipping documents was becoming rather cumbersome (and risks in missing shipments if not monitored).
  - An Orchestration was created to generate the UBE's every hour and auto-email the pick slip and BOL to the warehouse without manual intervention.

Q&A

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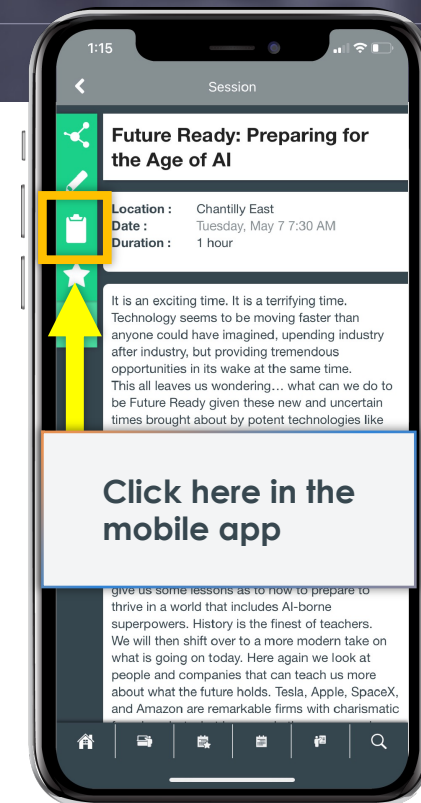
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Session Title:

Quadra uses out of the box thinking when it comes to Sales and Purchasing Challenges

Speaker:

Doreen Nordli (Quadra)

Renee Hotte (Quadra)

David Ragsdale (Syntax)

Future Ready: Preparing for the Age of AI

Location : Chantilly East
Date : Tuesday, May 7 7:30 AM
Duration : 1 hour

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