

For Immediate Release
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52 percent of requisitions converted and delivered to vendors as POs within 24 hours

BAKERSFIELD, CA -- School districts using Epylon eCommerce have dramatically reduced their order cycle times and are seeing the majority of their purchase orders in the hands of vendors within 24 hours after an employee has filled out a requisition, a new study shows.

Few industries would tolerate a 10-day delay in ordering essential materials to do their jobs. Restaurants would go out of business. Stores shelves would empty. The cost of buying a computer, car, or TV would skyrocket. Newspapers would end up distributing old news.

So why should schools tolerate a 10-day ordering cycle in front of actual shipping time? A study out of Bakersfield says they do not have to. However, 10 days is not unusual for the typical California school district, which uses a paper requisition, manually checks its budget for funds and prints out a paper purchase order.

A study of more than 12,600 purchase orders in Kern County shows a path toward change. Using Epylon hosted software, the Kern County Superintendent of School Office converts 52 percent of its requisitions to a purchase order and puts them in vendors' hands within a single day, according to study data.

For 6,600 requisitions -- from the moment each was created to the point a purchase order was delivered to a vendor -- no more than a single day's time had elapsed.

Within two days of a requisition, nearly 70 percent of purchases orders had reached vendors hands, according to the study, based on actual time-date stamps of transmissions using the Epylon system.

In the old days, the office of the Kern County Superintendent of Schools (KCSOS) would require paper requisitions to circulate for required approvals.

Upon delivery to the business office, requisitions would be checked for fund availability in the county's QSS accounting system. Data was hand typed into the accounting software to create a purchase order and then printed out on paper for faxing or mailing to the appropriate vendor. The process typically took as many as two weeks.

The change was achieved when KCSOS adopted an Epylon's eCommerce system, whereby users could create an electronic requisition, circulate the electronic form for necessary approvals, time-date stamp every action on the requisition, and check budget with the click of a button.

In addition, KCSOS employees have access to several proprietary vendor web sites, which can be accessed through Epylon punchout services, allowing users to see contracted pricing on line without having to visit multiple sites and remember multiple passwords.

The Epylon Corporation of Lafayette, California, provides purchasing consulting, software, contract development, co-op management and supplier management services for public sector agencies.