

Rocore Moves Away From “Business as Usual”

Rocore implemented SourceDay to help their procurement team keep up with the company’s growth. They replaced manual processes and increased on-time delivery, enriched vendor relationships, and improved buyer productivity.





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Before & After SourceDay



“With SourceDay we have reduced late deliveries, our pricing is much more accurate, and it’s a significant time-saver for our receiving and purchasing departments.”

– Tina Grow | IT Director at Rocore

Before SourceDay



Buyers lacked visibility on POs



Poor supplier communication led to late deliveries



Disparate PO data caused inaccurate pricing



Manual PO processing monopolized buyers time



Completing vendor scorecards was a burden

After SourceDay



Unified dashboard gives visibility to POs throughout their lifecycle



Increased on-time delivery reduced expedite fees.



Real-time data ensures 100% accurate pricing



Buyers save time and manage POs by exception



Data-driven scorecards simplify supplier evaluations



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Moving Away From “Business as Usual”

Since their inception in 1984, Rocore functioned like most manufacturers. Even as a leader in heat exchange products, their business faced the same procurement challenges as every other manufacturer. Rocore struggled with late deliveries and inaccurate pricing, caused by a lack of visibility to their purchase order data. Buyers were unable to give information to the shop floor about when parts would be received. Rocore’s procurement team was accustomed to chasing PO data from vendors, and manually updating changes to price, quantity, and lead time in Syteline/CloudSuite Industrial ERP. When buyers were out of office, or left the company, the team struggled with business continuity because details were lost in the shuffle.

“We were operating like a lot of manufacturers, making do with the tools and manual processes that have always been used.” - Grow

Purchase Order Collaboration Before SourceDay

- + Buyers wasted time chasing PO updates
- + Inaccurate pricing from vendors delayed payment
- + Disorganized PO information in buyer’s spreadsheets and emails
- + Frequently missed PO details led to delayed orders, expedite fees, and slow transaction times



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Uniting Buyers and Suppliers

With SourceDay's collaboration engine, Rocore is able to improve communication between their procurement team and their suppliers. Through a unified dashboard, buyers and suppliers can hold each other accountable in acknowledging, tracking, and updating purchase orders, down to the individual PO line. In addition to this increased visibility, Rocore uses SourceDay's Advanced Shipping Notices (ASNs) to speed up transaction times.

Suppliers use SourceDay-powered ASNs to print a standardized, uniform barcode with every shipment, significantly shortening receiving time and reducing errors. ASNs ensure that Rocore's work centers receive their orders the day it hits the dock, instead of a typical 24-hour turnaround. This immediacy helps their suppliers get paid faster.

“It's very difficult and very expensive for us to have late product. We needed something that was going to give buyers more visibility.”
- Grow



Advance Shipment Notice

See real-time shipment information in a single web interface along with each item's barcode.

Purchase Order Lines		Packing Slips	Tracking Number	
3	POGLO0931-L2-R0 POGLO0931-L2-R0 POGLO0931-L2-R0	P4396746 P4396746 P4396746	View Multiple	
1	5000-L2-R1	00-R7879	1Z2137YR0254318292	

# of Boxes	Qty per Box	Total Qty	Lot #	Shipping Company	Tracking Number
1	10	10	1	UPS	1Z2137YR02543

FROM: Cromax, Inc. 1000 Main St. Austin, TX 78701	TO: ACME Boat, Inc 10403 Morado Circle St. Louis, MO 63105	Shipment # [Barcode]
Part Number RT-10000ws [Barcode]	P.O. 5000 [Barcode]	Lot # [Barcode]
Quantity 10.0 EA [Barcode]	Rev # A05 [Barcode]	Quality Assurance [Barcode]
Lot # 1 [Barcode]	Box # 1 of 1	



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Simple Integration Leads to Significant Changes

With all PO data and supplier communication organized in a single dashboard, Rocore's procurement team can easily cover for one another when a buyer is out of office. SourceDay seamlessly integrates with Syteline/Cloud Suite Industrial ERP, meaning purchase order data is always up to date. Rocore can keep orders on track without having to sift through emails or spreadsheets to recall commitments. Nothing falls through the cracks. Plus, SourceDay handles all supplier enablement, training, and support. So Rocore's team can focus on running the business rather than chasing down suppliers.

Since Rocore pays for the license, their suppliers access SourceDay for free. With SourceDay, Rocore's suppliers are able to streamline labor-intensive tasks, quickly acknowledge POs, and ultimately, get paid faster. SourceDay provides all the necessary training for Rocore buyers and their vendors, making the transition simple. All the data is just a click away.

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“I don't have to train our users, I don't have to train vendors. It's a very small footprint on our server... They handle everything.”
- Grow

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Rocore's Team Experiences Newfound Efficiency

Rocore discovered they could run a leaner and more efficient procurement team. After adopting SourceDay, Grow noted a significant decrease in the amount of time her team spent managing POs. With this process automated, her team spent more time managing issues with specific POs to avoid costly fire drills. Now, her team is able to grade suppliers and share their performance in real-time, instead of building vendor scorecards by hand.

With SourceDay's supplier collaboration solution, Rocore has reduced late deliveries and decreased the amount of mismatched invoices that arrive at the dock. Because vendors are updating their pricing through SourceDay, products are no longer received at an incorrect price. "Our suppliers were happy to start using SourceDay because it allows them to get their shipments recorded faster, which increases their payment speed," said Grow.

“Grading suppliers through scorecards is now completely automated and visible to our team and our big suppliers. We can see shipping dates, shipping confirmations, what orders are hot and which vendors need a prompting—all in one place, visible to all stakeholders.” - Grow

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Purchase Order Collaboration with SourceDay

- + Significant reduction in time spent confirming PO acknowledgments
- + Streamlined collaboration between buyers and vendors
- + Data is consolidated into one location for easier access
- + Decreased disruptions to production plans due to delays
- + Accurate pricing means suppliers can get paid faster



SourceDay

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Since 2015, SourceDay has improved how companies collaborate with their suppliers. SourceDay removes waste and mistakes from global supply chains by freeing teams from unorganized email messages and cumbersome spreadsheets. More than 5,000 companies use SourceDay to manage the billions of dollars that they spend on the materials they need to make their products. SourceDay's collaboration engine eliminates human error and inefficiency while maximizing a company's margin and ability to meet customer commitments on-time.

Rocore

Rocore, headquartered in Indianapolis, IN was founded in 1984 as a supplier of fabricated sub-assemblies used in heavy duty industrial radiators. In the early 1990's Rocore moved away from sub-assembly fabrication into industrial radiator manufacturing and distribution. Today, Rocore supplies a wide variety of heat exchange products and services. With over 1 million heat exchangers manufactured in the USA and sold Worldwide, Rocore's foundation is truly built around customer satisfaction through service, product quality, capability and flexibility.

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“SourceDay has
changed everything in
the best possible way.”
- Tina Grow, IT Director
at Rocore

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