



SourceDay & Prairie Machine

Discover how Prairie Machine, a global leader in the design and manufacturing of heavy equipment, **improved supplier PO acknowledgment by 41% and on-time delivery by 11% – in the first year alone –** while increasing efficiency and communication for its purchasing team.

THE CUSTOMER

Prairie Machine is an equipment manufacturing leader for the heavy industrial and mining industries. Under the Rokion brand, Prairie Machine supplies industrial-strength, zero-emission, battery-powered crew and utility trucks for use in surface and underground mining operations.

LEAD

Mike Thomas, Technical Services Manager,
Prairie Machine

THE SITUATION

The company spent too much time tracking open purchase orders, meaning its purchasing team was spending more time on the administrative tasks of keeping POs current than solving procurement issues. Reliance on e-mail for communication was inefficient because information was only available to the purchaser instead of the entire team. Unexpected late deliveries were affecting project schedules and ultimately costing the company money.

“Risk management is always top of mind for us. Anything coming in late has an impact on our production, which in turn impacts delivery. This was one of the key drivers for us wanting SourceDay.”

The team needed a solution that would allow everyone to access PO details and make updates in real time. They also needed a more efficient way to communicate that reduced the team’s dependence on e-mail.

THE CHANGE

Prairie Machine had some reservations about adopting a PO lifecycle tool because of the cost and its potential to disrupt the workflow. Making the investment and having a tool that didn’t solve its challenges would only add stress to the already lean team. However, a discussion with an existing SourceDay customer and their enthusiasm ultimately convinced Prairie Machine to move forward. Before making the final decision, the entire team got involved. By making them part of the decision-making process, each member had the opportunity to provide input.

“The onboarding process is top-notch. Very hands-on by SourceDay and very hands-off by us. The support team did the heavy lifting of onboarding our suppliers.”

This collective approach resulted in enthusiastic adoption, but another contributor to the team’s embrace of SourceDay was that it didn’t disrupt their workflow. They were able to reduce unnecessary steps and streamline processes without having to adjust

their day-to-day work. Prairie Machine’s vendors have also been quick to get on board, and by handpicking a select group – one for each purchaser – the team introduced SourceDay to individual vendors. When it was clear there would be little issue with the transition, Prairie Machine rolled it out on a larger scale. Within weeks, approximately 80% of its purchases were flowing through SourceDay.

THE RESULTS

The team began seeing results immediately. Today, the team at Prairie Machine has full visibility into the process, and time saved sending e-mails or chasing down status updates has made their work much more efficient. They can see expected dates and receive notifications alerting them to potential issues or updates. Without having to rely on e-mail as the primary communication, information flows from their ERP into SourceDay, so everything is centralized. Vendors are notified, they can accept or decline changes, and the team is no longer completely reliant on information that might be lost in someone’s inbox.

Within the first 90 days, Prairie Machine was collaborating on 85% of direct spend lines through SourceDay. Within the first year, this increased to 99%. Over the same period, they were able to improve PO acknowledgment rates by 41%.
