

Executive Summary

Procurement has been evaluating KOJO as a solution to address two significant operational challenges: (1) the inefficiencies in the current purchase requisition (PR) and purchase order (PO) processing and storage workflows, and (2) the lack of centralized and effective inventory management. This exploration stemmed from the limitations in the current ecosystem of tools, including Google Sheets and two home-grown applications—Inventory Management System (IMS) and Inventory Receiving Management Application (IRMA)—alongside COINS.

KOJO presented a compelling option, especially for its seamless integration with Autodesk Construction Cloud (ACC), a platform heavily utilized by Engineering. KOJO's ability to upload Bills of Material (BOMs) directly from ACC and streamline the PR-to-PO process appeared to offer an end-to-end solution that connected Engineering, Project Management, and Procurement.

However, recent engagement with the ERP team revealed that COINS already contains the latent capabilities to resolve 90% of the challenges KOJO was expected to address. These capabilities, though previously unknown or underutilized, now present a clear path forward using our existing system infrastructure—without incurring the licensing and maintenance costs of an additional platform.

Current System Landscape and Challenges

Procurement currently operates in a fragmented environment consisting of:

- Google Sheets for PR and PO logging and tracking,
- IMS for inventory visibility and allocation,
- IRMA for receiving and request transactions and documentation,
- COINS for PO creation, project-level cost tracking, and limited vendor management.

This disjointed framework results in:

- Redundant data entry and increased risk of manual errors,
- Delayed visibility and processing of PRs and POs,
- Inefficient material tracking and management,
- Lack of standardization across procurement processes.

KOJO Capabilities Overview

KOJO presented a suite of attractive features, including:

- Integration with ACC to import BOMs,
- PR generation from BOMs by Project Managers,
- Streamlined quoting and PO generation processes,
- Electronic PO dispatch to vendors,
- Replacement of IRMA and IMS with a unified procurement and inventory platform.

While these features align with the objectives of Procurement modernization, they also introduce:

- Licensing and implementation costs,

- Reliance on a third-party provider for support,
- A parallel system that duplicates existing COINS functionality,
- Additional training and change management requirements.

Newly Identified COINS Capabilities

Through collaboration with the ERP team, it has become evident that COINS has robust, yet previously underutilized capabilities, including:

- **BOM Bulk Uploading:** Enables direct import of material lists, significantly reducing manual entry.
- **Material Requests & PR Management:** Allows generation and tracking of material needs per project.
- **Vendor Pricing Management:** Supports standardized, pre-negotiated vendor price lists.
- **PO Project Tracking:** Enables cost alignment and auditability at the project level.
- **Inventory Module:** A more robust module exists within COINS, though not currently activated or configured.
- **Supplier Relationship Management (SRM):** For tracking performance, qualifications, and compliance.
- **Subcontractor and Customer Relationship Management (CRM) Modules:** Offering broader business integration and enhanced project visibility.

Future enhancements such as QR code scanning for inventory control further strengthen COINS as a long-term solution.

Cost-Benefit Consideration

Implementing KOJO would require:

- Significant capital and time investment for licensing, training, integration, and maintenance,
- Ongoing reliance on an external platform for functions already covered by COINS,
- Duplication of data and processes, potentially increasing complexity and error risk.

Conversely, COINS:

- Is already licensed, in use, and integrated with company-wide financial systems,
- Offers a scalable solution through configuration and module activation,
- Aligns with 's broader ERP strategy and existing digital infrastructure.

Recommendation

Given the newly uncovered capabilities within COINS and its ability to resolve the vast majority of Procurement's operational challenges, it is not prudent to pursue KOJO implementation at this time. The focus should instead be directed toward:

1. Full Activation and Configuration of COINS Modules, particularly the Customer, Supplier, Procurement, and Inventory capabilities.
2. Training and Change Management, ensuring the Procurement, Project Management, and Inventory teams are fully equipped to utilize COINS to its full potential.
3. Ongoing Collaboration with the ERP Team, to explore roadmap enhancements and continuous improvement opportunities, including future barcode or QR code integrations.

By investing in the full deployment of COINS' capabilities, will achieve an integrated, streamlined, and cost-effective procurement and inventory solution that supports scalability and future growth.