

CASE STUDY

One solution – many benefits.

Why OEX E-Business trusted NextBuy?

Who?

OEX E-Business has over 15 years of experience in services for the e-commerce industry, primarily in the logistics service of e-commerce, loyalty programs and POS materials. Comprehensively supports and automates purchasing processes, and provides services in the field of transport organization. The overriding goal of OEX E-Business is to support the growth of its Clients' business through the development of technologies and the construction of online sales tools. The company ensures not only the implementation of projects, but above all their optimization.

OEX E-Business belongs to the OEX Capital Group listed on the Warsaw Stock Exchange.

What?

In October 2018, in cooperation with NextBuy, a dedicated tool for purchasing automation, the Blue Buy platform, was launched for OEX E-Business.

Buy it is not everything...

At the turn of 2017/2018, OEX E - Business invested in purchasing technologies, acquiring a minority shareholding in NextBuy.



We have seen potential of the tool and the NextBuy company and we decided to invest not only as a Software Client, but also as a minority investor. The NextBuy profile fits into the overall business of OEX E-Business and complements the services of our company.

Artur Wojtaszek
CEO OEX E-Business



NextBuy offered the Cloud Software, but at the same time, we were looking for an investor who would support the development of the company and the tool itself. OEX E-Business trusted us not only as a Client, but also as an Investor, who provides great advisory of the company development, being an active user of the system in the same time.

Łukasz Kozicki
CEO NextBuy

Why NextBuy?

OEX E - Business was looking for a tool that would be able to respond to the needs of a multidimensional organization.

One of the Customer's priorities was the possibility of customizing and adapting the tool to existing purchasing processes. The NextBuy tool has been selected as one that meets all expectations.

Challenge 1

During the system implementation, the biggest challenge was to face the specificity of the organization. The matrix structure required a system that would suit several business models under the umbrella of one company.

Solution

NextBuy has features that have been able to respond to this need. These are:



POSSIBILITY OF SERVICING MANY COMPANIES IN ONE SYSTEM



FLEXIBLE AND CONFIGURABLE ACCEPTANCE PROCESSES



THE ABILITY TO CONFIGURE ACCESS TO DATA PROCESSED IN THE SYSTEM

After getting acquainted with the company structure, business processes and models, the above-mentioned functions were configured by the NextBuy implementation team in such a way as to meet the needs of the Client.

Challenge 2

OEX E-Business needed to customize some system functionalities or create new functions.

Solution

As a part of adapting the system to the Customer's needs, the NextBuy development and implementation team:



CREATED A DEDICATED INSTANCE OF THE SOLUTION (WHITE LABEL) USING THE CLIENT'S BRANDING AND WITH THE INDIVIDUAL "BLUE BUY" NAME



CREATED A FUNCTION THAT FACILITATES DETAILED COST ALLOCATION AT THE ORDER LINE AND DEMAND LEVEL



CREATED A DELIVERY CONFIRMATION FUNCTION FOR OEX E-BUSINESS SUPPLIERS



MADE AVAILABLE A FUNCTION THAT ALLOWS MANAGING EXPENSES UNDER PROJECTS

What else?

Together, we managed to not only work out system changes, but also changes at the level of thinking of people participating in the purchasing processes on the Client's side. Physical processes have been digitized, but their perceptions have also changed. The Client is now trying to build processes in such a way that they can be easily digitized afterwards.

Opinion of the project leaders

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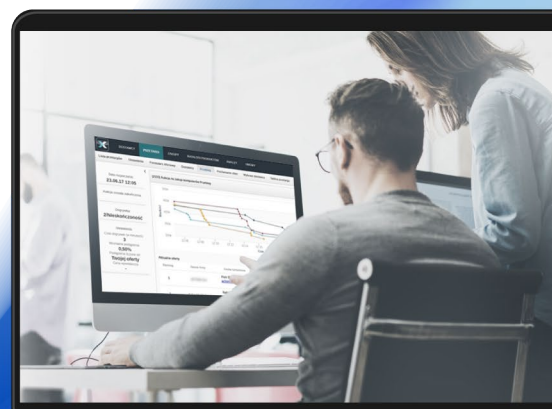
We realize that implementing a system in a company with a complex structure and many business models is a big challenge. The NextBuy team took up this challenge and offered satisfactory solutions. The key factors in the process were the flexibility of the NextBuy team, a thorough analysis of our needs and a careful listening to the comments. Thanks to this, the end result is satisfactory.

Krzysztof Wieczorek
Business Architecture Director OEX E-Business

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Working with OEX E-Business was a big challenge due to the complexity of the organization and the need to customize some of the system's functions. However, all modifications introduced were thoroughly discussed by both parties, which meant that every change in the system was a valuable contribution to the development of the entire tool.

Damian Czernik
eProcurement Expert NextBuy



If you want to join procurement experts who already use NextBuy,
schedule a free demo.