



PESA Round Table

Procure-to-Pay Process:
E-Commerce Best Practices

Halliburton eCommerce Best Practices

■ **Pre Integration**

- Standardize Your Internal Process (Offensive/ Defensive Playbook)
- Build Customer Relationship (BD does it you can to)
- Educate Each Other On Your Internal Processes
- New Requirements and Sign Off Expectations

■ **Integration**

- Understand Your System and Personnel Limitations (You have options)
- Keep Everything Native (If deviations, Why? Centralize)
- Challenge the Status Quo and Streamline Always and Often
- Integrations are 20% Technical and 80% Change Management

■ **Support and Maintenance**

- Post Integration Dispute Index Mo. 1, 2, and 3 (Mitigation Playbook)
- What do your KPI's Tell You (DSO, Dispute Error Rate, Pricing Hit Rate)

THANK YOU

