# Transforming Procurement Management at HEPA with Oriana Solutions

HEPA Hungarian Export Promotion Agency Nonprofit Ltd. (HEPA) aims to provide professional services and incentives to Hungarian companies to launch their products and services abroad.

They provide a wide range of services to facilitate the export activities of Hungarian companies in line with the objectives of the National Export Strategy.

HEPA not only supports international trade relations through market research, business consultancy and export-oriented training, but also provides its partners with intercultural knowledge for successful business operations. It helps them to identify foreign market opportunities and potential partners as well.

## BUSINESS FOCUS AND CHALLENGES

The primary objective of HEPA is to facilitate the entry of Hungarian companies into foreign markets and the further expansion of companies already present in foreign markets.

However, managing budget plans and controlling spendings efficiently posed a significant challenge.

The agency struggled with the maintenance of diverse data registrations and the lack of digitized processes, which hindered timely decision-making and reporting to owners and stakeholders.

## MANAGEMENT GOALS

- Enhance visibility and control over budget allocation and spending.
- Implement a digitization tool to improve planning and streamlining processes.
- Ensure compliance with procurement regulations and policies.
- Achieve cost savings and optimize resource utilization.

## The Delivered Solutions

The introduced system revolutionized HEPA's procurement management by incorporating a range of essential functions, including:

### Budget Tracking

The platform facilitated meticulous recording and monitoring of budget plans, ensuring transparent financial management.

### Procurement Planning

HEPA gained the capability to strategize and schedule procurement activities efficiently, aligning them with organizational objectives.

### Management of Procurement Requests

The system provided a centralized hub for managing procurement requests, streamlining the entire process from initiation to fulfillment.

### Contract Repository

HEPA could now maintain a comprehensive repository of contracts, ensuring easy access and compliance with contractual obligations.

### Purchase Orders

The solution enabled seamless creation and management of supplier orders, enhancing procurement agility and supplier relationships.

### Issuance of Delivery Confirmations

HEPA streamlined the confirmation process for services received from suppliers, ensuring accurate record-keeping and approval.

### Invoice Processing and Approval

The platform facilitated swift and efficient processing of supplier invoices, with integrated approval workflows ensuring compliance and timely payments.

### Integrated Document Management with OIR

HEPA benefited from seamless integration with the Oriana Document Filing System (OIR), enabling efficient handling and retrieval of procurement-related documents.

### Opten Integration

HEPA leveraged integration with the Opten corporate database to access comprehensive company information, facilitating informed decision-making and supplier evaluation.

### Integration with FusionR Financial System

By integrating with the FusionR financial system, HEPA achieved seamless data exchange and synchronization, ensuring accuracy and consistency in financial reporting.
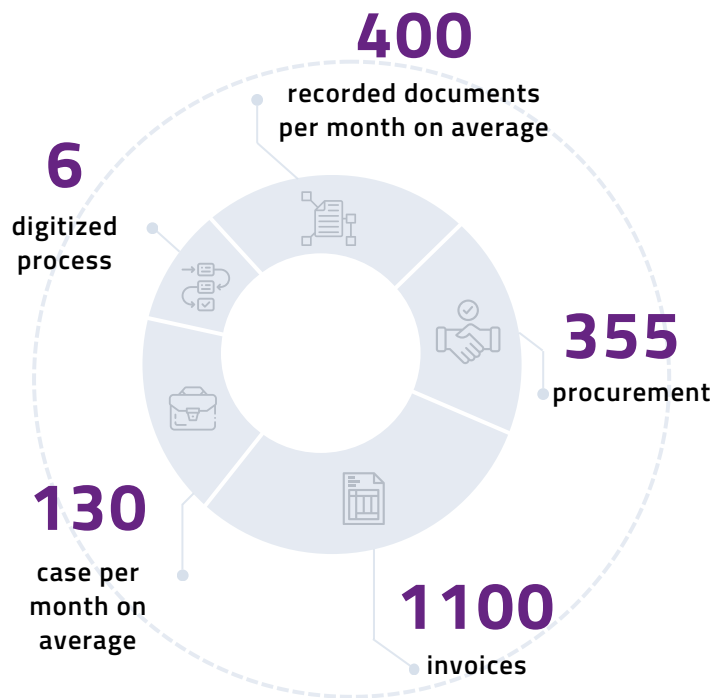
# Summary

These functionalities – combined with those of the Oriana Filing System - collectively empowered HEPA with a digitized back-office ecosystem, driving efficiency, compliance, and strategic decision-making across the organization.

## EXPECTATIONS MET

- OPM's seamless integration with existing systems such as Oriana Filing system (OIR) and FusionR financial system.

- Capability to support contract repository, budget tracking, procurement planning, and supplier management.

- User-friendly interface for creating and approving purchase orders and delivery confirmations.

- Automated data exchange with related systems for enhanced efficiency.

- Robust features for invoice processing and approval to streamline financial workflows.

## STATISTICS SINCE IN USE*

*since January 2024

**400** recorded documents per month on average

**6** digitized process

**355** procurement

**130** case per month on average

**1100** invoices

This case study serves as a testament to the transformative power of Oriana Solutions in revolutionizing back-office management, enabling organizations like HEPA to drive business growth and expansion with confidence.