

Crocs, Lionsgate and Dole Packaged Foods: Real-World AP Automation Success Stories

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Agenda

- 1 Introducing xSuite
- 2 Common AP Challenges
- 3 Introducing our customers
- 4 Searching for an AP partner
- 5 Benefits
- 6 Results
- 7 Looking beyond



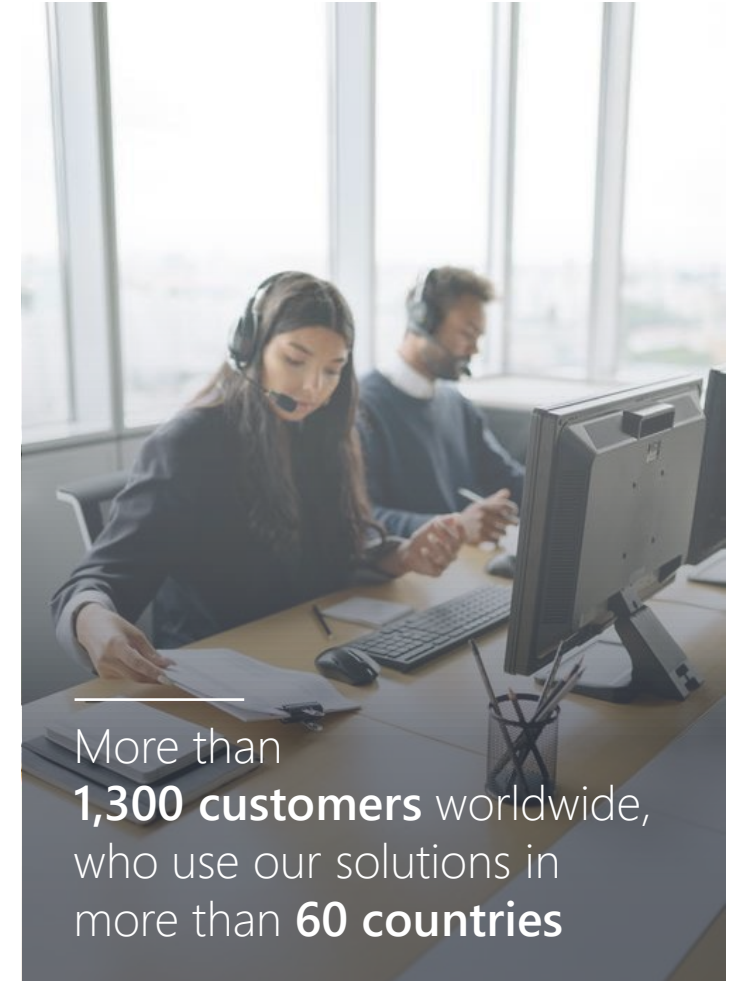
Introducing xSuite



Worldwide **230 employees**, with an annual revenue of **46.7M \$** in 2023



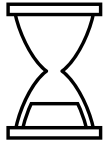
8 locations worldwide in the U.S., Germany, Denmark, the Netherlands, Slovakia, Spain, and Singapore



More than **1,300 customers** worldwide, who use our solutions in more than **60 countries**



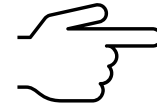
Common AP Challenges



Long invoice processing times



Integration issues with SAP



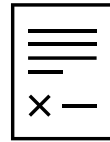
Manual data entry into SAP



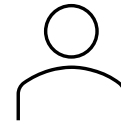
Lack of reporting capabilities



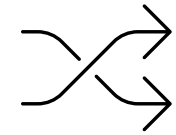
Lack of visibility and KPIs



Manual entry and coding of non-PO invoices



No centralized solution



Multiple systems involved



Introducing our customers



Mercedes-Benz
Financial Services

BORALEX



NORTEK
GLOBAL HVAC



RAM TOOL
CONSTRUCTION SUPPLY CO.

EXELIXIS

Scotts Miracle-Gro



crocs™

Smart & Final.

OMOLOGY
Medicines, Inc.

RADIANT.



Paradies Lagardère
TRAVEL RETAIL

ABIOMED

LIONSGATE



VIZIO



Crocs

When Crocs approached us:

- Their AP and Procurement processes were highly manual
- All processes were outsourced to a service center abroad
- Crocs employees were not empowered and had to reach out to the service center for any inquiries
- They were quickly growing internationally through the acquisition of other businesses



Dole Packaged Foods



When Dole Packaged Foods approached us:

- They were looking to standardize their AP process across various international entities
- There was a lack of visibility into the AP process
- Non-transparent processes lead to inadequate document discoverability
- Processes were inefficient due to distributed non-integrated systems with different technologies
- Simplification and standardization of the AP process were impossible



Lionsgate

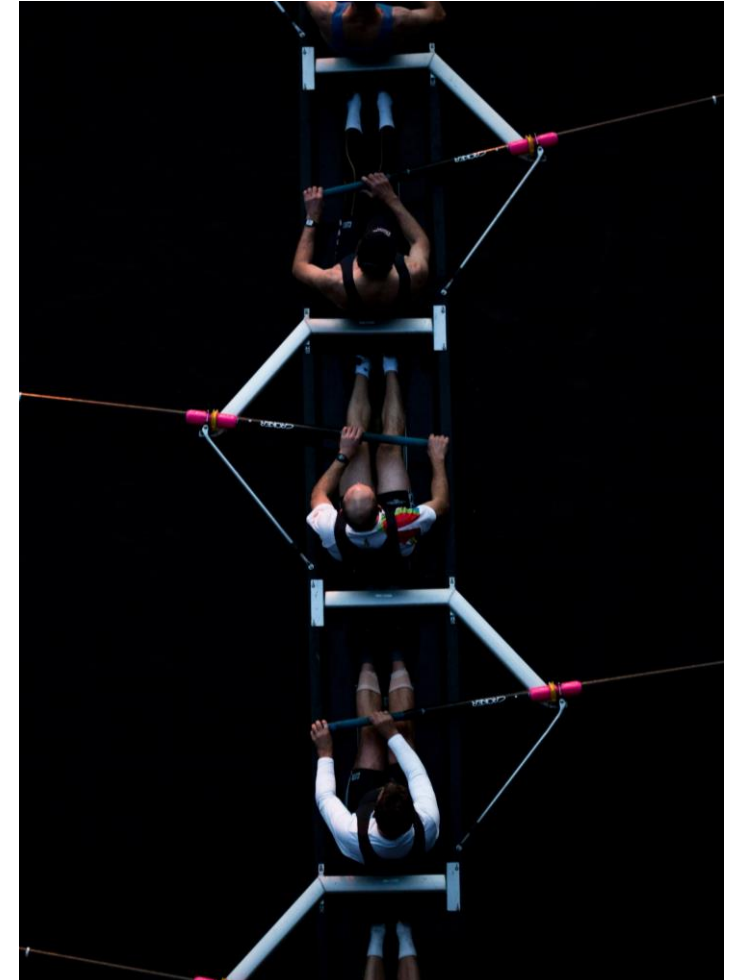
When Lionsgate approached us:

- They were looking to standardize their AP process across various international entities
- There was a lack of visibility into the AP process
- Non-transparent processes lead to inadequate document discoverability
- Processes were inefficient due to distributed non-integrated systems with different technologies
- Simplification and standardization of the AP process were impossible



In Search of a Long-Term AP Partner

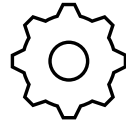
- *Once Crocs, Dole Packaged Foods, and Lionsgate had identified the challenges encountered in their Accounts Payable and Procurement departments, they went ahead and searched for an AP automation solution that fit their needs.*
- Intuitive and easy-to-use for AP clerks
- Deep integration with SAP for similar look and feel
- High OCR rates for faster processing and less manual correcting
- End-to-end solution encompassing the entire workflow from document receipt to archiving
- One-stop-shop providing implementation and ongoing support
- Compatibility with different SAP deployment models to ensure a smooth S/4HANA migration in the future



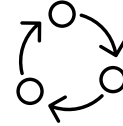
Benefits



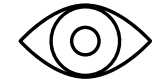
Automated data capture and entry into SAP



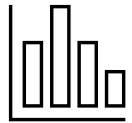
Native integration with SAP



Automated 3-way match between invoice, order confirmation, and goods receipt



End-to-end visibility



Configurable dashboards and reports for KPI tracking



Machine Learning automatically coding non-PO invoices



A single platform allowing for standardized AP workflows



Increased compliance and fraud protection



Results

100%

Increase in employee
empowerment

crocstm

60%

Faster
invoice processing



90%

Reduced average
throughput time

LIONSGATE[®]



Looking beyond

- Most companies are still facing their migration to S/4HANA
- The move from SAP ECC to S/4HANA impacts your entire company and all its processes – including your AP and your Procurement departments
- Evaluate your AP automation provider not just based on your current, but on your future needs, too
- Streamline and standardize your processes before the migration to ensure a clean S/4HANA setup
- Ensure compatibility with different deployment models – private cloud, public cloud, on-prem
- Future-proof your software investment with a solution that can grow and adapt to your changing business requirements

According to recent numbers

66%
of SAP companies

*have yet to buy
SAP S/4HANA.*



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