



Invoice processing quality significantly improved

Case Study: Roto

WISHES

- Digital submission of invoices
- No more lost invoices
- More insight into the invoice flow
- Digital approval of invoices

RESULTS

- Much better insight into the invoice flow
- Invoice processing time has decreased
- The total process has been significantly accelerated
- Internal transactions are more transparent

FACTS & FIGURES

- Exact Globe, MS Dynamics AX and M-Soft
- 50.000 invoices per year
- 60 users

CHOSE SOLUTION

- Easy Invoice / Easy Invoice app
- OCR software



It was a combination of circumstances that turned out well: a strategic reorientation and the request of a customer for **ROTO** to provide their invoices suitable for e-invoicing. 'In the context of streamlining processes, this option seemed worth investigating to us. This way, we ended up with Easy Systems, and have been working with Easy Invoice, their solution for electronic invoice processing, to our full satisfaction since 2011. The quality of the invoice handling process has improved significantly: we have much faster insight and better management information', says Tom van Lindert, financial director at **ROTO**.

Unfortunately, the crisis did not leave the steel industry unaffected. This prompted **ROTO** to undergo a strategic reorientation. 'From 2008 to 2012, we noticed the decline in orders, especially from construction. When the government started cutting in 2012, the prices really came under pressure. Fortunately, we are a financially solid company, so we could compensate for this. Even so, we did start looking at all costs and processes critically in order to regain strength. We merged activities and closed smaller offices,

but also invested in new production lines and automation. It was at that time that we received the question of a customer whether we were able to provide electronic invoices, because they were engaged in e-invoicing. We did already have scanning software, but not a complete digital workflow. Group-wide, we are talking about approximately 120,000 outgoing invoices and 50,000 incoming invoices, so that gave us the idea to start looking into this for ourselves as well', says Tom van Lindert. >



“In consultation with the tax authorities, we got rid of the paper archive.”

Tom van Lindert - Financial Director

LIMITED INSIGHT

Van Lindert has been working as finance director at ROTO for 17 years. The core activities of the group are housed in four business units, who all have something to do with steel and steel processing (galvanising and powder coating), grid technology, and expanded metal. Since he started working there, he has seen the company grow from about 250 employees to approximately 700, of which 650 are directly employed in production. The number of locations has grown to 12 globally, in part due to acquisitions and in part due to autonomous growth. ‘You can imagine that within a growing company, that is also becoming increasingly active internationally, the invoice flow is not always clear. That applied to us as well: it was not always clear where invoices were in the invoice handling process. The approval of invoices would also sometimes be delayed because the authorisation/budget holder was abroad. In addition to limited insight, this also creates delays and the need to search through papers. Therefore, there were certainly benefits to be achieved by digitizing and automizing the invoice handling process. We therefore decided to include e-invoicing in our strategic reorientation, whereby we wanted to further optimise the internal support processes in order to continue to be competing. Standardising and fully automating the production processes is much more difficult, because we provide a lot of customer-specific customisation. That is how we distinguish ourselves in the market.’

CONSTRUCTIVE ATTITUDE

In late 2010, ROTO began its orientation with regard to e-invoicing. The implementation of Easy Invoice took place in stages from 2012, whereby the business units that were already working with new ERP software came up first. Easy Invoice was integrated simultaneously with MS Dynamics

AX, Exact Globe, and M-Soft, and is now operational in all business units. **‘We chose Easy Systems because it is a professional company and because Easy Invoice is a stable system that is very user-friendly and able to integrate with different ERP systems simultaneously.** It is constructed logically, which means hardly any training was necessary, except for a few key users. Furthermore, the price-quality ratio is good; but above all, the cooperation and guidance of Easy Systems is excellent, both technically and in terms of account management. They contributed proactively to the thought process based on the business case. The partnership will now even go beyond that: now that we need a German interface, they are prepared to share the development costs with us. After all, it is a win-win situation. This kind of constructive attitude is great to work with.’

XML-FORMAT

Van Lindert looks back on the process with satisfaction. ‘It went smoothly and it brought us a lot. We now have much more insight into the invoice flow, and the processing time of invoices has also decreased. Budget holders now receive automatic reminder e-mails for authorisation, which further accelerates the process. The digital availability of invoices, including via the ERP system, presents a great advantage for our people who work externally. It also cuts out a lot of search work overall, and in consultation with the tax authorities, we got rid of the paper archive. We have a lot of internal transactions that have now become much clearer and, moreover, can be fully handled in XML. The number of suppliers that also works with XML is still disappointing, which is unfortunate. Invoices in PDF are becoming more common, but it largely remains a paper process at the senders end. We now see that large suppliers are looking into it, but it is not going as fast as we would like. In fact, one of our smallest suppliers, a sandwich shop whose owner is interested in programming work, was one of the first to respond to our request to send invoices in XML format! **The greatest potential benefit is that we can retrieve management information much faster and with better quality.** It is now a lot easier





for us to properly monitor both our incoming and outgoing invoice processing.'

'Easy Invoice is rock-solid'

Jack Vet is head of administration of the business unit steel and steel processing (De Boer Staal & De Boer Snijbedrijf). He is especially pleased with the streamlined workflow and digital archiving of invoices Easy Invoice offers. 'It is much simpler to check everything, and invoices are much easier to approach now thanks to the link with M-Soft. This saves us a lot of time searching in papers. As for me, I would like to see even more automated recording. Unfortunately, not all of our suppliers have reached that point yet. That is a shame, because e-invoicing offers many benefits. Easy Invoice is easy to use and is rock-solid.'

'Easy Systems offers open cooperation'

Arjen de Vries is controller of the business unit surface treatment. 'With an IT project like this, good, open cooperation with the software supplier is needed. Easy Systems has guided us very well; for each new step in the project, we sat down to talk to their consultants. Is this what we really want, and what does it mean for our organisation? The entire invoicing process is now automated and formalised. We have more insight into the invoice flow, which makes it easier for us to demonstrate things to our accountants. This also makes it easier to carry out detailed analyses, while saving costs at the same time.'

"If you need to do more work with the same people, you should not work harder, but smarter."

Sander Kaandorp - Head of Administration

'Easy Invoice makes us future-proof'

Sander Kaandorp is head of administration of the (intermediate) holdings of ROTO. 'We were the last to switch to Easy Invoice from Easy Systems, because we wanted to finish implementation of our new ERP system MS Dynamics AX first. I had already heard positive things about Easy Invoice from the other business units. I can fully endorse their positive experiences. The invoice handling process is much more efficient now. If you need to do more work with the same people, you should not work harder, but smarter, because that is what the competition is doing as well. Manual invoice coding is outdated. This type of work will be completely automated or disappear to foreign countries. Our people have more time for analytical work now. Easy Invoice makes us more future-proof. <

De garanties of Easy Systems

- ✓ An interface for every financial system
- ✓ Fixed price implementation
- ✓ Completion possible in just 5 days
- ✓ Permanent time and cost savings

Our solutions

- E-invoicing
- Scanning & Recognition (OCR)
- Invoice Processing
- Purchase Management
- Contract Management
- Expense Management
- Both cloud & on-premise applications