Accounts Payable Automation for AccountingSeed™ via APSmart™ from CloudX®

Featuring:

BigAir

Making Invoice Processing Effortless

The [BigAir Group](#) is an Australian public company, which has quickly grown into one of Australia's leading providers of managed services and cloud-based solutions, networking infrastructure, & fully managed campus-based networking.

"BigAir is better than ever after having deployed APSmart in terms of accuracy & productivity. The real difference is when we double the invoice volume, we won't need to double the headcount." – Charles Chapman, CFO

Executive Summary

BigAir successfully automated their invoice processing within Accounting Seed by deploying APSmart from CloudX to streamline how invoices got processed while increasing visibility to their accounts payable data. Highlights include:

- **67% reduction in invoice processing cycle**

- **100% increase to invoice status visibility**

Challenges

BigAir has grown and is continuing to grow rapidly, so one of the key components of a successful Accounts Payable improvement

initiative would necessitate the ability for BigAir to enhance its invoice processing through gains in efficiency, accuracy, and most importantly full time employee scale. By embracing an agile AP automation approach, Big Air could enable itself to continue to grow without having to add full time headcount in its Accounting Operations, which would enable it to allocate resources to other core areas of the organization to support its growth.
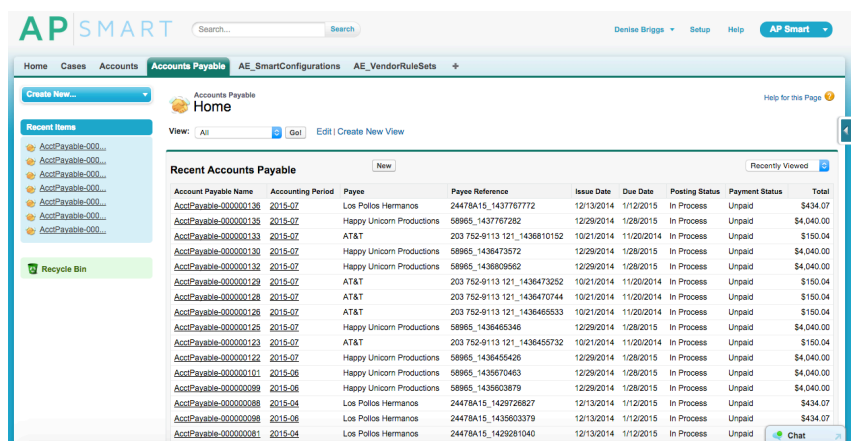
Prior to working with CloudX they grappled with two key issues in their Accounts Payable process; invoice approval workflow and the linking of critical transaction information. Big Air's monthly spend is approximately $3.2MM AUD and they process almost a thousand invoices per month.

Invoices were physically scanned and uploaded to Google drive, which was leveraged as the primary methodology for routing invoices for approval. As a result the organization was passing paper and information throughout the organization in a less than optimal way, and one that necessitated manual data entry to enter invoices into their cloud-based accounting system, Accounting Seed. Each invoice transaction could take as much as fifteen minutes to process. With process delays based upon manual handling and data entry, scaling the process was untenable and inefficient at best.

These issues created a climate at Big Air that was ideal for an AP automation initiative, assuming it could work in direct connection with their instance of Accounting Seed.

How Product Helped

CloudX integrated APSmart for Accounting Seed in a rapid deployment approach. Through this method, suppliers to Big Air send their invoices to a dedicated and monitored email address that CloudX provided. CloudX then automatically picks up all invoices entering the process and digitally converts all relevant data off the invoice via a cloud-based optical character recognition technology that is overlaid by CloudX's personnel resources that ensure over 99.9% data accuracy in the capture process. The invoice is immediately pushed to Accounting Seed as an invoice record and the data is available to the Big Air Accounts Payable staff to advance the process. Invoices are turned around within a 24-hour period as part of the standard CloudX service level agreement.

Through this approach the challenges of grappling with manual data entry and linking relevant invoice information are mitigated and the technology drives the process, not a human. This in turn liberates accounting staff at Big Air to focus on priority items and get out from under the encumbrances of manual invoice processing.

Results, Return on Investment and Future Plans

The advantage to this approach from Big Air's viewpoint is faster and more reliable access to their supplier invoices, without the strain that data entry places upon their AP staff. Additionally, they have successfully prepared themselves to be able to scale their AP process through automation without having to add headcount to their AP staff as their business continues to surge and grow. In terms of processing time involved per invoice Big Air has seen a 67% improvement per transaction, dropping their original time of 15 minutes per invoice to only 5 minutes. Further, Big Air has obtained complete visibility and enhanced accounts payable process management through deeper insight into the document workflow, something that was unavailable in their previous process.

Another valuable component from Big Air's perspective was that this was achieved through a rapid deployment methodology. Because APSmart exists as an Apex object within Accounting Seed (& Salesforce), it is essentially a plug and play app that is able to be configured, live, and running smoothly within 1-2 weeks. The net impact then is a transformed process on the fly, and one that ushers in a new era of profitability and potency for finance executives and managers. Finally, because APSmart requires a nominal implementation cost and an affordable transactional cost per invoice unit, the returns were effectively immediate and sustained, making it appealing from an ROI perspective.

Because of the successful roll out of APSmart, CloudX and Big Air are collaborating again to build out additional functionalities within APSmart for AccountingSeed to include authority delegation and enhanced approval workflows. Outside of APSmart, CloudX is developing an inventory and asset management module for Big Air that will reside as an Apex object within Salesforce / Accounting Seed.

Minutes per Invoice)

Before APSmart	After CloudX
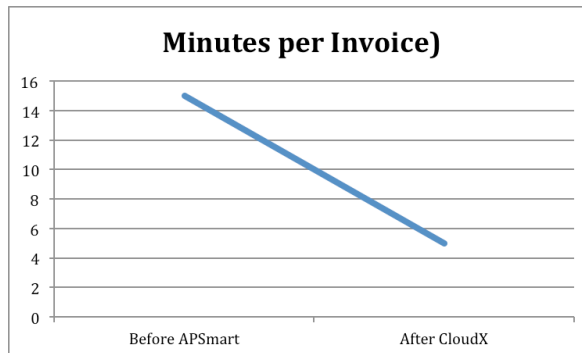
"BigAir makes use of Salesforce extensively and it is vital for all aspects of the business process to be contained within Salesforce. CloudX is a trusted partner of BigAir and works with BigAir to make this a reality!" – Charles Chapman, BigAir CFO

Company Profile: BigAir Group
Location: Sydney, Australia
Industry: Networks & Technology
Initiative Lead: Charles, Chapman, Chief Financial Officer

To learn more about how APSmart can transform your accounts payable process, please email us at info@cloudxdpo.com or call us at 860.787.5323!

You can also find more information at www.cloudxdpo.com