J.J. Taylor taps into streamlined invoice capture with Medius AP Automation

J.J.Taylor

medius
spend simply managed

J.J. Taylor

J.J. Taylor Companies, Inc. is a beer distributor in the United States with offices in Minnesota and Florida.

J.J. Taylor's vast portfolio includes great American brews, local brews, imports, crafts, ciders, specialty, and more. The company operates over 960,000 square feet of warehouse space and has been **a leader in the industry for 60+ years** with more than 1,000 employees nationwide.

A brewing need for improvement

J.J. Taylor Companies, Inc. has always been committed to being First Choice to their employees, customers, and suppliers in the beverage industry. So when they realized their existing document management solution wasn't making the cut, they knew something needed to change.

The team at J.J. Taylor struggled with too many manual touches, despite having the document management system in place. In particular, their largest supplier Miller Coors were submitting hefty invoices with hundreds of line items that each needed to be managed by someone from the AP team. And on the expense-based invoice side, they had no automation in place, so the process was completely manual and a major burden on the AP team.

From a strategic perspective, there was also a lack of any kind of insights or reporting from the existing systems. This made tracking processes, bottlenecks, and team performance nearly impossible. Without any type of spend visibility, proper accrual and forecasting was tedious or inaccurate.

J.J. Taylor

Facts & Figures

— 60,000 invoice per year

— Industry: Beer Distribution

— Solution: Medius Capture and AP Automation

AP Automation
Project Goals

> " In other standalone capture solutions there was still a lot of manual document handling, and it was hard to see the value there. With Medius Capture, being an integrated part of the solution, that closed the loop for us, and it has developed to handle more invoice needs even in the last year we've been using it.

Having already worked with some level of digitization through their existing document management solution, the team knew exactly what was lacking and what was a "must-have" in the new solution they would eventually select.

It was important that the solution could handle the automated receipt and processing of invoices – especially those from their high-volume suppliers – including the invoice validation, matching on header and line levels, and leaving AP to focus on speciality suppliers, exceptions, and more strategic initiatives.

It was also important that the solution was able to enhance their overall visibility, giving them clearer insight into the invoice-through-payment process. This would empower the AP team to better serve the enterprise, keep suppliers happy, and further enhance their own careers by leveraging a tool with cutting edge technology, such as Machine Learning (ML) and Artificial Intelligence (AI).

Lastly, through speaking with multiple vendors in the marketspace, they realized it was important that the invoice capture was an integrated part of the overall solution, and that it was able to lend itself to an overall touchless process. Having a separate capture or Optical Character Recognition (OCR) outside of the process automation would simply add too many manual steps.

Packaging the
perfect solution

J.J. Taylor uses an ERP known as EoStar (commonly used in the Beer/Beverage Distribution Industry). Knowing that they needed a solution that could work with their existing systems, they turned to their peers to find out who others in the industry relied on for automating their AP processes. From those peer references, they landed on Medius, who has a number of customers in the Beer Distribution industry, as well as customers running EoStar.

Speed was the name of the game for J.J. Taylor, and they were looking for a reliable, fast way to integrate Medius with their current technology stack. Enter ENZO, our partner, who had worked with J.J. Taylor on another SQL based integrations (separate from finance). Through conversations with Medius and ENZO, it became clear that they could tailor the API integration in a very simple, repeatable way, resulting in an incredibly fast implementation time.

A strategic pairing

Through the partnership with Medius and ENZO, J.J. Taylor could easily access and integrate their data using a standard language of SQL.

— No Developers

— No ODBC

— Connectors

— No ETL tools to use or learn

The result: a simple, repeatable, & cost-effective integration route for AP Automation.

> " ENZO was an integration aid that made the entire process nearly painless. By being as flexible as they are, we had the ability to tailor the Medius API integration to do exactly what we needed it to do. You can take what is in ENZO today and use it with another distributor and have it be just as successful.

Keeping the **beer trucks rolling with automation**

JJ Taylor went live with Medius Capture and AP Automation in August 2020 and have been able to achieve high touchless rates in strategic areas, such as the Miller Coors supplier base where the bulk of their invoices come from. This allows the AP team to focus on strategic initiatives, such as:

– SKU population

– Supplier diversity

– Governance to documentation

– Identifying problem suppliers and process bottlenecks

"

Medius was the most sensible solution for J.J. Taylor. Their trust in standardized technologies like REST APIs and their willingness to work with integration partners like ENZO, meant that we could turn Medius into the enablement platform we were hoping to get.

Then
and now

Where there were prior manual processes from an inefficient document management solution, Purchase Orders are already imported into Medius AP Automation, and automatic matching occurs. And the entirely manual non-PO invoices are received and processed in an automated, trackable fashion.

Now that they have invoice data available in Medius, J.J. Taylor has access to thousands of points of information in their financial system, and a readily accessible, easy-to-use dashboard for accurate

and timely financial reporting. That's a result worth toasting to!

So far they've also been able to work strategically on payments. Where they previously had issues with late payments, particularly with niche craft brewers who needed to have short payment terms to keep their craft operations afloat, they can now focus on prioritizing those invoices for approval and payment. That keeps their supplier base happy and reduces the friction that was costing them significantly through fees.

J.J. Taylor
DISTRIBUTING
FLORIDA, INC

THIS VEHICLE IS UNDER CONSTANT VIDEO SURVEILLANCE

cleanest on earth
Natural Gas Vehicle

913

61

About
Medius

Medius is a leading global provider of cloud-based spend management solutions, helping organizations drive their business forward by enabling best-in-class process efficiency, cost saving opportunities and greater financial control.

Our modular spend management suite includes market leading solutions for strategic sourcing, contract management, procurement, accounts payable automation and supplier management as well as data insights tools bringing control, compliance and cost savings throughout the entire source-to-pay process.

Thanks to an easy cloud deployment, intuitive user interface and built-in best practices our customers experience tangible savings right from the start as well as long term ROI success. With Medius, spend is simply managed.

Over 4,000 customers and 500,000 unique users worldwide use Medius spend management solutions, managing transactions worth more than $160 billion annually.

Founded in 2001, Medius is owned by the global investment firm Marlin Equity Partners. In 2019 Medius acquired Wax Digital to become the power-house in spend management solutions. The group has over 400 employees and offices in Sweden (HQ), the United States, United Kingdom, Australia, Denmark, Norway, the Netherlands and Poland. For more information, please visit medius.com.

SAVING TIME & MONEY SINCE **2001**

500,000 **USERS WORLDWIDE**

POWERING TRADE IN **102** COUNTRIES

OVER 4000 CUSTOMERS

A GARTNER MAGIC QUADRANT VISIONARY COMPANY

18% OF TURNOVER **REINVESTED** IN PRODUCT DEVELOPMENT

$160bn **SPEND UNDER** MANAGEMENT

98% CLIENT RETENTION

◯ medius
spend simply managed

www.medius.com

Gartner
MQ RECOGNISED SINCE 2018

Spend Matters SolutionMap
VALIDATED
2021

50 TO KNOW
2021
Spend Matters
ALMANAC

Microsoft Partner
Microsoft
Gold Cloud Platform
Gold Application Development
Gold Data Analytics

Ardent | Partners
RESEARCH WITH RESULTS
KEY SOLUTION PROVIDER FOR 2020

nqa.
ISO 9001
QUALITY MANAGEMENT
UKAS MANAGEMENT SYSTEMS
015

nqa.
ISO 27001
INFORMATION SECURITY MANAGEMENT
UKAS MANAGEMENT SYSTEMS
015

SAP Silver Partner
TM