fluiconnecto
by *manuli*

Greater efficiency
with one AP solution for
Fluiconnecto worldwide

medius

Case study

Fluiconnecto is a **leading international service organization** focused on high pressure hoses and fluid connectors, providing products and maintenance services for all market segments including marine, oil & gas, construction industry and manufacturing. Fluiconnecto is present in 29 countries on 5 continents and has over 1,300 employees.

Case study
summary

— Fluiconnecto is a leading international service organization focused on high pressure hoses and fluid connectors, providing products and maintenance services for all market segments

— Solution: Medius AP Automation connected to Fluiconnecto's ERP Microsoft Dynamics AX/365

— A solution to support AP automation in a multi-ERP environment

— Foundation for Shared Service Center according to the IT strategy

— Efficiency results: increased productivity of 50%

A group with multiple ERP systems

Fluiconnecto is comprised of a group of companies gained by mergers and acquisitions, which led to several different ERP systems being in use throughout the organization. Fluiconnecto's current ERP landscape is a patchwork of different systems, including Sage, SAP and Microsoft Dynamics. However, a decision has been made to transition all companies and business units of the group to Microsoft Dynamics 365 for Finance and Operations.

The main goal for Fluiconnecto is to have all processes, starting from marketing to aftersales, supported within Microsoft Dynamics 365. In areas where the standard Microsoft Dynamics offering has no satisfying solution, Fluiconnecto chooses to work with best-of-breed solutions connected to Dynamics 365, which, in the case of accounts payable automation, is Medius AP Automation.

Decentralized
AP processes

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In every country we have at least one person at the AP department processing supplier invoices. Those people can easily be adopted into the shared service center to save a lot of time on the AP process and have everything centralized.

Boudewijn Rast, Group IT Manager, Fluiconnecto

Another challenge with a dispersed organization is that invoice processing within Fluiconnecto was managed in many disparate ways. Some business units were managing invoices in a fully manual, paper-based process whereas others handled invoices by email. Others had advanced a bit further by setting up invoice reception by EDI.

The manual process in particular, caused many errors and left invoices to float unresolved within the organization, resulting in a lengthy AP process. In

addition, up to 3 employees were needed to manage invoice registrations, coding, distributions and approvals. This problematic situation was amplified across each entity within the group.
As a result Fluiconnecto decided to set up the foundation for a shared service center in line with their IT strategy to handle all supplier invoices for the entire group.

To reach this goal, the IT department of Fluiconnecto started the search for a new AP Automation solution.

AP automation
in a multi-ERP environment

Fluiconnecto searched for a solution to support their needs for a centralized and efficient AP process that would also easily connect with the different ERP systems in place.

Other must-have criteria for the AP automation solution was that it should be a cloud-based technology, a Microsoft Certified provider and have a global presence to support Fluiconnecto's international organization.

Not many suppliers of IT solutions can connect to multiple ERPs,' says Svetoslav Petrov, Business Applications Manager at Fluiconnecto, 'That was one of the biggest advantages of choosing Medius AP Automation. We can still process all our invoices in one and the same streamlined workflow even though not all of our companies are working in the same ERP platform. Besides that, the contacts within Medius gave us great confidence in a strong partnership. They thought well with us and provided us with the correct information adequately.

Boudewijn Rast, Group IT Manager, Fluiconnecto

Smooth
implementation

As a result of the multi-ERP environment all companies within the Fluiconnecto group had different master data set-up and processes. Therefore, the first step was to unify the master data to ensure all companies use the same set-up and enable accurate reporting. When this was in place the project to implement Medius AP Automation began. This task was crucial to ensure Fluiconnecto would get the most out of the new solution as the master data is the key to achieving high levels of automation as well as ensure high quality financial reporting.

Structured
delivery

Fluiconnecto had a smooth, streamlined go-live with Medius AP Automation. 'Because Fluiconnecto was also replacing the ERP systems at the same time, this required a great deal of flexibility from the Medius team. We were very impressed by the Medius AP Automation implementation methodology with a structured plan and timely deliveries, which ensures that it is clear in advance which activities were assigned to whom. We are used to very hectic go-lives, but with Medius AP Automation we didn't have had any issues thanks to this approach.' – says Boudewijn Rast.

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First, you need to agree on the data set-up, a common data structure and chart of accounts set-up so you can organize reporting in a clear way, then start implementing the AP automation solution.

Boudewijn Rast, Group IT Manager, Fluiconnecto

50% increase
in productivity

As a company, Fluiconnecto wants to take the lead when it comes to process efficiency as well as IT maturity. All AP staff are trained in using Medius AP Automation and can now be more productive in their daily work. As such, Medius AP Automation has supported a faster and more efficient accounts payable process.

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With Medius AP Automation we process 50% more invoices within the same time period compared to the prior solution. Since we have automated 3-way invoice matching in place, Medius AP Automation processes a large volume of invoices automatically, without anyone touching or seeing the invoices

Boudewijn Rast, Group IT Manager, Fluiconnecto

About
Medius

Medius AP management software replaces the work and worry of invoices with AI and automation. Medius goes far beyond basic automation by using artificial intelligence to do the work – so invoices get coded, approved and paid, and your business can trust your budgets and forecasts without the fear of potential fraud. And you won't have to worry about implementation and ongoing administration costs, because you'll start seeing the value immediately and the innovation won't stop. To learn more, visit medius.com.

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