

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

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**SAP**insider



## In this session

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What benefits can companies expect when implementing an accounts payable automation software? How long does it take to achieve positive ROI? And how can you ensure long-term success, for example, if you are still facing the upcoming migration to S/4HANA?

Explore how xSuite's customers went about in their search for an AP technology partner as well as the “before and after” of their finance processes.



# What we'll cover

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- Common AP challenges
- Introducing our customers
- Searching for an AP partner
- Benefits
- Results
- Looking beyond
- Wrap-Up



# Challenges

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Long invoice  
processing times



Integration issues  
with SAP



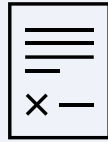
Manual data entry  
into SAP



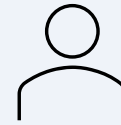
Lack of reporting  
capabilities



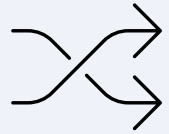
Lack of visibility  
and KPIs



Manual entry and  
coding of  
non-PO invoices



No centralized  
solution
























Multiple systems  
involved

# Our customers

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# Introducing our customers

# Crocs

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## *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

The Crocs logo is displayed in a bold, green, sans-serif font. The word "crocs" is in lowercase, and a small "tm" trademark symbol is positioned to the upper right of the final "s".

# Dole Packaged Foods

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*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

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## *When **Lionsgate** approached us:*

- Their AP process was extremely difficult to monitor
- The approval and release process involved several different business units
- Invoices were not forwarded internally, which led to longer processing times overall
- There was no visibility or transparency into the invoice status which made it almost impossible to answer incoming supplier inquiries
- AP performance metrics were difficult to track and unreliable

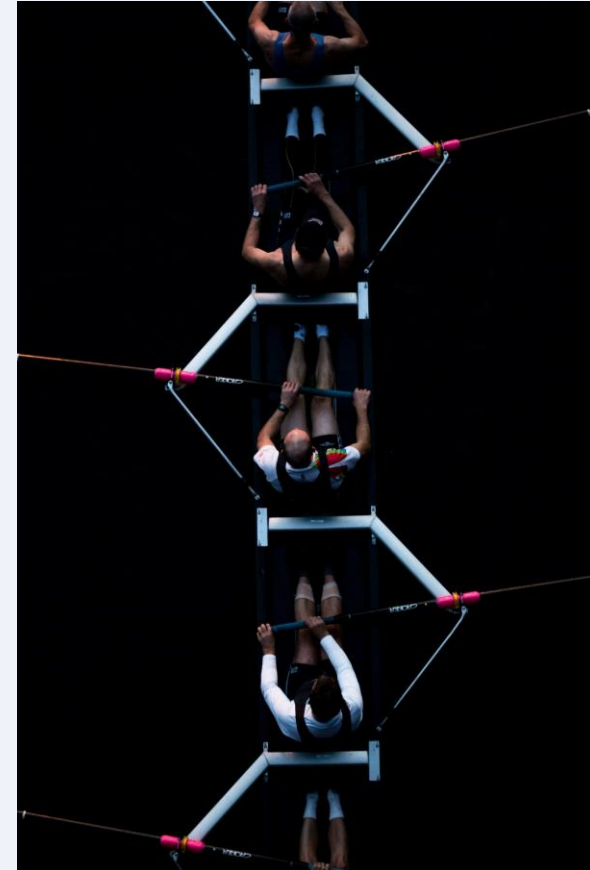
The logo for Lionsgate, featuring the word "LIONSGATE" in a bold, black, sans-serif font, followed by a registered trademark symbol (®).

# In search of a long-term AP partner

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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 and results

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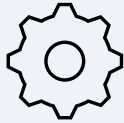


# Benefits

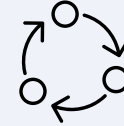
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Automated data  
capture and entry  
into SAP



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

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100%

Increase in employee  
empowerment

**crocs**<sup>tm</sup>

60%

Faster invoice  
processing



90%

Reduction of the  
average  
throughput time

**LIONSGATE**<sup>®</sup>



# Looking beyond

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- 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*

# Wrap Up

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# Key Points to Take Home

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- Accelerate your AP process through digitization and automation
- Increase user acceptance with a solution that has a similar look and feel to SAP
- Enable your AP department to become a strategic business partner—for increased job satisfaction and success
- Selecting the right partner is key
- Evaluate your AP automation provider not just based on your current, but on your future needs, too
- Streamline and standardize your processes before your S/4HANA migration to ensure a clean setup in the new system
- Ensure compatibility with different deployment models – private cloud, public cloud, on-prem

# Where to Find More Information

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<https://news.xsuite.com/en/customer-success-story-dole>

Case study describing the success story of Dole Packaged Foods with xSuite's solutions

<https://news.xsuite.com/benefits-of-automation-wp>

Whitepaper on the benefits of automating your accounts payable and procurement processes

<https://www.xsuite.com/en/software/invoice-on-sap-btp/>

Learn more about xSuite's intelligent AP automation solution on the SAP Business Technology Platform (BTP)

<https://www.xsuite.com/en/resources/resource-center/>

Visit xSuite's resource center for a collection of case studies, whitepapers, blog articles, and more

<https://www.xsuite.com/en/blog/essential-strategies-to-future-proof-your-business-finances/>

Enjoy this quick read on strategies that help you to future-proof your business finances

# Thank you! Any Questions?

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