Accounts Payable

CASE STUDY
Esker DeliveryWare

# Successful sales order automation prompts CGR to implement additional Esker functionality

CGR (Comptoir Général de Robinetterie) is a wholesale company specialising in plumbing fixtures and accessories. With sales revenue of 58 million euros, CGR employs 170 people. Located near Reims, the company offers its customers over 16,000 products available directly from its warehouses of over 11,000 square meters.

www.cgr-robinetterie.fr

**Distribution Industry**

## Configuration

- ERP: Sage 1000

On the heels of successful sales order management automation, CGR invited Esker back to automate supplier invoicing.

A wholesaler of plumbing fixtures and accessories, CGR offers a catalog of over 16,000 products and guarantees delivery in France within 24 hours of ordering. Using Esker solutions, CGR is able to process over 1,000 purchase orders per day, which includes data capture from each order to the creation of the purchase order in its ERP solution.

*"Building on the success from the first project with Esker to automate sales orders, we wanted to go further in automating other business processes to gain even more efficiency and establish a sustainable development approach in the context of our ISO 14001 certification,"* said Sylvie Genibre, Accounting and Administrative Manager for CGR.

## Internal study states automation needs

A study carried out by Procurement, Purchasing, Accounting and Logistics services on business optimisation, targeting the logistics and the use of paper within the company, detailed the need to automate the reception and processing of supplier invoices as a key objective.

With over 300 suppliers, CGR received and manually entered over 1,000 supplier invoices per month (800 related to shipments and 200 related to general overhead) using its Sage 1000 accounting solution. Manual processing of these documents proved to be long and error-prone. As a consequence, accounting assistants responsible for this manual process lacked time to verify entered information and to perform tasks with higher added value and more "accountability".

Today thanks to Esker solutions, an invoice is scanned and key data isautomatically captured using automatic recognition and optical mark technology (ADR/OMR). Invoices are then validated by an accountant through the Esker solution interface and automatically integrated into Sage 1000 with a link to the archived invoice. The approval to pay triggers the payment of the invoice in a timely manner. The Esker solution delivers significant improvement on the time and cost of processing invoices while providing visibility and traceability throughout the process.



Document Process Automation

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