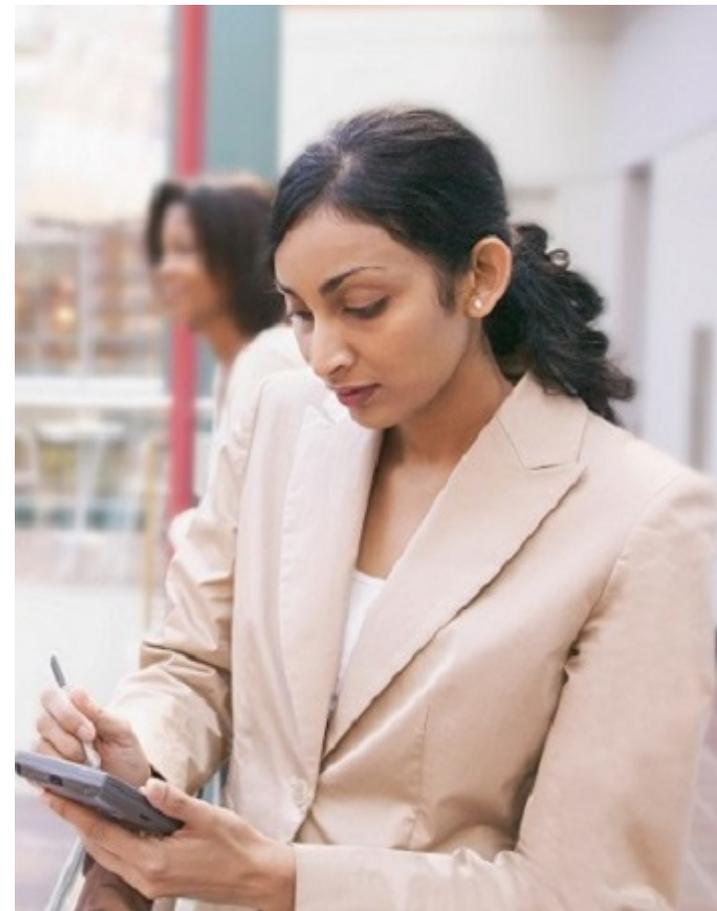




487 Consulting Services: Relying on AribaPay™ to Receive and Reconcile Payments with Greater Speed and Simplicity

Wireless communication companies benefit from the real-estate leasing and permitting services of 487 Consulting Services LLC. Over the past 20 years, this small business has been run solely by principal consultant and owner Kenneth Crouse. As a one-man shop, he has a lot to do. And the lack of visibility into scheduled payments created time-consuming invoice reconciliation and difficulty forecasting cash flows – all of which took time away from providing value-added services to his customers.

When a customer asked Crouse to look into SAP® Ariba® solutions to enable electronic payments, he was initially reluctant. But after attending a Webinar on AribaPay™, he decided to use the solution to receive payments electronically. The day after he was set up, he began receiving payment notifications. Nine months later, he started submitting invoices through the system as well. He quickly learned that his paper invoicing system was not only incredibly time-consuming, but also frustrating compared to the quick, efficient, and transparent AribaPay process. And with AribaPay, Crouse has also gained the confidence to predict and apply cash flow.



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Improving efficiency and customer relationships

Company (Supplier)

487 Consulting Services LLC

Headquarters

Folsom, California

Industry

Professional services

Products and Services

Real-estate leasing, entitlement, and building permit services for wireless communication companies

Employees

1

Web Site

www.linkedin.com/in/kenneth-crouse-332435114

Objectives

- Gain visibility into scheduled payments in order to forecast cash flow
- Increase transparency into every step of the invoice process
- Spend less time reconciling invoices and payments

Why SAP® Ariba® solutions

Quick and seamless payment and invoice processing functionality of the AribaPay™ solution

Resolution

- Achieved reliable visibility into scheduled payments
- Improved confidence in predicting and applying cash flow
- Strengthened customer relationships by eliminating conversations relating to invoicing and payment
- Enabled a simple and quick invoice reconciliation process
- Gained tremendous time savings, allowing more focus on helping customers

Future plans

Explore new business opportunities with the Ariba Discovery® solution for matching the right suppliers with the right buyers at the right time

2 hours

Spent creating invoices each month, down from 20 hours

75 seconds

To acknowledge invoice creation, compared to 75 days with paper process

Transparency

Into the invoicing process with the ability to watch every step of the way

"With AribaPay, I not only know when I am scheduled to get paid, but can see the payments being executed before they even hit my account. And I can easily see exactly what I am being paid for, including any adjustments that may have been made."

Kenneth Crouse, Principal Consultant and Owner, 487 Consulting Services LLC

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