

Fully Automated Purchase-to-Order Process Improves Accuracy and Cash Flow



Challenges

- With 35 branch outlets throughout 15 Brazilian states and huge volumes of purchase orders and invoices, Sotreq and Vale sought a cost-effective and more efficient way to reduce transactional inefficiencies, errors, and duplication associated with such a high volume of documents
- For years the company managed its purchase orders (POs) and invoices manually, which led to errors and mistakes that were hampering its business and trading relationships
- Required a new process to improve efficiencies

Solutions

- Leveraged Ariba's Quadrem Network to successfully implement a completely paperless purchase-to-order process through which it has been able to improve its efficiency, lower transaction costs, and increase customer satisfaction
- Ariba's Quadrem Network is used by buyers and sellers in more than 40 countries on six continents and allows trading partners to electronically connect and manage procurement activities—from RFQ reception and response, order confirmation, and invoice submission—more efficiently and effectively than ever before.

Results

- By leveraging Ariba's Quadrem Network, Sotreq S.A. has been able to:
 - Gain a single view into data across departments
 - Increase order accuracy by nearly 100 percent
 - Shorten transaction and delivery cycle timeframes
 - Eliminate work duplication and data inconsistencies
 - Reduce administrative errors
 - Improve accuracy on receivables and, ultimately, cash flow

“We clearly needed more accuracy in matching PO data to invoices. Ariba’s Quadrem Network enabled us to almost completely eliminate mistakes and efforts that arise when manually inputting data. And the agility and safety of Quadrem’s electronic process provides accuracy and stability and helps to improve our relationships with key partners.”
José Miguel Gonçalves, Contract Analyst, Sotreq