



Customer Story

EXCLUSIVE NETWORKS

Implementation of E-Invoicing
& AP Automation to Unite
Financial Operations



The Company

Exclusive Networks

Exclusive Networks, a global cybersecurity specialist for digital infrastructure, utilise the technical know-how of their team to bring value to their customers on a global scale. They provide customers with a unique combination of product and service portfolios through proven partnerships with 21,000 Resellers.

Head-quartered in France, they boast a presence in over 40 countries, serving customers across 170 nations. With a focus on automation and information efficiency, the company has achieved remarkable compound annual growth of 33% since 2012.

The company has grown both organically and through acquisition and as a result of this geographic expansion, their finance structure was still quite localised. To address and standardise this, Exclusive Networks embarked on a transformation journey to implement accounts payable (AP) automation, streamline e-invoicing and tax compliance, and unite their financial operations.

For more information on with e-invoicing and digital tax, check out ['Revolutionising Business Operations: E-Invoicing & Tax Compliance'](#).



Before Automation

The Starting Line

In the first step of their journey, Exclusive Networks embarked on an AP automation project. The complexities of e-invoicing and sales tax compliance, governed by distinct local mandates for sales tax returns and reporting further added to the challenge.

“We have global presence in 40 countries and since the acquisition and geographic expansion, our finance structure was very localised. The decision to automate was driven by the need to bring efficiency to our localised finance teams.”

**Amelie Donnally, Business Process Optimisation Director,
Exclusive Networks**

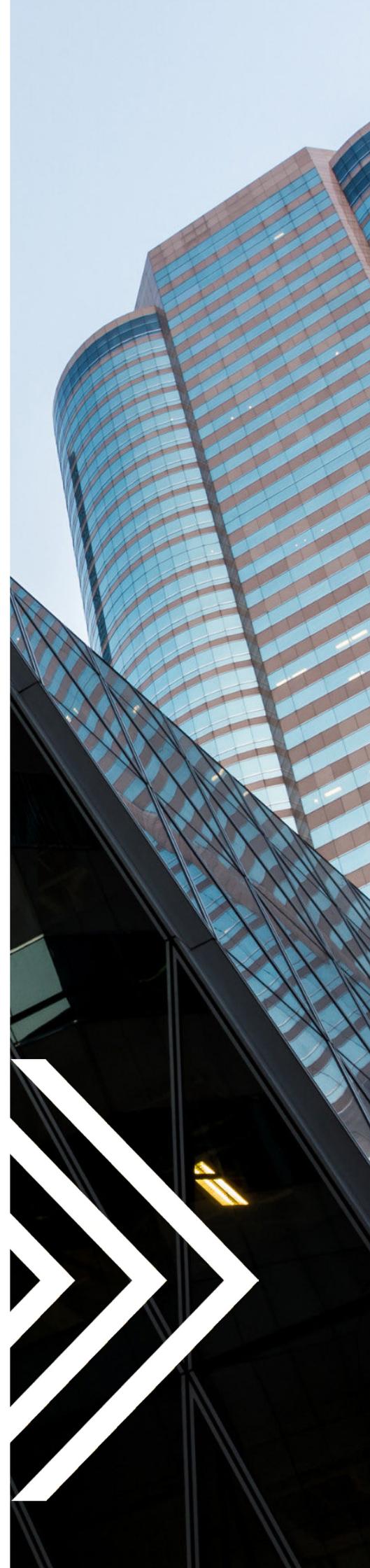
Also, some countries in which they operated has introduced continuous transaction controls which meant real-time e-invoice submissions to Tax Authority portals.

In order to make sense of this complexity, a key objective for Exclusive Networks was to find a single-source solution to merge AP automation and e-invoicing management, negating the need for multiple providers across various countries.

The business also decided to move all divisions to a single ERP solution (NetSuite) and this was also implemented as part of the overall transformation plan.

Integration with

ORACLE®
NETSUITE



Specs & Scope

Project Requirements

To establish core project requirements, Exclusive Networks initiated a focus group composed of group heads, regional leaders, and finance heads from each country. The company engaged in extensive surveys, workshops, and vendor demonstrations to pinpoint challenges and requirements before seeking a vendor. They agreed on the following objectives:

- Global Synergy**
A unified platform for AP and e-invoicing across countries, necessitating a provider offering a global solution.
- ERP Compatibility**
A solution that could integrate with their ERP, NetSuite and had reference able customers to demonstrate this.
- Comprehensive Automation**
A need for extensive automation spanning data entry, spend approval, and invoice matching.
- Enhanced Communication**
An integration with communication tools to boost supplier relationships
- User-Centric Design**
An intuitive interface focussed on driving user adoption, propelled by user feedback from demonstrations.

Having researched the market with these requirements in mind, Exclusive Networks selected Kefron AP. Kefron offer an integrated AP automation and e-invoicing solution to help organisations of all sizes streamline compliance and efficiency in their finance teams.

With over 100 different [ERP integrations](#) as well as integration with tax authorities, Kefron is paving the way for efficient digital transformation.



e-Invoicing & AP Automation Around the World

The global implementation unfolded in phases in over 25 countries, addressing the complexities of integration and localisation. The wave-based approach ensured clear milestones and objectives were met. Agile methodologies allowed for flexibility without compromising on core requirements. Each wave consisted of 4 – 5 countries, progressing through demonstrations, configuration, user acceptance testing (UAT), training, evaluations, go-live, and hyper-care.

E-invoicing, distinctive due to country-specific regulations, followed a separate roadmap. This involved individual region-specific plans, active engagement, and vigilant governance. As e-invoicing is so complex, it's important to work with an experienced vendor. Kefron's experience ensured compliance across varied business landscapes, regardless of location.

A simplified breakdown of the invoicing process

- 01 Invoice Reception:**
Kefron AP receives invoices in various formats.
- 02 Data Extraction:**
The invoice is processed to extract specific data based on requirements.
- 03 Data Verification:**
Supplier validation with business rules to mitigate fraud and duplicates.
- 04 PO & GRN Matching**
The invoice is automatically matched against a PO & GRN.
- 05 Approval**
Invoices without POs go through an approval process
- 06 Real-time Data:**
Data is posted to NetSuite through a secure API.



“Despite the challenges, the implementation has been incredibly successful. I cannot stress enough how important it is to ensure you bring the team along on the journey, because that really helped us.”

**Sowmya Dodda, Finance Product Owner,
Exclusive Networks**

Key Benefits

Efficiency & Compliance

Exclusive Networks employs a range of rigorous evaluation techniques to assess the project's value. Both user and customer feedback has been overwhelmingly positive, and the invoicing process operates in full compliance with relevant standards.

Kefron's continuous improvement team collaborates closely with Exclusive Networks on a monthly basis. Together, they identify bottlenecks and pinpoint suppliers causing the most challenges, all with the ultimate goal of achieving the highest possible level of touch-less invoice processing.

This level of efficiency not only ensures compliance but also empowers the AP team to redirect their efforts towards value-added tasks to further business growth and success. Regular evaluations of touch-free processing percentages, coupled with collaboration and refinement, underscore Exclusive Networks' commitment to continuous improvement.



We have had very positive user feedback, and even our CFO has affirmed that the project has successfully created additional capacity within our company."

Amelie Donnally, Business Process Optimisation Director, Exclusive Networks

Did you know?

Ardent Partners have identified a 50% touch-less invoice processing rate as the gold standard in the industry.

Exclusive Networks consistently exceeding industry benchmarks by achieving an impressive **75% touch-free invoice processing rate** with Kefron AP.





Achieving Milestones

The Blueprint for Success

The roll-out and subsequent use of Kefron AP has been an exemplary success. Moving forward Exclusive Networks will continue to work with Kefron to implement this solution in more countries. The success of this project so far offers valuable insights. Recognising the significance of effective communication, the project prioritised clear messaging to mitigate challenges.

Integration took centre stage during early testing, underscoring its pivotal role. The dedication of a specialised project team, backed by change agents and core groups, ensured consistent communication and eased anxiety associated with change. Rigorous governance was established through weekly stakeholder meetings, enhancing project oversight.

In the realm of user acceptance testing (UAT), comprehensive scenario testing emerged as a cornerstone. Kefron emphasises the importance of this phase, advocating for allocating dedicated time within busy finance departments. A commitment to continuous improvement was demonstrated through regular assessment of touch-free processing percentages, fostering collaboration and refinement.

Key to the success was the presence of a robust executive sponsor driving the initiative. Notably, Exclusive Networks' approach of involving end-users from the outset proved pivotal. This inclusive strategy, encompassing demonstrations, requirement gathering, and close engagement, ensured a deep understanding of the AP process. This approach facilitated direct interaction with Kefron, enabling nuanced solutions for diverse requirements and fostering a successful implementation journey. The experience underscores the importance of early involvement and a holistic understanding of intricate AP processes for achieving a seamless transformation.

“Kefron AP includes AP automation and invoicing solution globally. It reduces time to pay suppliers, makes training for our own staff easier and provides more clarity and accuracy on reporting.”

Stephanie Riera, Group Director of Finance & Transformation, Exclusive Networks

AP & Tax Compliance: A Seamless Journey

Exclusive Networks' journey towards AP automation and e-invoicing management exemplifies the transformation power of strategic planning, early user involvement, and robust communication. By embracing change with a holistic understanding of intricate AP processes, the company achieved seamless transformation.

This case study showcases that technology-driven initiatives, fuelled by teamwork and a commitment to improvement, can yield remarkable outcomes in modernising financial operations. As Exclusive Networks continues to expand and refine its processes, their success story serves as an inspiring blueprint for organisations navigating similar transformation journeys amid ever changing tax legislations.

Start your AP and e-invoicing automation journey today.

[Free Consultation](#) | [Buyer's Guide](#)





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