



## Customer Story

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### **200 DEGREES COFFEE**

Accounts Payable  
Invoice Automation Solution



# Customer Background

200 Degrees Coffee are specialist coffee roasters and unashamed coffee geeks. Their mission is to create the perfect cup of coffee.

The company continues to expand its independent coffee shops throughout the UK where coffee lovers can drink 200 Degrees Coffee served by a team of highly skilled baristas.

Furthermore, the business owns purpose-built barista schools where the head baristas pass on their knowledge to professionals and the public alike. The courses cover everything from simple home brewing techniques to advanced latte art so everyone can learn the essential life skill of how to make truly great coffee.

**200°**  
**COFFEE**



# Customer Situation

The business realised that previously owned automation solution iCompleat did not integrate with NetSuite, their new accounting solution.

The decision was taken to look for an alternative invoice automation solution that seamlessly synced with NetSuite, enabling fast and automated processing of accounts payable invoices so that only clean, validated data is passed to their NetSuite system for payment.

“Before Kefron AP, we would manually input all invoices into NetSuite which would take 3 days from processing to approval. Now, I'll probably spend an hour on the Kefron AP processing invoices, coding them and sending them off for approval.”

**Sasha Webster, Business Administration  
Assistant, 200 Degrees Coffee**

Built for  
**ORACLE®**  
**NETSUITE**



Integrated SuiteApp



# Implementation Process

Kefron AP is a Built for NetSuite certified partner, making implementation fast and efficient.

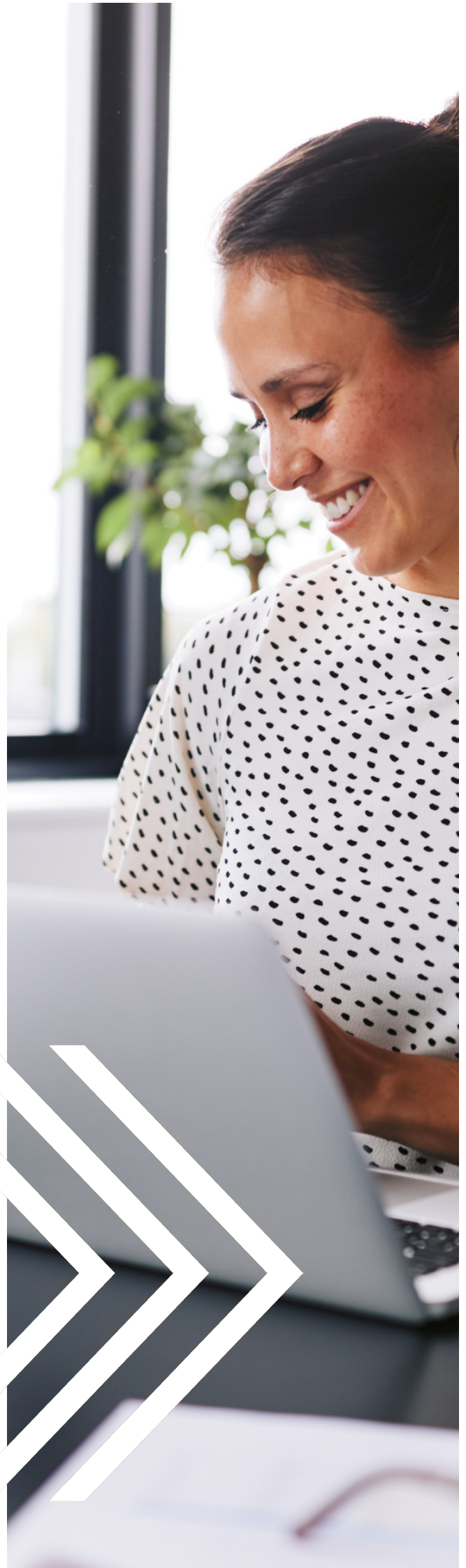
It took only 9 days for 200 Degrees Coffee to implement Kefron AP, going live in June of 2021.

Since then, Kefron has automated the processing of over 250 invoices a month on average.

“The implementation process was very good. Kefron helped me with any questions I had. I emailed them a lot and the Kefron team were very responsive, coming back to me straight away. So I can't fault them because the implementation process went very smoothly.”

**Sasha Webster, Business Administration  
Assistant, 200 Degrees Coffee**

9 days  
implementation time





# The Key Benefits

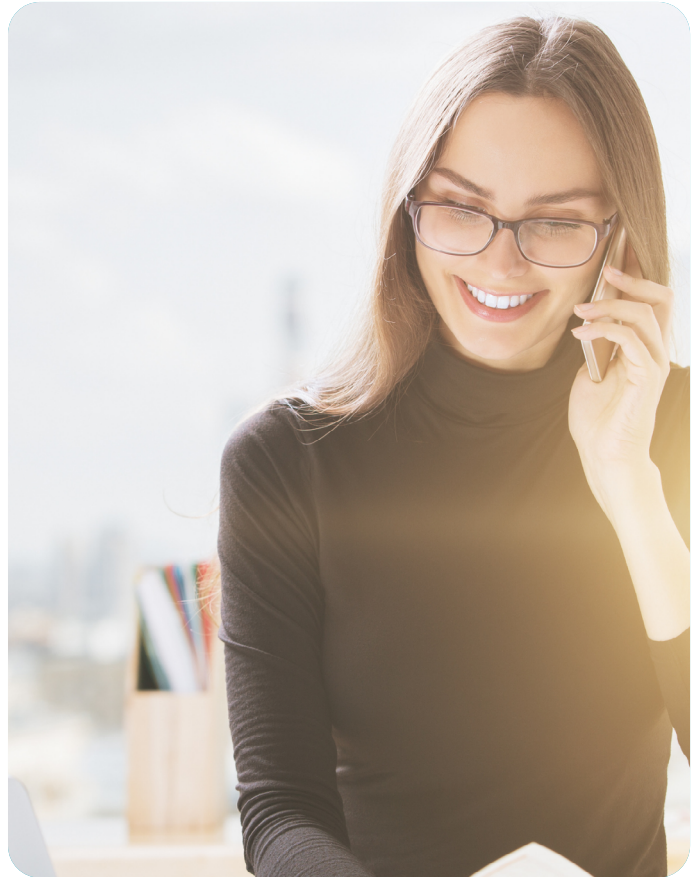
The automated scanning and capture of the invoice data has eliminated those low added-value tasks making the entire operation much more efficient.



*Our whole invoice process has changed. Before we had to scan in the paper invoices, email someone for approval and then wait for a response. I would then need to remember which invoices I had sent, and which invoices I have paid, because I wouldn't input them into NetSuite until they have been approved to avoid unauthorised payments.*

*With Kefron AP I know they've been approved before they are pushed to NetSuite."*

**Sasha Webster, Business Administration  
Assistant, 200 Degrees Coffee**



## ADAPTING TO YOUR BUSINESS NEEDS

Kefron AP delivers an out-of-the-box solution while offering significant flexibility. AP process specialists work with you to tailor the system unique to your business requirements.



*The hardest thing we had to work out was the approval process. Kefron AP has an approval process by supplier and we don't do that at 200 Degrees Coffee. However, Kefron has been really accommodating and easily configured the approval process to meet our business needs."*

**Sasha Webster, Business Administration  
Assistant, 200 Degrees Coffee**



## TIME BACK TO THE BUSINESS

200 Degrees Coffee previously used iCompleat as their automation solution. However, the process was really time-consuming as each line had to be inputted manually. Kefron has automated all the manual processing, freeing up substantial resources to focus on more valuable work.

Kefron AP eliminated the time-consuming processes previously applied by the 200 Degrees Coffee and in doing so significantly decreased errors associated with human touchpoints, which translated to no more miscoding or missing invoices.



*Instead of manually inputting data, I am looking forward to the next weeks' tasks, going through documents to make sure they are right, and checking prices that I haven't been able to do for a long time. Kefron AP is a lot easier to use and much more detailed. Now I can see all invoices on the Kefron system and at what stage each invoice is at."*

**Sasha Webster, Business Administration  
Assistant, 200 Degrees Coffee**



*When checking invoices on NetSuite, it is really helpful to have the hyperlink as the reference so that I can just copy this and see the pdf of the invoice without having to log onto Kefron AP system."*

**Diane Reynolds, Financial Controller  
200 Degrees Coffee**



Kefron AP is Built for NetSuite

## THE BIGGEST SAVING IS TIME

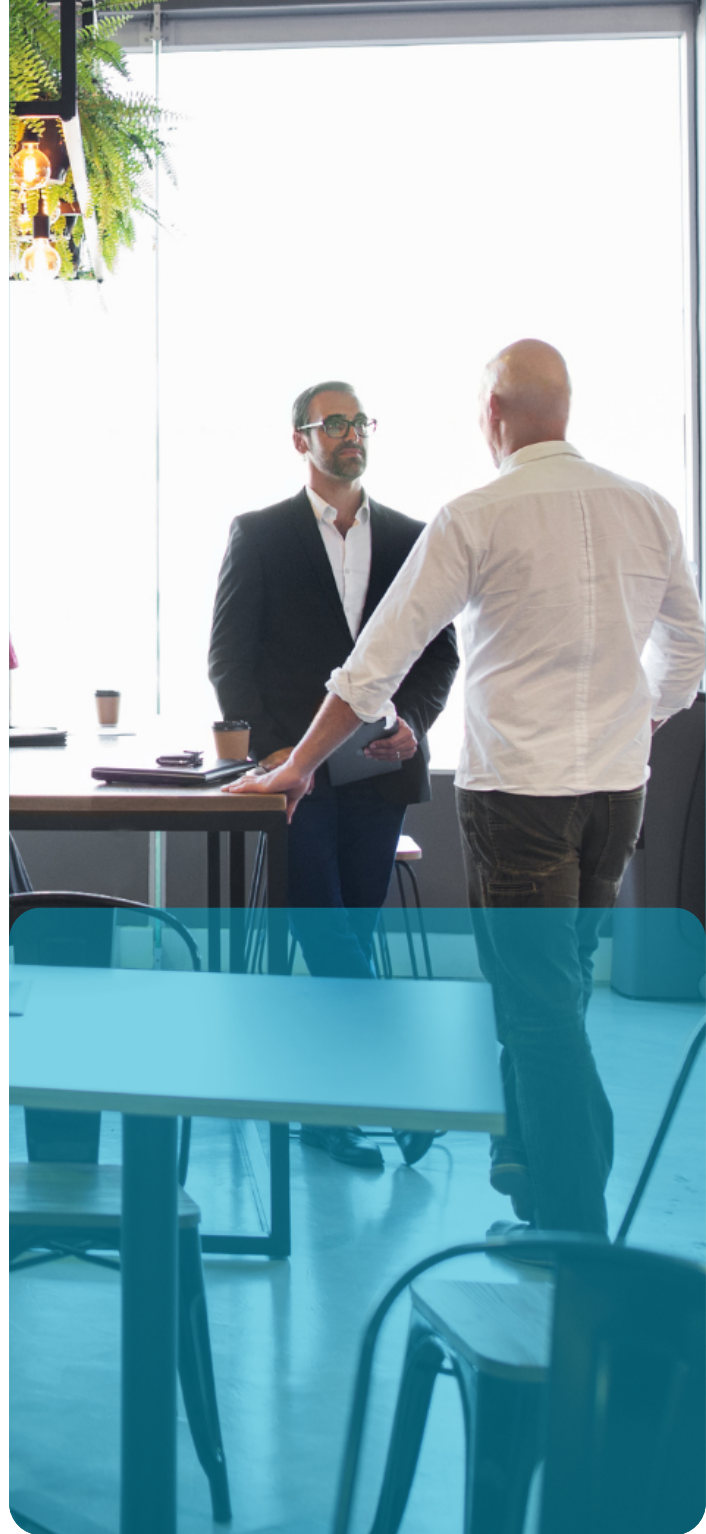
The Kefron AP system allows complete visibility for the 200 Degrees Coffee team of any invoice at any stage of the AP process. Once an invoice is in the system, a digital searchable layer is applied on invoices and allows any word on any page of documents to be searched. So the invoices can be instantly accessed on demand. No more wasted time for searching and retrieving invoices.



*Being able to email suppliers directly from Kefron AP is so much better. Before Kefron, we would download the invoice, save it to my desktop, attach it to an email and then forward it on to a supplier.*

*Now, when the supplier comes back to me via Kefron AP, I can see the entire email thread associated with each invoice query so when I send it for approval, they can see the history which makes the process a lot easier."*

**Sasha Webster, Business Administration  
Assistant, 200 Degrees Coffee**



The business has been able to eliminate costs related to invoice storage and effectively reduce paper usage by adopting Kefron AP. All invoices now are stored in the Kefron AP cloud based system.



# Results

“Before Kefron AP, processing and approving invoices would take about 3 days. Now, I'll probably spend an hour. It also made month end much easier. I just finished month-end in 2 days, when before it would have taken a week or 2 to catch up. The ability to see all invoices on the Kefron AP system, and see at what stage each invoice is at, makes the process a lot easier.”

**Sasha Webster, Business Administration  
Assistant, 200 Degrees Coffee**

## 86%

**of time saved  
processing  
month-end**

## 99%

**faster invoice  
processing and  
approval**



A photograph of a modern, multi-story office building with a light grey facade and large glass windows. The word "kefron" is mounted on the building in large, 3D, grey letters, preceded by a stylized chevron icon. The building is partially obscured by a large, diagonal, light blue and purple graphic element. The sky is blue with some clouds, and green foliage is visible in the bottom right corner.

kefron

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