

CASE STUDY

Icelandic Volcano Brings Dated Process to a Standstill: Sopra Steria and Tungsten Network



CHALLENGE

Sopra Steria is trusted by leading private and public organisations across Europe to deliver successful transformation programmes that address their most complex and critical business challenges through the best use of information technology. Sopra Steria has a particularly strong local presence with around 6,700 people across the UK and clients that include central, local and regional Government departments, Ministry of Defence, 60% of UK police forces, the FCA and N Brown Group.

Graham Roberts, Procurement Development Manager at Sopra Steria said: "Around five years ago, we were challenged to improve our purchase to pay process. We were collecting paper invoices in our office in Manchester, bagging them up and sending them via aeroplane to India where they were unpacked, processed and stored. In hindsight, the process worked well but it was only when the Icelandic volcano erupted and disrupted air travel and the transfer of our invoices that we realised we needed an alternative method!"

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SOLUTION

Graham continues: "Several of our key clients were using Tungsten Network to process invoices and so as we started to look around to see what technology was available, Tungsten was the obvious choice.

"We have been using the e-invoicing platform since 2011 and it has transformed our purchase to pay process. Initially, my role was to get the internal processes set up but now they are established, I am focusing on encouraging more suppliers to enrol. In partnership with Tungsten Network, we have initiated a number of campaigns to improve take-up. There can be a varied reaction from suppliers – smaller SMEs are quick to see the benefits and sign up whereas larger corporations can take some time to come on board because there are so many different stakeholders to communicate with."

CUSTOMER

ORGANIZATION: Sopra Steria

SECTOR: Technology

COUNTRY: International

GOALS

- Improve our purchase to pay process
- Reduce back office paper volumes
- Automate the accounts payable process

RESULTS

- Converted 285 suppliers to e-invoicing
- Processed 26,000 invoices from suppliers
- Saved £138,500 based on the average saving of £5.54 suggested in the latest Billentis report

DELIVERY

Over the last five years, Sopra Steria has seen 285 of its suppliers take up the use of e-invoicing via Tungsten Network's simple and accessible platform. These suppliers have already processed 26,000 invoices, representing significant time reductions and savings to Sopra Steria totalling £138,500 based on the average saving of

£5.54 per invoice suggested in the latest Billentis report.

Graham concludes: "Since we started working with Tungsten they have been committed to doing the right thing at the right time. It's an evolving business and the team are a pleasure to work with. Going forward, we're particularly excited about Tungsten Network's Early Payment product which

we believe could make a considerable difference to our SME suppliers. They'll be able to take control of when they receive payment and manage their cash flow better. This is a big advantage for suppliers and we are sure it will be a game-changer for those who are yet to embrace e-invoicing."



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