



CENTRALIZING ACCOUNTS PAYABLE OPERATIONS WITH AUTOMATED INVOICING IN A GLOBAL SAP® ENVIRONMENT

With over 180 years of experience as an established provider of blasting products and services, Austin Powder Argentina looked to Esker to modernize its accounts payable business model.

A Need for Improvement

When Austin Powder Argentina sought to improve the way it processed vendor invoices, the goal was to find a tool that could create electronic versions of the documents and securely store them. As a growing organization, Austin Powder Argentina wanted to ensure it was equipped to handle larger invoice volumes efficiently and effectively without adding more staff.

According to Pablo Manfredi, CFO of Austin Powder Argentina, the initial strategy to adopt a one-dimensional archiving system quickly changed once Esker gave a demo for its cloud-based Accounts Payable solution. “We started out thinking a basic scan-and-file tool would be our best bet,” said Manfredi. “But after seeing what Esker could do in terms of shared services support and OCR, we knew there was no other solution.”



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Automating Accounts Payable Operations in the Cloud

A major factor in Austin Powder Argentina’s decision to go with Esker centered on the fact that the solution could be leveraged on-demand to transform its location in Rafaela, Argentina, into a shared services center with accounts payable automation capabilities such as Optical Character Recognition (OCR).

“We have remote offices throughout the country that also receive payables, so Esker’s ability to standardize the whole process was a big deal for us,” said Manfredi. “Even with invoices coming in from all over the country and locations worldwide, everything behaves as one office.”

Benefits of accounts payable automation in a shared services model:

- Electronic workflow for a more visible, efficient process
- Real-time tracking and reporting capabilities
- Country code management; cross boarder support
- Ability to leverage automation across multiple processes

Integration with SAP

Esker’s ability to coexist with Austin Powder Argentina’s newly implemented SAP system was also a driving factor. [Seidor](#), a global information technology/services provider and Esker partner, made the decision-making process easier. “The fact that Seidor is one of the leading SAP partners out there and Esker has a strong business relationship with them was a huge plus,” said Manfredi. “It gave us a lot of confidence knowing we were dealing with a highly reputable company.”

Manfredi was also impressed by the commitment and proficiency of Esker’s Professional Services team, saying: “Not only was everything done quickly, Esker’s team was totally engaged during the process and absolutely committed to delivering us the best possible solution. The execution exceeded my expectations.”

Experiencing a “Boom” in Efficiency

Today, Austin Powder Argentina continues to demand more payables and transactions as its business continues to grow. But unlike before, when its dedicated accounts payable staff

was overworked with manual tasks and often requiring additional help, managing the workload is now easier and more efficient with everything electronic.

"Our main goal was to keep growing without adding infrastructure or staff, and Esker helped us accomplish that," said Manfredi. "The great thing about Esker is, you don't have to be a gigantic company to benefit from it. Our footprint is relatively small and we've gained enormous value already ... with more to come."

About Austin Powder

Based out of Cleveland, OH, with subsidiaries worldwide, Austin Powder was founded in 1833 as a manufacturer of black powder used to blast rocks, mine coal and create canals. Today, Austin Powder's commercial explosives are primarily used for construction, mining, quarrying and seismic exploration.

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