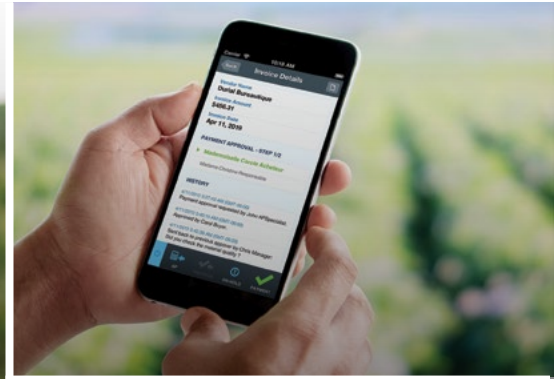# More time for farming.
Less time on Accounts Payable.

Outcomes

Improved **productivity** & **efficiency** by a smaller AP team

Faster & **convenient** invoice approvals from anywhere

Significant reduction in paperwork

Greater visibility & reporting on the AP function

Background

With more than 60 farms under its control across New Zealand and in Australia, FarmRight, a specialised provider of third-party management services, handles up to 3,500 invoices each month, with its spend running into the millions. On the farms, goods and services are procured in a largely manual process, with paper invoices sent through to a central accounts payable (AP) team. The farmers typically set aside one day each month for the invoice approval activity.

FarmRight had a seven-person administration team who entered all invoices into their MS Dynamics GP financial system, sent them to farm managers for approval and scheduled payments. As a growing business, with more farms steadily being added to its portfolio, FarmRight was starting to drown in the paperwork and had reached a point where they'd have to grow the admin team, or find a better way of handling AP.

"Paper was a real problem. Invoices would come in, be printed and placed in a pigeonhole. An AP clerk would bring it out, enter the data, then scan the invoice which would go into a transaction list for approval by the farm manager – there was a lot of double and triple handling," said Mark Paul, Chief Financial Officer.

> " What stood out about Esker's solution is that it promised to quite literally put AP in your pocket with their mobile app. That really impressed everyone, from the board down. And we wanted something that would work for the tech savvy just as well as it would work for those who are not.

Mark Paul – Chief Financial Officer, FarmRight

Solution

FarmRight's request for information resulted in six proposals, which the company rapidly narrowed down to two serious contenders. Fujifilm and Esker stood out owing to a proven track record with several local successful implementations and demonstrable functionality and ease for users.

FarmRight was looking for an AP solution to:

- Solve tedious, time-consuming, paper-bound problems

- Streamline and automate current manual AP processes to improve business efficiency and capacity without adding more resources

- Eliminate the need to handle paper invoices

Farm managers have welcomed Esker's Accounts Payable automation solution and now handling payments is a breeze. With Esker, invoices are received electronically (generally via email) and placed into a workflow, where they are coded and approved for payment, which is often done in micro-moments through the day using Esker's mobile application, Esker Anywhere™. "Most of our farmers handle their approvals at breakfast after the morning milking. It's just made it so easy for them," said Paul.

> " This was always about efficiency for us, and the team is a lot happier as Esker lets them focus on more pressing issues. We've also seen a reduction in the cost per transaction and have immediately been able to move one team member into the accounting team, and another has gone on maternity leave.
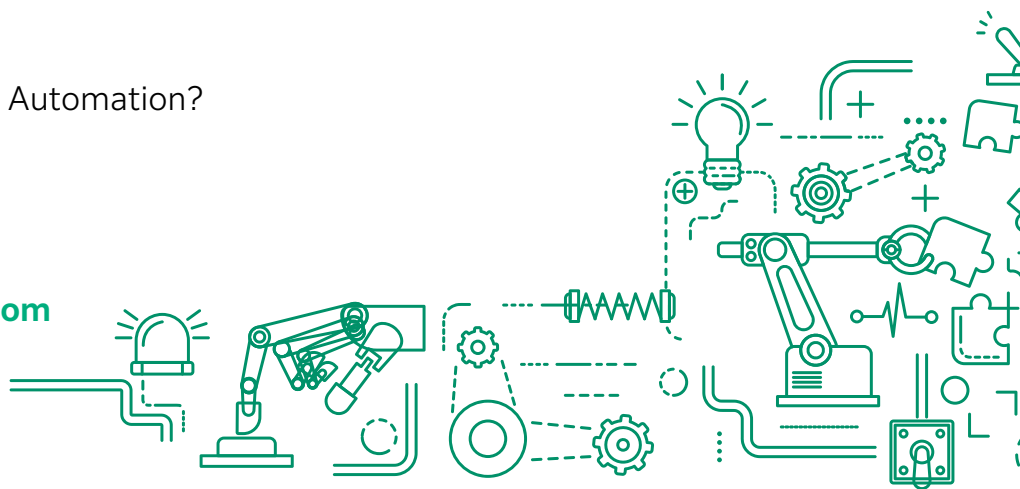>
> **Mark Paul**

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