Medius AP Automation, the **natural solution** for Granngården

Case study

The **Company**

Everyone loves "the great outdoors", but for those who are truly passionate about nature, there's Granngården.

Since opening a small countryside shop in 1880, Granngården has grown into a network of over 100 stores throughout Sweden. The company also operates a robust e-commerce site, retailing items for pets, horses, small farm animals and gardening. With the Covid pandemic in 2020, Granngården saw a significant rise in interest as people spent more time working in their gardens and caring for their pets. Today, as people continue to work remotely, the interest in Granngården products remains strong.

Dedicated to nature, animals and cultivation, Granngården supplements the sale of products with advice and inspiration, providing the elements and conditions to live a "down to earth" life.

The
Challenges

Prior to implementing Medius Accounts Payable Automation, Granngården's AP department was using a time-consuming, manual process. Invoices were arriving by mail and staff spent several hours every day simply opening envelopes and scanning documents.

After invoices were scanned, the process required hours of additional work. "Our invoices are complex and the OCR tool we had was inadequate. We had to tell the system how to extract, match, and map the information," explained Team Leader, Michael Weare. Using a standalone OCR tool was also an issue; without an integrated AP user interface, it was difficult to handle the workload and get a clear overview of the process.

From invoice receipt through payment, the process was far too lengthy. With supplier payments taking more than 30 days, Granngården was burdened with numerous phone calls, unnecessary penalties, and late fees. The system was not only wasting time and money, but also creating a serious backlog.

The solution : **Medius AP Automation**

With Medius AP Automation Granngården benefits from greater efficiency and productivity. Invoices are routed through a designated workflow with built-in hierarchies for rapid approvals. Medius also offers better visibility and access to invoices; if there is a delay in processing, the AP team can identify where and why it is occurring. The result is that staff saves valuable time, and suppliers are paid more quickly.

After successfully implementing AP Automation, Granngården also discovered the advantages of Medius Capture. With a native Capture tool that's built into the workflow Granngården now has a single log-in and database. Data is accurately extracted and sent straight through the system for automated two-way and three-way matching. "We no longer have a dedicated staff member matching invoices to PO's and receipts; now it's completely automated," says Michael Weare.

Most impressive, the sophisticated AI began learning Granngården's suppliers almost immediately. "Medius provides state-of-the-art AI and machine learning that is superior to the system we had in place. It actually grows 'smarter' with every invoice," comments Weare.

With the efficiency in handling complex PO invoices, management was eager to apply Medius to non-PO expense-type invoices as well. The Medius support team helped implement the solution in parallel with Granngården's existing technology, building a similar learning model until they were able to fully convert.

Medius Accounts Payable Automation

Medius AP Automation transforms paper-based invoices into digital workflows so they can be managed and paid on time. Using sophisticated AI, ML, and OCR, the solution electronically captures, digitizes, and processes invoices, regardless of the complexity or format. It eliminates manual tasks that increase risk of fraud and prevent teams from getting work done.

The solution : **Medius Elevate**

Granngården's use of Medius continues to expand, thanks in large part to Elevate. Collaborating monthly, Elevate advisors present technical tips, functional assistance, and specific data that help Granngården continuously improve its processes.

 "They know how our company works," states Weare. "Elevate offers enhancements that leverage and optimize our use of Medius and we would not be where we are today without Elevate."

Medius Elevate

Medius Elevate is a service that offers access to Advisors and Subject Matter Experts (SMEs) who provide insights, guidance, optimization, and adoption assistance. Elevate generates monthly KPI reports and annual health check reports, ensuring that businesses stay ahead of the curve with new features, and optimization opportunities.

The
results

Offering best-in-class implementation and onboarding, Medius was able to integrate quickly with Granngården's MS Dynamics ERP, offering greater time to value.

Today Granngården has a clearly defined process that saves time and functions seamlessly in virtually any situation. Previously, if an AP staff member was out-of-office, the department was severely impacted; now the process continues uninterrupted.

Granngården also benefits from tangible and significant cost savings. Up to 120,000 invoices annually are now being processed without the need for additional head count. With a higher level of efficiency, suppliers are paid quickly and late fees have been eliminated. Going from 36 days to less than a week for invoice processing eliminates the need for external consultants and temporary staff.

– 32% touchless capture

– 94% of all header fields extracted are correct

– 81% of all order lines are extracted correctly

– 63% of all the invoices are never touched.
  The user only pushes the "send to workflow" button

About **Medius**

Managing AP and finance should be about strategy, not stress. You shouldn't have to sift through endless emails, PDFs or paper to get invoices confirmed, coded and paid, so you can (heaven forbid) go home. You shouldn't have to scramble to pay suppliers and keep them happy or cross your fingers no surprises land in your inbox that jeopardize the numbers you've presented to the boss and the board. You shouldn't have to worry about a fake invoice subjecting you to fraud. And you certainly shouldn't have to fret about finding a solution that is actually a solution – one that doesn't add expensive consultants and costs instead of speed and simplicity.

Let's replace all that worry and wondering with calm and confidence. Medius links all of AP together – from invoice capture and processing all the way through payment. With one look at a demo, you'll see how Medius takes you beyond basic automation and minor improvements to let Artificial Intelligence (AI) do most of the work for you, so you can get done, go home and rest easy. You'll know exactly what's paid, what's pending, and that your forecasts are spot on. And you won't have to worry about implementation and ongoing administration costs, because you'll start seeing the value immediately and the innovation won't stop. To learn more, visit medius.com.

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