PaperTrl

Case Study
Exus Management Partners

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Management Partners

Exus Management Partners (Exus) is an independent investment and asset management firm focused on the renewable energy sector. The firm works on behalf of an increasing variety of investors to source investment opportunities, acquire assets, and undertake full technical and commercial management of renewable energy portfolios worldwide.

As experts in finely tuned renewable energy investments, Exus serves as an asset manager for wind and solar farms. Specifically, their clients hire them to monitor and maintain their sites, critical equipment, materials purchasing, and their sourcing of services—most notably, accounts payable (AP). To accomplish their objectives, Exus draws on its wide-ranging expertise to help its investors optimize technical performance, reduce financial risks, and ensure long-term revenue certainty.

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The value add for the client is extraordinary. What they want to see is how their invoices are coming in, how they're being timestamped, how quickly they're being processed through the approval matrix, and then how quickly they're getting sent off for payments. That is a selling point and allows us to provide data on how we manage the process flow of an invoice from beginning to end…when it gets paid and is reconciled within the ERP system with the bank…and it provides them peace of mind."

Michael Bizub
Accounts Payable Manager
Exus Management Partners

The Challenge

As Exus began to grow, its primary need was a means of effectively managing the burgeoning inflow of invoices. Because they were receiving invoices from their clients' multiple vendors, they needed to reduce complexity, eliminate costly errors stemming from manual handling, increase efficiencies, and reduce the number of person-hours required to complete myriad labor-intensive document-handling tasks.

Exus also acknowledged that as they expanded, their needs would continue to multiply. Therefore, they sought a solution that possessed the flexibility, capacity, and capabilities to grow with them. And they knew they would ultimately need greater AP process visibility and assistance with managing payment workflows, as well as both time- and cost-saving measures.

The Solution

Following an exhaustive search for a comprehensive AP automation provider, Exus chose to partner with PaperTrl. Once this pivotal selection was made, PaperTrl immediately assigned a dedicated team to assist the Exus AP team with their initial challenge, while identifying and addressing additional functionality they could bring to bear on other pain points as they inevitably emerged. PaperTrl demonstrated a keen understanding of Exus's needs and always made themselves readily available to ensure each solution led to successful and satisfying outcomes. By establishing and maintaining an ongoing dialogue, PaperTrl responded to requests by deploying system upgrades and provisional adaptations to accommodate client needs as they arose.

PaperTrl

Exus now has multiple accounts in their PaperTrl instance—one for each client. PaperTrl enables them to receive invoices effectively and efficiently from their clients' vendors, ensure that all materials and services have been delivered, and receive and document appropriate approvals—both internal to Exus and from their clients. Next, they assemble payment packages to be sent to their clients for invoice payment.

Exus recently began using PaperTrl's purchasing module to gain greater control over client procurement. They were able to easily integrate PaperTrl into their ERP, Microsoft Business Central Dynamics 365. This integration is quite complex because it manages multiple company files within Microsoft Business Central, as well as in PaperTrl, and must be mapped accordingly.

The Results

The adoption of PaperTrl by Exus has led to a series of improvements derived from AP process automation, which demonstrate the direct and indirect value of their offerings:

- Digitizing vendor invoices through a simple OCR upload and populating standardized templates
- Delivering instant email notifications for sign-off and approval to all appropriate stakeholders
- Easily integrating and synchronizing invoices with their Microsoft Business Central Dynamics 365 accounting software
- Ensuring complete transparency across all steps of their AP processes
- Eliminating manual data entry in favor of automation to eliminate errors stemming from manual handling, increase process efficiency, and reduce person-hours required for task completion
- Assigning a dedicated team to assist with upgrade implementation
- Rapidly identifying and quickly implementing solution advancements and professionally training personnel on new and existing platform capabilities
- Avidly listening and responding to user input and feedback
- Being readily available to ensure responsive, live customer service

> "The ability to upload a credit card statement and assign things to certain individuals is one of the best functionalities that we're using. It helps alleviate multiple emails from people about what they spent and then scanning and attaching their information…So, it's taking the manual labor out of our daily work and allowing us to focus on other areas."

Michael Bizub
Accounts Payable Manager
Exus Management Partners

Ready to try PaperTrl for yourself?

Request a demo by calling **(800) 220-1608** or send us an email at **hello@papertrl.com**.