

# Food Services Procurement Hub



“Connect integrates seamlessly with our accounting software, and handles significant volumes of electronic transactions from our suppliers through to our customers.”

John McCormick  
Managing Director, EFG

Connect is now providing Enterprise Foods with a sophisticated, high volume e-Trading System.

## The Issues

Handling thousands of invoices each week, Enterprise Foods Group found the administrative overheads were limiting the speed and volume of transactions with their suppliers.

By 2003 EFG faced exponential expansion with opportunities to provide real-time, high volume electronic sales invoices to multiple multi-national food service companies.

Using their current systems would mean a massive expansion of data processing staff levels to cope.

They needed a system to deliver purchase invoices to food suppliers quickly and accurately.

In order to continue growing year-on-year, a highly automated and powerful solution was needed to deliver flexible sales and purchase invoicing processes capable of handling complex price contracts and data formats.

## The Issues

- Major opportunity
- Systems unable to cope
- Facing massive staff expansion
- Complex processing needs
- Facing huge transaction volumes
- Complex contracts
- Mixed data formats

## The Solution

Since March 2004 Connect has been configured to provide Enterprise Foods with a sophisticated, high volume e-Trading System.

The system enables customers to order a selection of craft bakery goods from hundreds of suppliers through a single portal.

Enterprise Foods' portal allows real-time processing of invoices, purchase orders, delivery notes, credit notes and remittances, originating from widely different accounting systems operating in businesses across the UK. Suppliers send or receive transaction documents to any of their food services or supermarket customers via Enterprise Foods and Connect.

All of this comes with Management Information Dashboards and custom reports - giving complete peace of mind. Re-pricing is controlled centrally and data is transferred to suppliers seamlessly by EDI giving Enterprise Foods the integrated solution they needed.

## The Solution

- Automated workflow & rules
- Seamless supplier interaction
- Electronic ordering & invoicing
- Automated contract pricing
- Handled any format
- Automated transaction routing

## The Results

Now with a highly efficient, automated business trading hub, Enterprise Foods has greatly reduced invoicing and processing costs and can guarantee a quick, smooth and reliable transaction process to supplier and buyer alike.

Through Connect they provide a sophisticated facility that caters for the needs of national corporations whilst managing a diversity of relationships with suppliers ranging from sole traders to large regional bakeries.

Tens of thousands of invoices are being processed weekly from hundreds of suppliers to 15 major food services companies and over 5,000 food service outlets. This entire invoice process is being supervised by just one member of

Enterprise Foods' staff.

## The Benefits

- 25,000 transactions per week
- No additional staff
- Greater control
- Order & Invoice control
- Total visibility
- Total traceability
- Real-time management
- Low supplier disputes
- Staff cost savings

## The Client

Providing products and services to customers as diverse as Co-op, Compass, Aramark and others, Enterprise Foods is leading the way in supply chain management to the food service and convenience retail sectors. By 2003 Enterprise Foods had established itself as an industry pioneer providing craft bakery products widely on a national level.



Connect Procurement