



Orientis

ORIENTIS GOURMET

Modernising its Accounts Payable process with a cloud-based automation solution

BACKGROUND

As the owner of premium tea brands Kusmi Tea and Lov Organic, Orientis Gourmet manages its accounts payable (AP) department centrally in Le Havre, France. Here, the company processes 12,000 non-purchase order (PO) invoices each year — 95 per cent of which are received in paper format from over 800 suppliers in France and internationally. Orientis Gourmet had previously processed its AP invoices manually.

The manual processing methods, combined with the company's 15 per cent annual growth rate, led to a number of challenges, including: lost time and efficiency, particularly regarding its international activity; poor invoice traceability; lack of visibility in the approval workflow; and late payments that contributed to a decline in supplier relationships.

SOLUTION

Prior to Esker, invoices were booked at the end of the validation workflow. Now, thanks to seamless ERP integration, accounting entries are created and processed as soon as an invoice arrives in Esker's Accounts Payable automation solution. Once the invoice is integrated into Orientis Gourmet's Cegid ERP system, the validation process is automatically launched according to the rules and predefined criteria.



WE WERE LOOKING FOR A SOLUTION THAT WOULD QUICKLY AND EFFICIENTLY AUTOMATE OUR AP PROCESS AND ESKER MET THIS NEED. WE ALSO WANTED TO INVOLVE OUR SUPPLIERS IN THE PROCESS TO ENSURE SUCCESSFUL IMPLEMENTATION AND REDUCE THE RISK OF LATE PAYMENTS.

BRUNO CONTREPOIDS | IT DIRECTOR

ABOUT ORIENTIS GOURMET

Industry: Food & Beverage

ERP: CEGID

Solution: Accounts Payable

Based in Paris, Orientis Gourmet is the leading French supplier of premium tea and infusions. The company's teas and infusions are mixed, aromatised and packed in its workshops in Le Havre. Orientis Gourmet's products are sold primarily under the brands Kusmi Tea and Løv Organic in 35 countries around the world through a network of 100 owned and franchised stores, department and gourmet stores, as well as online. The company achieved 72 million euros in sales revenue in 2016 (30 per cent internationally) and employs over 650 people, 70 per cent of whom are women. In 2017, Orientis Gourmet collaborated with Evian to create an unsweetened tea made with mineral water, Evian Infused x Kusmi. In October 2017, Kusmi Tea launched its first white tea in partnership with Alain Ducasse. The company has been owned by Orientis, led by Sylvain Orebi, Claude Orebi and Arnaud Fleury since 2001.



BENEFITS

Esker has enabled Orientis Gourmet to modernise its accounting system for both its teams and suppliers and achieve numerous benefits, including:



**FASTER AND MORE
TRANSPARENT
PROCESSING**
thanks to an
automated
approval process



**REAL-TIME
ACCOUNTING**
in Cegid provides
an overview of
invoices received,
in progress or
pending



**INCREASED
VISIBILITY AND
AUTONOMY**
for all
stakeholders via
customisable
dashboards and
KPIs



**HIGHER STAFF
SATISFACTION**
with employees
redeployed to more
value-added tasks



IT WAS KEY THAT THE **AP SOLUTION** WORK WITH CEGID AND PROVIDE **END-TO-END PROCESS AUTOMATION** UP UNTIL THE ACCOUNTING ENTRY. ADDITIONALLY, A **CLOUD-BASED SOLUTION** WAS A PREREQUISITE — ITS EASE OF USE, SIMPLIFIED IT INFRASTRUCTURE, AND MAINTENANCE MEANT **LITTLE USER TRAINING AND A RAPID GO-LIVE.**

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