

Enotria&Coe

ENOTRIA&COE

GAIN REAL COST AND TIME SAVINGS
WITH AUTOMATED ORDER PROCESSING

CHALLENGES

When Enotria acquired competitors Coe Vintners to form Enotria&Coe it quickly realised that by doubling the size of the business it was going to have a very significant impact on their sales order workload.

The necessity to have an automated sales order solution in place as soon as possible was of paramount importance to the business that was struggling to effectively manage the increased workload. For organisations like Enotria&Coe that process a large amount of orders manually, workloads were not only labour intensive but also very time consuming and costly due to a high volume of data input errors. As Enotria&Coe were processing around 7,500 orders per month in this way, they quickly realised they needed to replace their existing manual processes as soon as possible.

CHOOSING ESKER

Enotria&Coe contacted Esker with an initial order automation request and upon responding to this enquiry Esker and Enotria&Coe were able to quickly identify that automation could help manage the increased order volume without having to increase headcount.

ELIMINATED A HIGH VOLUME
OF DATA INPUT ERRORS



"In just 10 weeks from the initial meeting we were in production, which was a great achievement as time was of the essence. Esker have been very committed and most responsive throughout the whole process, we have been amazed at how quickly Esker have been able to react to our requirements. The Esker team have given us a first class service. Esker have supplied us with their latest solution for processing our sales orders and we are now managing double the workload as previously undertaken without having to double our workforce."

Venn Luscombe-Mahoney | Head of Technology

"The Esker solution has enabled us to minimise data input errors and our team is more productive. I get visibility of the entire process and I'm able to manage my team more effectively. Before Esker, we were having to spend 45 minutes to input one of our customer's multiple line orders but this has now been reduced to under 1 minute, with just a couple of simple clicks of a button within the automated sales order solution."

Venn Luscombe-Mahoney | Head of Technology



"Over the coming months we will continue to work very closely with Esker and move into the second phase of our project, which will allow us achieve our ultimate goal of becoming fully automated with all document processes and further enhance the business benefits that have already been gained for Enotria&Coe."

Venn Luscombe-Mahoney | Head of Technology

ABOUT ENOTRIA&COE

Enotria, founded in 1972 quickly became a leading player in the exceptional wines market merging with competitor Coe Vintners in August 2015. Coe Vintners, founded in 1930 was a UK leading wholesaler of premium on trade champagnes, wines and spirits. August 2015 they formally became known as Enotria&Coe, this was an excellent business opportunity for the progression of both businesses, as a full service wines and spirits company Enotria&Coe thrive on adding value to their customer' businesses ensuring everyone's success. Enotria&Coe are set to become the market-leading drinks distributor to the UK trade.

Reputation is of most importance to Enotria&Coe, being accredited by major national organisations, is paramount. With over 270 employees, 100 of which are located at their head office in London, with a strong sales team spread nationwide and the large distribution team overseeing 60,000sq. feet of warehousing in London. Enotria&Coe currently has over 300 suppliers, and over 4,200 customers, supplying wines and spirits from all over the world.

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