



SUCCESS STORY

# Subsea energy and marine specialist improves purchasing and accounts payable processes with ExFlow

## – Fugro-TSM

Fugro-TSM, an operating company of Fugro N.V., is a subsea contractor operating primarily across the Asia Pacific region and offering a range of services to the Oil and Gas and Marine industries.

They provide life of field solutions to their customers, combining project management, engineering, modern dynamically positioned vessels and specialist subsea equipment for the execution of installation, construction support, inspection, repair and maintenance and field abandonment contracts. SignUp Partner UXC Eclipse implemented Readsoft and Exflow marketeted in Australia as AP Smart.



## Fugro-TSM implemented AP SMART (Readsoft INVOICES and ExFlow NAV)

- Improved purchasing and accounts payable processes
- Creates paperless environment for global offices
- Reduces time inefficiencies and manual data entry requirements

*- "AP Smart is a great solution for companies like ours with multiple locations.*

*Everything is automated and online, making our procurement and accounts payable processes accessible, easy to follow and transparent."*

**Gered Hetherington**  
Financial Controller Fugro-TSM

## Challenge

Fugro-TSM is a subsea contractor offering a range of services to the Oil and Gas and Marine Industries, including provision of vessels, subsea equipment, personnel, engineering and more.

Fugro-TSM operates primarily across the Asia Pacific Region, with major offices in Australia and Singapore, while smaller offices have been strategically established in countries such as Malaysia and Indonesia.

In the last few years, Fugro-TSM's business has expanded significantly and as it has taken on more work, the need for process improvement also increased dramatically.

One area that needed urgent revision was their procurement and accounts payable procedure. With Project Managers and a finance team divided between offices in Singapore and Perth, the purchasing and accounts payable process was complicated, lengthy and required a lot of double handling.

A new purchase order process had been put in place when the organisation had implemented Microsoft Dynamics NAV. Purchase orders were successfully being generated by the procurement team and authorised by the relevant project managers. However Gered Hetherington, Financial Controller at

Fugro-TSM, illustrates one of the ongoing struggles they were faced with, "The significant problem we had was when invoices came in to be receipted against the relevant purchase orders and be processed for payment.

Those coming back and forth, especially from Singapore were easily getting lost in translation and a more efficient process was needed."

## Solution

Keen to find a solution to improve their processes, Fugro-TSM contacted their UXC Eclipse Account Manager and was presented with AP Smart, a fully automated accounts payable solution that tightly integrates with Microsoft Dynamics Enterprise Resource Planning (ERP) solutions.

Combining key functionality from ReadSoft and ExFlow software, AP Smart is an integrated solution that has the ability to read and interpret invoices, automatically find and match POs in the ERP system, and provide finance and accounts payable personnel with best-practice procedures.

AP Smart was not unknown to Fugro-TSM. They were introduced to the solution a number of years ago via their parent company Fugro Group, who uses the solution worldwide for their accounts payable automation. Fugro-TSM believed it timely to revisit the solution as their business had expanded, and instructed UXC Eclipse to scope the project.

- *"The significant advantage is the transparency that it brought to our purchasing and accounts payable process. Thanks to the tight integration with Microsoft Dynamics NAV, AP Smart communicates with our ERP solution and ensures that all our data is available in NAV."*

**Gered Hetherington**  
Financial Controller – Fugro-TSM

## Outcome and Benefits

The AP Smart solution enabled Fugro-TSM to streamline their processes, which solved the encumbering issue of having to line up manual processes in their offices in Perth and Singapore.

Electronic workflows made it possible to eliminate tedious manual handling, freeing up the Accounts Payable and Procurement teams to focus their energy on more productive tasks. Thanks to the character recognition abilities of the software,

AP Smart can read and interpret invoices and input that data straight into Microsoft Dynamics NAV, their ERP system, thereby greatly reducing the risk for manual data entry errors.

"AP Smart has brought us a range of benefits," says Gered, "The significant advantage is the transparency that it brought to our purchasing and accounts payable process. Thanks to the tight integration with Microsoft Dynamics NAV, AP Smart communicates with our ERP solution and ensures that all our data is available in NAV. This means that our offices in Perth and Singapore have one source of truth.

We now also have an authorisation workflow in place so the purchasing process has become much more efficient, and we have full visibility of who approves what.

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### About UXC Eclipse

UXC Eclipse is a leading provider of intelligent business solutions to the enterprise and midmarket. Established in 1991, UXC Eclipse's success has been built by providing the highest levels of service and offering a choice of solutions from leading software vendors.

UXC Eclipse has been a SignUp partner since 2012

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"Furthermore, the software not only enters data automatically into our ERP solution, it also keeps electronic copies of all invoices and related paperwork so we don't need to be concerned with the mountains of paperwork we had before.

We can now run that side of our business virtually paperless, which is a great environmental win!"



The implementation of AP Smart was quick and pain free. "UXC Eclipse was focused and delivered as per the timeline. They deliver a professional service which is of high quality, whether it is a full ERP implementation like our Microsoft Dynamics NAV project, or a smaller scale AP Smart project," says Gered.

Gered concludes: "AP Smart is a great solution for companies like ours with multiple locations. Everything is automated and online, making your procurement and accounts payable processes accessible, easy to follow and transparent."

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### About ExFlow

ExFlow easily manage large complex Accounts Payable Processes in global organizations without the need for customizations. It is the premier choice of AP Automation solution for companies using Microsoft Dynamics NAV.

ExFlow currently handle over 20 million invoices annually in companies spread across the world.

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## SignUp Software

SignUp Software is a rapidly growing IT company with extensive experience in the field of electronic invoice and contract management. We specialise in the development and marketing of applications to enhance corporate profitability by streamlining management of supplier invoices and contracts. Our core business is accounts payable automation solutions developed exclusively for Microsoft Dynamics ERP Solutions AX, NAV and 365 for Operations.

Our solutions are suitable for both local and global organisations and are sold via resellers in more than 16 countries.

Our solutions currently manage more than 20 million invoices annually. The company was founded in 1999 and currently employs over 40 staff.

The head office is located in Stockholm, Sweden. Regional offices in Australia, Denmark and Norway.