



MARLEY HANDLING ACCOUNTS PAYABLE FOR MULTIPLE COMPANIES



Key Benefits...

- Streamlined Accounts Payable Process
- Tightening of internal controls
- Flexibility to allow multiple finance systems to be used
- Visibility of invoice information
- Minimal staff training required
- Ease of use
- Low cost of ownership
- Cost effective solution
- Improved supplier relationships

Marley products are household names, best known to us for their spouting, downpipe and Rainharvesting solutions. Marley is also a leading supplier of a wide range of extruded and moulded PVC and Polyethylene products to the plumbing, building, rural, civil and electrical markets.

Marley is part of the Aliaxis group that encompasses leading plastics manufacturing and distribution companies from around the world with core competencies in moulding and extrusions. In New Zealand these companies include Dynex (Manufacturers of Plastic extrusion solutions), RX Plastics (a leading manufacturer of irrigation products, water storage tanks and effluent disposal systems) and Dux (Manufacturer and Disributors of Plumbing products).

Gaining Control of Group Spending

During a direct marketing campaign run by IBM, Marley identified they were a good fit with the AP-EAS system (predecessor to ApprovalPlus). Upon reviewing the brochures and looking at all the product material Marley identified with the list of pain points that AP-EAS was designed to resolve such as lost invoices, late payments and drowning in paper.

Upon agreeing to move ahead with AP-EAS in 2008, Marley and Fusion5 began the implementation project. Together the two companies implemented AP-EAS across the organisation, and revolutionised the supplier payment approval process within Marley.

Looking to keep up to date with new technology and to take advantage of additional functionality, Marley upgraded to ApprovalPlus in 2009. The upgrade from AP-EAS to ApprovalPlus went very smoothly, both from the system perspective and in the uptake of the new functionality by users.

With ApprovalPlus being so well accepted within Marley, momentum quickly built to deploy ApprovalPlus into more companies within the Aliaxis family. The next companies to deploy the solution were Dynex and RX Plastics, with Dux due to implement

About Fusion5

Fusion5 is a professional services organisation specialising in the implementation and support of business application software across Enterprise Resource Planning, Customer Relationship Management, Human Capital Management, Enterprise Project Management and IT Service Management.

Our large team of highly qualified project managers and consultants means our track record for delivering on time, on budget projects is second to none. And our ability to support a wide range of business applications means our customers can enjoy the benefits of consolidated support through a highly committed business partnership.

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www.approval-plus.com

ApprovalPlus shortly. ApprovalPlus is seen as the right fit for the companies, and has been very well received at every step.

Managing supplier invoices for several companies has its complexities however, using ApprovalPlus allows Marley to have one instance of ApprovalPlus to manage invoices for all three separate finance systems. Sara Peagram, Financial Controller for Marley NZ explain, "ApprovalPlus is what has made the transition to a central management of Accounts Payable much easier, we couldn't have done it without this system".

Visibility of Information

ApprovalPlus allows for visibility of invoices throughout the lifecycle of an invoice with Marley, from the time an invoice arrives into the company in the mail, throughout the approval cycle and after invoices have been processed. "We no longer have invoices lost in the manual approval process, and we don't waste time digging through boxes of invoices to recover an invoice for one of our companies to review." Says Sarah, "This capability allows our business users to access invoices when they want the information, and we pay our suppliers on time."

Having a CFO who is in charge of multiple companies means that in normal circumstances he/she would have to access multiple Finance Systems. ApprovalPlus allows for an overview of spending, as well as allowing for routing of key or high volume invoices for approval, all on one instance of ApprovalPlus. Importantly, ApprovalPlus allows businesses to correctly manage those invoices that can't be matched or are outside approval limits.

Fast Rollout

ApprovalPlus projects are quick and painless. In Marley's case, the implementation effort by Fusion5 was only around six days, and in total the project spanned just three weeks. Staff training requirements were low, and feedback from the users has been extremely positive.

New Additions

Sarah explains the benefits of Marley's latest addition to ApprovalPlus, the Purchase Order module, "The next logical step for Marley was the implementation of the ApprovalPlus Purchase Order Module. The Purchase Order module has allowed us to gain even more control on our spending, as well as enable monitoring of what is committed within our group of companies".

Marley and Fusion5 have worked together to improve the functionality of ApprovalPlus, and have provided a great way forward for the Accounts Payable and Procurement teams. If you would like to take the next step forward for your organisation, please contact us at Fusion5.