



KONICA MINOLTA

KONICA MINOLTA BUSINESS SOLUTIONS ASIA IMPLEMENTS SUCCESSFUL BUSINESS-WIDE PROCURE-TO-PAY (P2P) TRANSFORMATION

Background and Objectives

Earlier this year (2020), Konica Minolta Business Solutions Asia, the Asia Regional Headquarters of the Japanese multi-national technology firm, which specialises in transforming the workplace of the future with its customer-centric solutions and hardware for the digitally connected world, undertook a review of their business operations across the Asia Pacific region to drive efficiencies and automation.

Konica Minolta Business Solutions Asia was particularly focused on digitizing its procure-to-pay (P2P) process. Which would enable better cost control, drive efficiencies, and increase the visibility of the business unit's spending from compliance point of view.

The business identified their manual ordering and invoice processing as key drivers for cost savings and efficiency gains. After selecting Coupa's Business Spend Management technology as their chosen platform, Konica Minolta Business Solutions Asia needed an experienced implementation partner, who could help them customise Coupa to fit their specific needs - Valtatech delivered and undertook a comprehensive redesign of Konica Minolta Business Solutions Asia's systems, implementing:

- A unique fixed asset purchase process
- Complex approval chain requirements based on amount and type of spend
- Complex accounting segment relationships
- Different purchase order to invoice matching requirements based on type of spend



95%

Over 95% of all invoices are processed without any manual handling



97%

of incoming invoices are now backed by a purchase order



Hanako Kato

Corporate HQ
General Manager

“Prior to our partnership with Valtatech, and our companywide Coupa Business Spend Management technology

implementation, we identified three areas for improvement in our procurement, sourcing and spend management processes:

“Firstly, we wanted to improve and specify our team’s roles and responsibilities in relation to procurement activities. Formalising the process for procuring non-trade products, for example buying fixed assets, such as IT equipment; or administrative purchases, like maintenance services and stationeries. By specifying who is responsible for each purchase enabled us to centralize the process, enabling better cost control and improving our vendor management.

“Secondly, we wanted to address and give our teams more clarity around the process of procuring materials for specific purposes, such as the procurement of professional services. Formally communicating the need for procurement documentation and approval processes to enforce procurement compliance.”

“Thirdly, the limitations of our current system meant our back office and financial teams were unable to conduct spend analysis or evaluate vendor performance efficiently. We wanted to gain a 360 view of our outgoing spend, so that we could realise any efficiencies.”

Utilising their source to pay transformation expertise and extensive knowledge of Coupa, Valtatech was able to rollout the spend management technology based on Konica Minolta Business Solutions Asia’s requirements.

Powered by a remote team of P2P experts, which kept costs down and enabled Konica Minolta to complete the project without adding to their own team, Valtatech provided guidance and best practice on the implementation, ensuring strong user adoption across the business.



REAPING THE REWARDS OF A BUSINESS-WIDE PROCURE-TO-PAY (P2P) TRANSFORMATION

Together with Valtatech, Konica Minolta Business Solutions Asia, has now implemented a full procure-to-pay system including financial governance/approval steps, alongside:

- A systemised supplier relationship management framework to better track and measure supplier performance
- Harnessing data to enhance our ability to build insights to better inform budgeting, financial performance, procurement activities and decisions
- While providing improved insight and controls across sourcing, contract management, purchasing, accounts payable automation, analytics and supplier relationship management, supplier catalogue enablement and electronic invoicing (e-invoicing)

The results have been clear, with Konica Minolta Business Solutions Asia achieving a complete transformation of their procure-to-pay (P2P) processes.

Just under 90% of all POs are digitally raised, processed, and sent to suppliers

Over 97% of incoming invoices are now backed by a purchase order (PO)

Over 95% of all invoices are processed without any manual handling

Over 99% of all expenses are submitted in line with company policies

The time between invoice submission and approval is down to just over two days

"I'm proud of the work my team and our partners at Valtatech have done, and will continue to do, to ensure we have a resilient, future proof business, with complete and on demand visibility over our committed spend and outgoing liabilities."



Hanako Kato

Corporate HQ
General Manager



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“Valtatech has been an invaluable partner during the process of transforming our procure to pay (P2P) system. The project has helped us to reduce costs, identify risks and improve value delivery across the business; while providing the visibility and insights my team and I require to improve risk mitigation, due diligence processes and governance. The fact that our existing team have already automated our P2P system in just over 5 months, without increasing headcount, is something we are extremely proud of too.”



Hanako Kato

Corporate HQ

General Manager

Effective procurement can have a major impact on the revenue and profitability of any business. Better management of procurement operations not only drives down costs; but can lead to increased cost savings by enabling a business to rationalize suppliers, negotiate better deals, and reduce negotiable spend.

It goes without saying that reducing negotiable spend through cost savings can have a huge impact on a business's bottom line.

Surprisingly, many businesses still fail to see the connection between saving money and increased profit. Increasing profit through sales during a global pandemic can be incredibly hard for any business but putting spend and procurement processes in place is a lot easier.

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