**Order Management** 

# MOEN®

# Achieving 50% Faster Order Processing Speeds

Moen's use of Esker Order Management has positively transformed what used to be a manual, labor-intensive process across its U.S. and Canadian locations.



#### At a glance

#### Moen





### Challenges

Before Esker, approximately 70% of the orders that Moen received in the U.S. were sent via fax (versus only 30% via EDI) and had to be manually entered into the company's SAP<sup>®</sup> system.

This, according to Karen Rechenbach, Moen's Customer Service Business Support Leader, caused a number of issues for her team: "Our staff was having to spend a bulk of their time walking to fax machines, assembling orders, stapling them — all the low-value manual tasks that inhibit speed and productivity."

After leveraging research from a handful of industry analysts, Moen began to explore a variety of vendors for potential solutions that could streamline its order management process.

- "The other providers at the time were nowhere
- near what Esker could offer in terms of
- functionality. In the end, it made our decision a fairly easy one."

Karen Rechenbach

Customer Service Business Support Leader

### Solution

Ultimately, Moen selected Esker Order Management for three key reasons:

- **Paperless workflow.** Esker's ability to let order data flow directly into SAP without Moen's staff having to touch a piece of paper represented a huge amount of savings.
- **Improved use of resources.** Implementing Esker meant that Moen could reallocate the individual whose primary duty had been to gather, scan and distribute fax orders.
- **Easy order creation.** The ability to clearly see the validation form laid out with customization options was a big benefit to Moen in terms of gaining additional efficiencies.

Esker Order Management takes the pain out of traditional order management by removing virtually all manual touch points — from reception of an order to its creation in the ERP system to electronic archiving — allowing orders to be quickly processed and tracked in real time, regardless of how they arrive, with complete accuracy, visibility and efficiency.

- "With Esker, it really doesn't matter how we receive
- orders anymore. They all come through one point of
- contact and flow into SAP it's that simple."

Karen Rechenbach

Customer Service Business Support Leader

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	Customer Informa	ation	Shipping address											
	Number 300717   Name JMart   Street 1600 Boston Road   City Springfield   ZIP code 01129   Stal/Region MA   Country US		••• Yaumber ••• Name City ZIP code Stal/Region Country				•••		JMart 1600 Boston Road Springfield, MA 01129 TO ACME US 3015 Roman Way Madison, WI 53717					
	Order Details			General information						SALES PERSON DELIVERY			SHIPPING DELIVERY	
	<b>'PO number</b> PO date Req delivery date Total	7/20/2023 7/28/2023	10,243.66	Sales document type Order type Priority Received via Received on	Standard Urgent Email				G Va LINS 10	nHelsing	ITEM #	dja paxos DE Light bulb 40 W	D 7/28/20 SCRIPTION Matt clear 220	
Items									20	4	L-60C	Light bulb 60 W		
Line #	Extr. material	ERP material	Description		Quantity	UOM		Total	40	4	L-80C	Light bulb 80 W		
10	L-40C	L-40C	Light bulb 40 Watt cl		3	CAR		1,314.00	50	2	M-12	MAG DX 15F/FE		
20	L-60C	L-60C	Light bulb 60 Watt fr		4	CAR		1,720.60	60	з	M-14	MAG PA/DX 175		
30	L-80C	L-80C	Light bulb 80 Watt cl		2	CAR		880.70						
40	L-80F	L-80F	Light bulb 80 Watt fr	rosted 220/235V	4	CAR		1,8128.84						
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60	M-14	M-14	MAG PA/DX 175		3	PC		2,805.24						

### Results

Since its initial implementation of Esker Order Management, Moen has expanded automation capabilities to both its U.S. and Canadian locations. Furthermore, customers have since reduced their use of fax in favor of email, adding another dimension to Moen's order management process.

For Karen Rechenbach, however, Esker has had a calming effect on what otherwise could have been a complicated process: "With Esker, it really doesn't matter how we receive orders anymore. They all come through one point of contact and flow into SAP — it's that simple."

Moen has also had positive experiences with Esker's staff members, both during implementation and upgrades, as well as during Esker's educational customer community events.

"I always appreciate the support within the Esker community," said Rechenbach. "I feel like I can go to their team members with any question or concern and we'll always work together to solve it. Not only are the Esker folks smart and supportive, they make everything fun and more enjoyable."

- "We went from zero visibility to having full
- • transparency into our order management process.
- We know exactly what's going on and can shift our resources as needed."

Karen Rechenbach Customer Service Business Support Leader



#### Highlights



**Reduced order processing time by 50%** (4.5 minutes to 2.5 minutes per order)



**Improved prioritization of workflow,** allowing resources to be more appropriately allocated



Ability to ensure same-day processing thanks to reporting capabilities



# Want to transform your order management process like Moen?

#### Our team is at your service.

#### About Esker

Esker is a global cloud platform built to unlock strategic value for Finance, Procurement and Customer Service professionals and strengthen collaboration between companies by automating the cash conversion cycle. Founded in 1985, Esker operates in North America, Latin America, Europe and Asia Pacific with global headquarters in Lyon, France, and U.S. headquarters in Madison, Wisconsin.

Our customers use our cloud solutions to increase the efficiency, productivity and visibility of their source-to-pay (S2P) and order-to-cash (O2C) processes.

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