

## ORIENTIS GOURMET MODERNIZING ITS ACCOUNTS PAYABLE PROCESS WITH A CLOUD- BASED AUTOMATION SOLUTION

### BACKGROUND

As the owner of premium tea brands Kusmi Tea and Løv Organic, Orientis Gourmet manages its accounts payable (AP) department centrally in Le Havre, France. Here, the company processes 12,000 non-purchase order (PO) invoices each year — 95 percent of which are received in paper format from over 800 suppliers in France and internationally. Orientis Gourmet had previously processed its AP invoices manually.

The manual processing methods, combined with the company's 15 percent annual growth rate, led to a number of challenges, including: lost time and efficiency, particularly regarding its international activity; poor invoice traceability; lack of visibility in the approval workflow; and late payments that contributed to a decline in supplier relationships.

### SOLUTION

Prior to Esker, invoices were booked at the end of the validation workflow. Now, thanks to seamless ERP integration, accounting entries are created and processed as soon as an invoice arrives in Esker's Accounts Payable automation solution. Once the invoice is integrated into Orientis Gourmet's Cegid ERP system, the validation process is automatically launched according to the rules and predefined criteria.



*"We were looking for a solution that would **quickly and efficiently** automate our AP process and Esker met this need. We also wanted to involve our suppliers in the process to **ensure successful implementation and reduce the risk of late payments.**"*

Bruno Contrepoids | IT Director



*"It was key that the AP solution work with Cegid and provide **end-to-end process automation** up until the accounting entry. Additionally, a cloud-based solution was a prerequisite — its **ease of use, simplified IT infrastructure**, and maintenance meant little user training and a **rapid go-live**."*

Bruno Contrepoids | IT Director

## BENEFITS

Esker has enabled Orientis Gourmet to modernize its accounting system for both its teams and suppliers and achieve numerous benefits, including:



**Faster and more transparent processing** thanks to an automated approval process



**Real-time accounting** in Cegid provides an overview of invoices received, in progress or pending



**Increased visibility and autonomy** for all stakeholders via customizable dashboards and KPIs



**Higher staff satisfaction** with employees redeployed to more value-added tasks

## ABOUT ORIENTIS GLOBAL

Based in Paris, Orientis Gourmet is the leading French supplier of premium tea and infusions. The company's teas and infusions are mixed, aromatized and packed in its workshops in Le Havre. Orientis Gourmet's products are sold primarily under the brands Kusmi Tea and Løv Organic in 35 countries around the world through a network of 100 owned and franchised stores, department and gourmet stores, as well as online. The company achieved 72 million euros in sales revenue in 2016 (30 percent internationally) and employs over 650 people, 70 percent of whom are women. In 2017, Orientis Gourmet collaborated with Evian to create an unsweetened tea made with mineral water, Evian Infused x Kusmi. In October 2017, Kusmi Tea launched its first white tea in partnership with Alain Ducasse. The company has been owned by Orientis, led by Sylvain Orebi, Claude Orebi and Arnaud Fleury since 2001.

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