

We used our data management capabilities and Insight Cube technology to help an online travel agency – part of a large private equity firm’s portfolio – drive rapid margin improvement through better spend visibility and accurate matching of AP and AR across non-integrated systems.

CLIENT SITUATION

- **Procurement**
 - Limited focus on central procurement; ad-hoc processes and contract management
 - Highly fragmented supplier base with limited coordination across markets
- **Accounts Payable**
 - Failure of automated upload links and scripts meant AP and GL Ledgers did not match – payments out exceeded revenues in
 - Missing invoice information and incomplete reconciliation was leading to overpayments to third parties
- **Credit Card Payments**
 - Vendors were over-billing (and receiving payment) because of mismatches between two different data capture systems

RESULTS

- **Procurement Savings**
 - In 4 months, 97% out of £103MM yearly spend was categorized and profiled to provide spend visibility
 - Identified savings of £3-7MM/year
- **Accounts Payable Recovery**
 - 3.2 MM transactions from 350 data sources were rebuilt to 99+% accuracy
 - £2-3 MM of overpayments identified
- **Credit Card Payment Match**
 - Built comprehensive transaction database to score and flag errant transactions