Medius AP Automation **powers up efficiency** for Great Northern Equipment

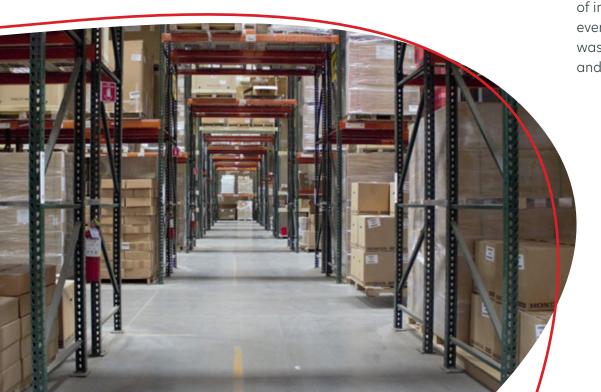GNE GREAT NORTHERN EQUIPMENT

medius

Case study

The **company**

Since 1983, Great Northern Equipment Distributing, Inc. has been a leading wholesale distributor of top quality power equipment, including Honda engines and parts.

Headquartered in Rogers, Minnesota, Great Northern also owns K&M Manufacturing, one of the leading aftermarket seat and accessory manufacturers for the agriculture, construction, and turf industries. In total the company employs approximately 120 people across both locations.

The
challenge

A major challenge, according to Accounts Payable and Receivables Specialist, Laura Anthony, was the volume of paper being generated by the AP department. Using a manual process meant that every invoice was printed, entered into the ERP, routed for approval, and filed. Approximately 10 boxes of invoices were sent to storage every year and this system was both time-consuming and expensive.

Another challenge was the approval process. After printing the invoice and routing it by hand, Laura would then "hope the invoice came back." It wasn't uncommon for invoices to be misplaced or buried under paperwork. The process required follow up, and with a one person department, there was little time for much else.

The
solution

When the decision was made to automate, Great Northern didn't have to look very far. Their sister company had implemented Medius APA and based on their success, Great Northern decided to move ahead.

Medius offered benefits almost immediately. "Before Medius, I spent nearly all day processing invoices," explains Laura Anthony. "But Medius freed up about 50% of my time, allowing me to take on additional responsibilities."

By eliminating manual entry, Medius also improved accuracy. Previously, small discrepancies in data entry could lead to duplicate payments or incorrect payment amounts. With Medius, this is no longer the case. Plus, Medius makes it possible to work remotely, providing greater flexibility and balance for employees.

Medius Accounts Payable Automation

Medius AP Automation transforms paper-based invoices into digital workflows so they can be managed and paid on time. Using sophisticated AI, ML, and OCR, the solution electronically captures, digitizes and processes invoices, regardless of the complexity or format. It eliminates manual tasks that increase risk of fraud and prevent teams from getting work done.

The **results**

Approvals

Quick and efficient, the approval process no longer requires manual intervention from AP. With Medius, invoices are automatically routed to the approver's mailbox where they remain until properly processed, either with a GL number and approval, or a revision from the vendor if required.

Data entry

Previously Monday was "data entry day", devoted almost entirely to inputting invoices. Thanks to Medius that's no longer the case. By freeing up a significant amount of time, Medius allows AP and Receivables Specialist, Laura Anthony, to work on more productive projects and expand her role into other areas of the company.

Visibility

When questions occur, information is now easily accessible. Laura simply enters an invoice number and reviews the status to see if it was paid, when it was paid, or what may be causing a delay.

Better visibility also helps Great Northern realize tangible cost savings and improve vendor relationships. For example, AP can easily identify vendors offering payment discounts and follow up by prioritizing. "Instead of searching through file cabinets, I generate a Terms Report to see which suppliers offer discounts," comments Laura. "And since invoices are no longer sitting on an approvers desk, we can take advantage of savings."

Auditing

With Medius, auditing time has been greatly reduced. Auditors are no longer searching through boxes and files. The team simply enters an invoice number and retrieves a digital copy with all information needed by auditors.

Three way matching

With lengthy and complex invoices – common to manufacturers like Great Northern – three-way matching is often a challenge. That's where Medius AI takes over, parsing details and automatically matching PO to invoice and receipt. What was once a time consuming and tedious task has been simplified and improved. Medius now provides fast and accurate matching so discrepancies can be quickly addressed by Purchasing.

Conclusion

With plans to merge Great Northern's ERP with K&M's, one person will soon be handling accounts payable for both companies. Fortunately, Medius provides a strong foundation that allows the organization to:

- Save time for AP and Purchasing teams
- Reduce expenditures on paper and storage
- Improve vendor relationships
- Receive payment discounts
- Eliminate inaccurate data entry
- Identify bottlenecks and speed up approvals
- Reduce auditing time
- Eliminate the need for additional staff
- Improve visibility

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Medius has given me more time in my day. It reduces mistakes while helping to save time and money. I think it's a wonderful tool and I definitely recommend Medius to other companies, particularly those in manufacturing.

Laura Anthony, Accounts Payable and Receivable Specialist

About
Medius

Medius AP management software replaces the work and worry of invoices with AI and automation. Medius goes far beyond basic automation by using artificial intelligence to do the work – so invoices get coded, approved and paid, and your business can trust your budgets and forecasts without the fear of potential fraud. And you won't have to worry about implementation and ongoing administration costs, because you'll start seeing the value immediately and the innovation won't stop. To learn more, visit medius.com.

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