



**VIKING LINE**

**Viking navigates efficient  
spend management by  
automating Accounts Payable  
and Procurement with Medius**



Case study

# The Company

On June 1, 1959 the SS Viking set sail from the coast of Finland. It was the maiden journey not only for the ship but also for the company that would later be named Viking Line. Founded by captain Gunnar Eklund, Viking Line was the first carrier to connect Finland, Sweden, and the Åland Islands by car ferry.

Since then, the company has changed dramatically. Viking now employs 1500 people throughout Finland, Stockholm and Estonia. It operates a fleet of car and passenger ferries, as well as luxurious cruise liners, the largest of which can carry 2800 people. While the company is listed on the Finnish Stock Exchange, the family roots remain strong with many members of the Eklund family continuing to be involved in daily work and shareholder activity.

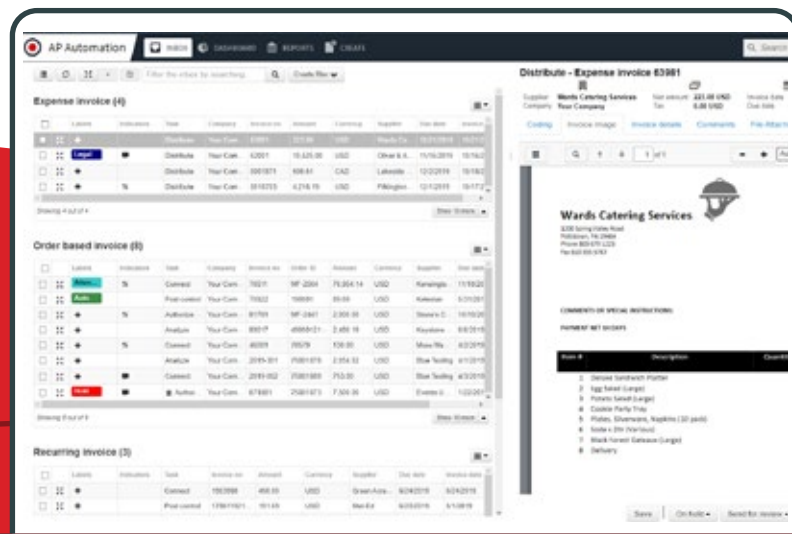
# The challenge in Accounts Payable

As the company continued to grow, management recognized that its on-premise AP software needed to be upgraded. The department needed a cloud-based solution that would evolve as the company continued to grow. Seeking modern features and scalable functionality, Viking Line conducted a search to identify a solution suited to its needs.



# The product

Medius AP Automation transforms manual, 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 solution

After a thorough vetting of four leading applications, Medius was selected as the cloud-based solution with the features suited to both Viking Line's current and future goals.

Viking decided to implement in just one of its companies as a starting point. Almost immediately, the company began benefitting from greater productivity and efficiency and soon after the solution was rolled out to the parent company and all four subsidiaries.

By eliminating manual workflows, staff was able to process more invoices in less time. This virtually eliminated late payments and penalty fees. Even more important, implementation was seamless, so the system was fully functional before Covid caused office closures. "Medius allowed AP to work remotely during Covid and still accomplish what was needed, notes Jan Lindholm, Head of Development, Finance. "Without Medius, things would have been very different in AP."



Staff is completely satisfied with Medius. For approvers especially, **the workflows are much more efficient and less prone to errors.**

Jan Lindholm, Head of Development, Finance

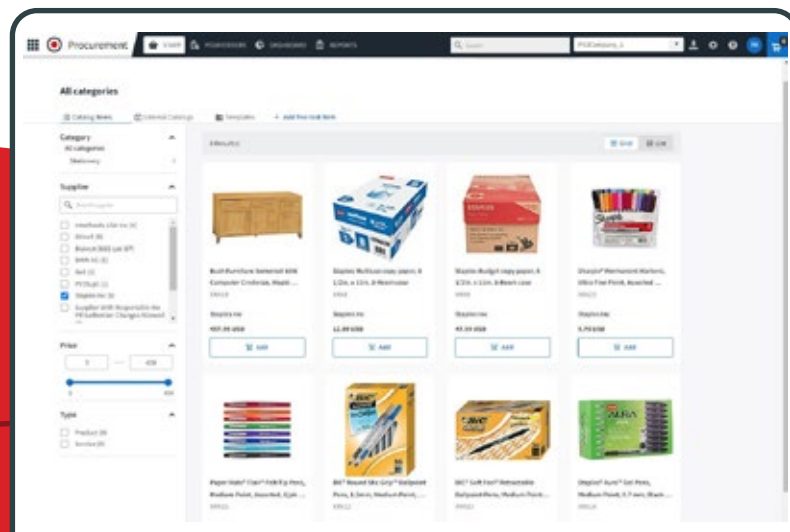
# The challenge in Procurement

Prior to Medius, procurement was a manual process with staff either calling or emailing individual vendors for price and availability. It was a time consuming process that lacked the visibility needed to manage costs. Applying the right supplier and pricing to each project could have a significant impact, especially considering Viking Line's volume. With multiple ships - each responsible for their own procurement - Viking determined that it would benefit from an automated and centralized system.



# The product

Medius Procurement is electronic purchase order software that automates purchase approvals and generates purchase orders (POs) that track against budgets. It allows seamless buying on negotiated contracts and routes approvals to the right people with full visibility all along the way. Medius Procurement connects seamlessly to catalogs or other supplier market places providing goods and services. It also seamlessly integrates with other Medius Spend software so you can see exactly where your spend is going with easy-to-access dashboards that help you stay on top of all activities.



# The solution

With Medius Procurement, Viking Line staff ensures that the right vendors and contracts are used for every project. A centralized system gives managers better visibility for approvals which helps eliminate waste and redundancy. And with consolidated procurement, the company benefits from economy of scale, ultimately saving time and money.

## Benefits:

- Better visibility for approvals
- Easier tracking
- Centralized location for up-to-date contracts and prices
- Company-wide volume purchasing power
- More efficient use of time



We give good grades to Medius on integration and support and would **definitely recommend the solution to others.**

Jan Lindholm, Head of Development, Finance



# About Medius

Managing AP and finance should be about strategy, not stress. You shouldn't have to sift through endless emails, PDFs or paper to get invoices confirmed, coded and paid, so you can (heaven forbid) go home. You shouldn't have to scramble to pay suppliers and keep them happy or cross your fingers no surprises land in your inbox that jeopardize the numbers you've presented to the boss and the board. You shouldn't have to worry about a fake invoice subjecting you to fraud. And you certainly shouldn't have to fret about finding a solution that is actually a solution - one that doesn't add expensive consultants and costs instead of speed and simplicity.

Let's replace all that worry and wondering with calm and confidence. Medius links all of AP together - from invoice capture and processing all the way through payment. With one look at a demo, you'll see how Medius takes you beyond basic automation and minor improvements to let Artificial Intelligence (AI) do most of the work for you, so you can get done, go home and rest easy. You'll know exactly what's paid, what's pending, and that your forecasts are spot on. 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](https://medius.com).



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