



SHARED SERVICES &  
OUTSOURCING WEEK  
DIGITAL 2020

basware  
Simplify Operations, Spend Smarter.



**WE'RE ALL IN  
THIS TOGETHER:**

**A DIGITAL-FIRST  
PURCHASE-TO-PAY  
APPROACH**

Pāmu Farms of New Zealand  
Basware

Wednesday, 8 July 2020  
11:00 AM – 11:45 AM (AEST)

# INTRODUCING OUR FINANCE LEADER, PROCUREMENT EXPERT & SOFTWARE CHANGE-MAKER



**MICHAEL PYLIOTIS**  
*VP APAC, Basware*



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# AGENDA



Begin with the end in mind: vision, goals and strategy

P2P visibility and going from purchase to pay in 24 hours

Helping farmers, suppliers and the New Zealand Economy

End-to-end unity: we're all in this together

## TIPS TO LOOK OUT FOR:

- Business continuity
- Remote working
- Automation





# ABOUT PĀMU (LANDCORP FARMING LIMITED)

**Vision:** to become the premium supplier of meat, milk and fibre for niche markets globally.

- Nationwide portfolio of farms
- Recognised as leader in agricultural innovation
- Stand for best practice in sustainable and safe farming
- Pāmu means 'to farm' in Maori
- Pāmu is the marketing / consumer facing brand name of Landcorp Farming Limited

STATE OWNED  
— SINCE —  
**1886**  
NEW ZEALAND

# LIFE BEFORE BASWARE

- Farmers
- Laptops in boxes
- Receipts in glove compartments
- No visibility
- No reporting
- Totally unstructured





**TRANSFORMATION  
BEGINS WITH  
THE END IN MIND:**

**PĀMU'S VISION,  
STRATEGY & GOALS**

A photograph of a wind turbine in a grassy field with other turbines in the background. The image is partially obscured by a dark blue diagonal shape.

# GOALS

- We want Employees to not have to **chase paper invoices**. Instead, they will use online tools to purchase goods and services, code invoices and have access to the best deals
- We want Suppliers to love that we now have world-class payment on time performance
- We want Finance to produce accurate and timely financial reporting with less effort
- We want Procurement to enable our farms to capture the best value, easily



# QUESTION: HOW DID YOU COPE WITH REMOTE WORKING?

01

We sent people home easily because we already had the infrastructure in place for them to work remotely.

02

We scrambled a bit to get things organised, then most of the business proceeded as normal.

03

We won't lie, it was a bit disorganised, but we got there in the end.

04

We weren't prepared for people to work from home, or it wasn't appropriate for our business.



# TIPS: REMOTE WORKING & BUSINESS CONTINUITY

If your team is hamstrung by being stuck in a specific location you'll know how important it is to have the tools to enable business continuity.

It's equally important to have full visibility of your payables situation and cash flow to enable business continuity.

Giving your teams the ability to work remotely isn't just good for business continuity, it allows people to have a healthy work-life balance, to protect themselves and to work without interruptions.

But it's critical to ensure they have the right support when they're working remotely, especially the right software tools

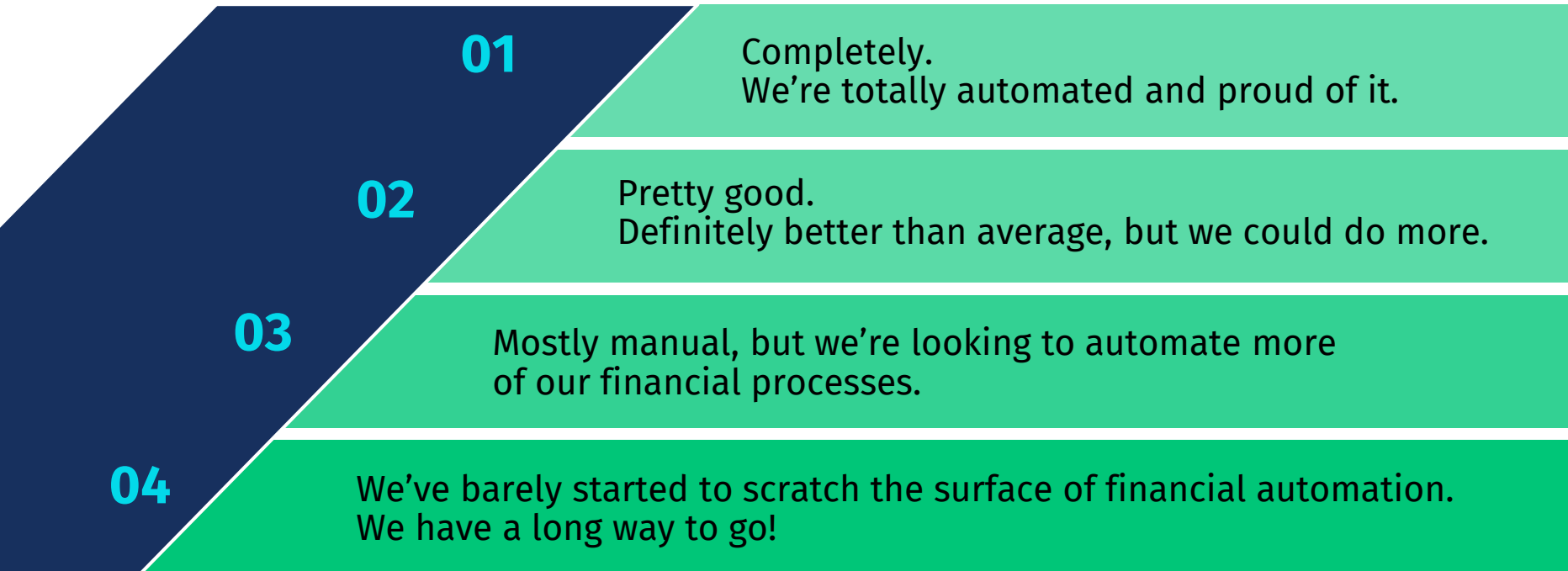
We believe remote working will become the norm – future employees will choose employers that can offer this flexibility



# WHAT MADE IT POSSIBLE TO PROCESS 7,500 INVOICES WITH A VALUE OF \$21.0M WITHIN 10 WORKING DAYS OF THE INVOICE DATE IN MAY & JUNE?

- The solutions underpinning this process
- How everything works together
- How we made it happen (phased approach)

# QUESTION: HOW AUTOMATED ARE YOUR FINANCIAL PROCESSES





# TIPS: AUTOMATION

If you never start with the automation process it will always be a massive challenge to get true visibility or keep up with your competitors.

Get runs on the board with process automation for your largest suppliers – this can be a quick “win-win” for both parties.

Get on board with the new e-invoicing standard (PEPPOL) for your smaller suppliers.



# P2P VISIBILITY

## PURCHASE TO PAY IN 24 HOURS



**PEPPOL**  
PAN-EUROPEAN PUBLIC PROCUREMENT ONLINE

basware



sson



# VISIBLE COMMERCE

Complete transparency into all the flows of money, goods, and services around the world.



# REAL-TIME PERFORMANCE VISIBILITY

Spend under control



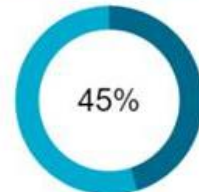
Benchmark: 66%



Association type



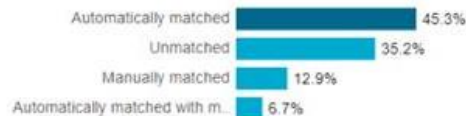
Automatically matched



Benchmark: 63%



Matching type



Paid on time



Benchmark: 67%



Payment outcome



2020

Select metric: Number of invoices

Benchmark: Top 25% threshold of organisat...

Invoice type: (All)

Organisation: (All)

Invoice carbon footprint: Total actual emissions over time

# REQUISITION

leggings for calf rearer

Created by: Falconer R Kyle

Creation time: 4/06/2019 9:01:45 AM

Desired delivery date: 31/05/2019

Current recipient:

Purchase requisition number: PR-19-LFL-12179

Purpose: leggings for calf rearer

Status: Received

Purchasing currency:

Addresses Lines History & Comments

Purchase Order: 19LFL12230  
Created: 4/06/2019 9:07 AM

Goods Receipt: GR-19-LFL-14379  
Created: 5/06/2019 8:58 AM

## 1. ORDER

Requisition created 4 June 9:01 a.m.

PO created 4 June 9:07 a.m.

## 3. RECEIVE & APPROVE (3 WAY MATCH)

Goods receipt created 5 June 8:58 a.m.

# INVOICE

## Farm Source

PO BOX 92032  
Auckland 1142 NZ  
GST Reg No: 14552804

## TAX INVOICE

Invoice Date  
04.06.2019

Invoice No.  
700021954-  
208132578

Recipient GST Reg. No.

Invoicing Address  
Landcorp Farming Ltd - Quest  
PO BOX 5349  
6140 Wellington  
NZ NZ

Delivery Address  
Landcorp Farming Ltd 8004860  
6140 Wellington  
NZ NZ

## Terms of Payment

Up to 20.07.2019 without deduction

Due Date  
20.07.2019

Net Service ID: eifarming@  
Party Identification ID: eifarming@

Westpac-Hamilton	0303180783164000	GST 0	Incl. GST
20.07.2019		147.82	169.99 NZ
Rows Total		147.82	169.99 NZ
TOTAL		22.17	NZ
GST		169.99	169.99 NZ
PAYABLE			

Description	QuantityUnit	Price per Unit Incl. GST	GST %	GST	Total GST 0
1 Overtrouser Bib 360 Wmn Perform P/Blk M					
250311010	1.000pce	169.99	15.00	22.17	147.82
Order Number: 19LFL12230					
Gross Amount GST 0: 147.82					
Discount 0 % GST 0:					

## 2. DISPATCH & INVOICE

Invoice showing PO 12230

Invoice received 4 June 11:00 a.m.

## 4. READY TO PAY

Invoice ready to pay 5 June 8:59 a.m.

# REQUISITION TO “READY TO PAY” 24 HOURS (NO AP “TOUCH”)

4/06/2019 11:00:45 AM	System	Invoice imported
4/06/2019 11:00:52 AM	System	Purchase order candidate selected for the invoice  "19LFL12230"
4/06/2019 11:00:53 AM	System	Waiting for missing goods receipts
5/06/2019 8:59:38 AM	System	Linked to the following purchase order: 19LFL12230
5/06/2019 8:59:38 AM	System	Automatic matching completed
5/06/2019 8:59:42 AM	System	anyERP processing completed



# THE PROCESS DOES NOT REQUIRE THE SUPPLIER TO BE “E-CAPABLE”

TAX INVOICE / STATEMENT

Date 24/2/19 096779

To Haystack Station

PO-18-LFL-20856

c/o LANDERS FARMING LTD

PALMERBROTHER SHEARING LTD

From 295 Matthews Road

RD1 Dinton

9791

G.S.T. Reg. No. 119-781-582 Doc Ref: 02-0957-0091075-000

Qty	Unit	Description	Unit Price	\$	¢
1316		Full Contract Eve Shearing		6583	50
		Full Wool \$4.75			
6886		Full Contract Lamb Shearing		2682	60
		\$4.10			
				Net Invoice total	9266.10
				G.S.T. 9.00%	834.92
				TOTAL INCLUSIVE GST \$	9761.02

Collins & Aitken

Header Data	History & Comments	Attachments (0)	Related Documents (2)
All	Enter comment		[1000]
16/03/2019 10:04:06 AM	System		Automatic matching completed
16/03/2019 10:04:05 AM	System		anyERP task task created
16/03/2019 10:04:05 AM	System		Invoice waiting for anyERP processing
16/03/2019 10:04:05 AM	System		Coding rows re-generated
16/03/2019 10:04:03 AM	System		Purchase orders associated
16/03/2019 10:04:03 AM	System		Matching categories selected
"Invoice Automation Basic Category"			
16/03/2019 10:04:03 AM	System		Purchase order candidate selected for the invoice
"PO-18-LFL-20856"			
16/03/2019 10:04:03 AM	System		Matching configuration found
"Invoice Automation Default Configuration"			
16/03/2019 10:04:02 AM	System		Order matching task created

Invoice dated 24 February (due 10 March)  
Processed by “scan & capture” 15 March  
Invoice auto matched 16 March  
Invoice paid 20 March

# SECRETS OF PROCUREMENT SUCCESS

- Use of mobile phones
- Electronic ordering
- Pushing performance through KPIs



PĀMU FARMS  
OF NEW ZEALAND

END-TO-  
END UNITY:  
WE'RE ALL  
IN THIS  
TOGETHER

# QUESTIONS



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# THANK YOU

Links for more information

- Pāmu's story
- SSON AP Automation Report:  
How to Turn AP Into a  
Value & Profit Engine