

# Transforming Accounts Payable for Kettle Cuisine

Solutions implemented:

**APSMART<sup>™</sup> PAYS<sup>™</sup>MART<sup>™</sup>**

“The most advantageous benefit received from working with CloudX has been their flexibility and openness to customize their solution to reflect our business needs. CloudX was very inclusive of our feedback during the design and deployment phase of the project and has significantly enhanced how we manage our AP

**- Danielle O'Connor,  
Kettle Cuisine Controller**

## Highlights

**50%** Reduction in invoice processing time

**100%** Increase to invoice status visibility

**50%** Gain in payment discount capture

## A Recipe for Success: Great Soup Goes Digital

Founded in 1986, Kettle Cuisine is an artisan soup manufacturing company with an expansive portfolio of clients in foodservice, retail, and restaurant channels.

Kettle Cuisine's value pitch is artisan at scale - which means a lot of soup, a lot of ingredients, and you guessed it: a lot of transactions. Kettle Cuisine implemented CloudX's APSmart and PAYSsmart solutions in 2015 to simplify the accounts payable and payment processes, saving cost and time on the 2,400 invoices processed every month.

## Challenges

Faced with the administration challenges of a growing company, one of the areas that was opportune for improvement was the accounts payable process. Kettle Cuisine was processing 600 invoices per week, and they had two options: bring on another AP clerk, or look to optimize the AP process.

**KETTLE**  **CUISINE.**

### Client details

**Company name:** Kettle Cuisine  
**Industry:** Prepared Food Manufacturing

**Location:** Lynn, Massachusetts  
**Accounting system:** Ross ERP



### About us:

CloudX is a software as a service company that designs, operates, and supports adaptable digital transformation solutions for finance departments. CloudX solutions enhance efficiency, visibility, and profitability across several financial functions. Solutions include:

- Accounts payable automation
- Payments automation
- Accounts receivable automation
- Purchase requisition automation
- & Customized solutions

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## Challenges (cont.)

Prior to working with CloudX, Kettle manually processed invoices under a heavy paper burden. This burden included copious amounts of data entry, manual goods matching, physical paper invoice routing for approval and GL coding, as well as paper-based archival. This paper-based process created several difficulties in the process:

- ▶ Visibility to AP liabilities in the pipeline was severely limited due to paper based processing.
- ▶ Needed to improve their percentage of early payment discounts while minimizing their exposure to late payment fees.
- ▶ Wanted better process controls in place along with more robust reporting and insight to key performance indicators.

## How APSmart from CloudX Helped

Kettle Cuisine deployed APSmart from CloudX, a cloud-based AP automation solution along with several strategic CloudX service designed at reshaping the process to increase productivity while decreasing invoice cycle times and processing costs. Kettle Cuisine is leveraging CloudX's ability to convert a PDF or paper invoice into usable data through advanced OCR technology and data verification.

## Monetizing the Process

Kettle Cuisine yielded an impact of over \$20,000 in their first full fiscal year with CloudX in newfound early payment discounts due to the increased visibility to these invoices and expedited execution of approvals and payments.

## Return on Investment and Future Plans

Kettle Cuisine has seen their invoice processing transition from entirely manual to 95% automated, in terms of data entry, validation, classification, routing, approvals & coding.

Kettle Cuisine has seen close to a 50% gain in employee productivity through the CloudX approach, which is translating to the ability to tackle additional projects that were previously unattainable due to pre-existing time and resource constraints.