



Gasweld Case Study

About our client, Gasweld

Gasweld has one of the largest ranges of trade tools available for purchase. They specialise in selling tools, not toys, which means you can expect high performance from all products they stock. They service their Customers across 15 locations in NSW, ACT and SA.

Gasweld process approximately 3,000 invoices per month and, at time of writing, are on version 750.x. The majority of the invoices that Gasweld process are for inventory that they warehouse in their Newcastle location.

Brent Dunning, General Manager, hates waste. "I see the elimination of waste in operational processes as a core strategic advantage, it is one that Gasweld tries to exploit in everything we do", said Brent.

To that end Gasweld has been Ground Zero for many of the advances Redmap have made in their Pronto automation platform.

"Gasweld and Redmap have worked together to push the technology into multiple parts of Gasweld's business and that has been to the benefit of all Redmap Customers", said Ben Woolley, Redmap CEO.

Why did Gasweld approach Redmap?

"I want to deliver the best possible service to my Customers, and I want ensure that every available dollar is spent on achieving this outcome. One of the easiest ways to do that is to run your operational processes as efficiently as possible.

"There were opportunities to improve efficiency everywhere I looked in the office. There were multiple paper-based processes that we executed daily that were repetitive and added zero value to my Customers.

"I had met multiple document automation "experts" before I met Ben and the team. In Redmap I found a team that had a solid understanding of Pronto and a company that I felt I could work with. I knew that this wasn't only about AP Automation" Brent stated.

What did Redmap do?

Gasweld have implemented 3 different document workflows.

AP Automation. Gasweld and Redmap worked together to build the first version of Redmap Receipting. Redmap Receipting allows invoices to be approved where they are subject to a PO in a status other than updated (status 70).

"Whilst originally, we planned to only implement this for the non-stock invoices, I convinced the Redmap team that we should do it for the stock ones too. They looked at me like I was crazy, but we developed it and it worked just like I thought it would", Brent continued.



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What did Redmap do? (continued)

Invoices are captured, have the data extracted and checked against the PO in a fully automated state. The invoice is routed to the appropriate user where this check finds an invoice that is either not receipted or where there is a mismatch to the PO or where it is one of a small majority of non-PO invoices. The user can approve the invoice and, where the receipt has yet to be performed, Redmap will first apply the receipt to the PO and then post the invoice.

Statement Reconciliation. Gasweld sends all of their statements to Redmap for reconciliation. The line items containing the invoice details are extracted from the statements and compared against the invoices in Redmap. Any mismatches are highlighted and sent to the finance team.

“Reconciling the statements was something that bothered me. It is one of those important but often neglected tasks. It is important to me because I take pride in paying my Vendors on time, but it was something that was often de-prioritised by the team. I don’t even think about it anymore. Redmap takes care of it”, said Brent.

Proof of Delivery archiving. “We deliver goods, the Customer signs the POD and then we file the POD. Sounds simple, and the first two parts are, but the POD’s were everywhere. I was literally having to buy new filing cabinets to put the things in!” Said Brent.

Archiving the POD’s with Redmap is a much simpler process. In scanning and sending it to Redmap the POD number extracted, it is filed with some additional data that Redmap looks up in Pronto and a quicklink is posted to the sales order. It is that simple.

“One of the things that I have enjoyed the most about working with Redmap is their long-term view. Many times, I have called Ben and asked him what if we did this or that and he has built functionality into the product to meet these requirements free to me because he can see that there is value in it for his other Customers. I know he has done the same for other Customers.

I guess that is the benefit of dealing with the owner of the IP rather than through some reseller who has little to no control and trying to make a dollar on every little item because direct margin on product is lower”, said Brent.

What was the outcome for Gasweld?

“I was doing my ROI calculations the other day for this case study. 540% - I couldn’t believe it. Thought I had the wrong numbers. 540% ROI over the last 5 years. I knew that we would strip waste from the business, but that is ridiculous!”