

FULLY DIGITIZED:
EFAFLEX IS BREAKING NEW GROUND WITH XRECHNUNG

EFAFLEX



Challenge:

- » Introduction of a user-friendly, central solution for the digital dispatch of invoices (including XRechnung) and the digitization of delivery notes

Solution:

- » Introduction of an SAP add-on with integration of the Peppol network and a simple solution for the digitization of delivery notes. Planned enhancement of the process optimization to other SAP processes.

Benefit:

- » Faster lead times
- » Compliance with all legal requirements
- » Reduction of manual activities as well as continuous digital processing



Fully digitized: EFAFLEX is breaking new ground with XRechnung.

„Due to digitization, you are always one step ahead, but individual processes are slowed down by manual ones again.“ This is how EFAFLEX’s sales and customer service felt when processing their outgoing invoices.

For the world market leader in high-speed doors, digital transformation provides a unique portfolio of new opportunities. Therefore, both departments „pushed at an open door“ when they informed the management about their desire to improve the outgoing invoice process in SAP. Joachim Preussner, Deputy Head of IT at EFAFLEX, explains in an interview how it came about that other departments also wanted to optimize their SAP document processes and how customer service and sales work these days.

1 What was the initial starting signal for EFAFLEX to introduce digital solutions for SAP across all departments?

Joachim Preussner: „We started with an extensive internal evaluation in order to find a suitable solution for sales and customer service. It then became clear that other departments, such as purchasing, also wished to optimize their SAP document processes. For this reason, we added further SAP add-ons for goods receipt, order confirmations and invoice receipt.“

2 Why did EFAFLEX opt for the AFI Solutions portfolio?

Joachim Preussner: „At the beginning we had several providers on our list, but in the end there were only two. AFI Solutions presented coherently right from the start. For our final decision, we then went through all the use

cases again and were convinced: the AFI solutions were the best fit for our requests. Facts and intuition went hand in hand.“

3 Why did you decide to start with a digital solution for outgoing invoices?

Joachim Preussner: „Only the wearer knows where the shoe pinches most. The federal government ultimately mandated that XRechnung would be mandatory for vendors starting 27 November 2020. As we serve many large customers in the public sector, we knew that was where we had to begin. But other major customers had also already announced that they would only accept electronic invoices in the future. This was the reason we launched AFI Billing, the solution for outgoing invoices, together with AFI Solutions and its partner ecosio as a first step.“

4 You also implemented other digital solutions for SAP simultaneously, didn't you?

Joachim Preussner: „Exactly. In parallel to the introduction of AFI Billing, we were implementing the digital solution for delivery notes, because it was really easy to install. The benefits became apparent very quickly: manual filing became redundant, and the delivery notes can now be viewed centrally at any time by everyone authorized.“

5 What has improved in the process of invoicing now that the solution for outgoing invoices has been implemented?

Joachim Preussner: „Now things are very different, in fact, they are great. With AFI Billing, processing is much faster and easier. We can use different formats and still keep the transparency of all invoices in a central monitor. XRechnung are sent via the Peppol network, and we can also see their processing status in the monitor.“

We have been working with the new solution since 1 February 2021, and have already sent out almost 70,000 invoices (as of January 23). The SAP add-on was introduced without any problems; only a few special features had to be adjusted at EFAFLEX.“

6 What exactly are the special features with regard to outgoing invoices?

Joachim Preussner: „There is the process of down payment invoices in the building sector, for example. In this case, the invoice must fulfill formal requests in order to be legally compliant. Until now, however, this standard for construction invoices was not mapped at all in the XRechnung standard. But our development department has worked together with ecosio to adjust the required matrix for the down payment invoice in XRechnung.“

Furthermore, some EFAFLEX customers wish to have a service report in addition to the invoice. It used to be a bit more complex to send these reports with the invoice, but today the service report is simply attached with one click which saves an enormous amount of time.“

7 How satisfied is your staff in sales and customer service now?

Joachim Preussner: „In my career, I have already been involved in many projects and it is often the case that users like to point out what no longer works with the new tool when a new software is deployed. With AFI Billing I had a completely different experience. An internal project report was

planned, so I actively asked the users and received only positive feedback. So I'm not exaggerating when I say that everyone is more than satisfied with the solution.“

8 What do you expect from the digital optimization of so many processes around SAP? Anything in particular?

Joachim Preussner: „It really is about the classic issues such as compliance, transparency, and faster lead times. We can see what a boost the AFI solution has given us in sales and customer service. So it's only logical to tackle other SAP processes as well. With the solution for incoming invoices in particular, we expect to gain even more time and are excited to see how this process will be transformed even further with the AFI solution.“

Thank you very much for the interview, Mister Preussner.



EFAFLEX produces high-speed doors for industrial applications. Founded in 1974, the company serves customers in the industrial, trade, food manufacturing, chemical and pharmaceutical sectors, among others. As the only manufacturer in the field of high-speed industrial doors, EFAFLEX is registered in the World Market Leader Index and therefore belongs to the 461 top companies in Germany, Austria, and Switzerland.

<https://www.efaflex.com/de/>

AFI Solutions GmbH is a leading solution provider for the digitization and optimization of document processes around SAP. The solutions cover the entire purchase-to-pay and order-to-cash process.

AFI is the only software manufacturer on the market that offers everything from a single source: With the RedPaperCenter as a managed service, companies can easily outsource the digitization of a wide variety of paper documents. In process optimization, AFI scores with SAP-integrated software solutions. The cloud-based DocumentHub as software as a service (= SaaS) completes the unique product portfolio.

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