



Causeway talks to Speedy

What Causeway does for Speedy

- Electronic exchange of trading documents
- Streamlines transaction processing
- Significantly reduces costs
- Improves process visibility
- Improves customer and supplier experience
- Provides flexible connection options for our trading partners
- Supports process re-engineering

Causeway talks to

Mark Patmore

Technical Project Manager - e-Trading

Business: A leading provider of equipment and support services to construction, industrial, infrastructure and related industries.

Turnover: £500m

Staff: 4000

Solution: Causeway Tradex

“Causeway Tradex is a flexible and easy to use eTrading solution, which can be readily deployed throughout our supply chain and with our customers”

Mark Patmore

Speedy is a provider of equipment and support services to the construction, industrial, infrastructure and related industries. Founded in 1977 Speedy is the leading company in its sector, with over 100,000 customers and a national network of 400 depots.

Maintaining strong and effective customer and supplier relationships is vital to Speedy's success. Investment in Causeway Tradex has contributed to this objective.



Q1. What was the issue for your business?

In 2003, our primary concern was to reduce the cost of processing our invoices due to the high volume of transactions exchanged with our customers. The speed with which customers could process our invoices was also important. This was because some of our customers needed to cross charge project costs to their own customers in a very short timeframe as well as to help with our own cash flow. Internally we also wanted to improve the efficiency of our credit control procedures and reduce the amount of paper we were producing.

Q2. What other systems did you review and why did you choose Tradex?

When sending our invoices we are market led and driven by our customers' needs. High demand from our customers required us to establish e-trading capabilities. Specific requests for the receipt of electronic documents from some of our major customers, such as Carillion, Morgan Ashurst and AMEC led us to decide to join the Tradex electronic trading community. Due to the diverse nature of our customer base, we also have connections with Coins ETC and Burns e-Commerce Solutions. However, Tradex was purchased as it was easier to use than other services and offered clear benefits, such as flexible connection options, to our trading partners as we looked to expand our eTrading activities. Tradex is our preferred route for customer and supplier integration.

Q3. Why Causeway and what have been the benefits?

Fundamentally because Tradex is a flexible, cost effective and easy to use eTrading solution. Tradex can be easily deployed by our customers as well as throughout our supply chain.

Invoices sent electronically are available to review at an earlier time and issues can be resolved more quickly. This makes it easier for both these requirements and to offer the same benefits to our trading partners.

Invoices sent electronically are available to review at an earlier time and issues can be resolved more quickly. This makes it easier for both the customer and supplier to do business together. Currently only 10 percent of our invoices are sent electronically, this figure has increased from 5 percent over the last 18 months. There is an active wish to push this further and we envisage a considerable increase over the next 12 -18 months.

Q4. What future benefits do you hope to achieve?

There are many benefits available to Speedy from operating a more integrated process with our customers and suppliers. Since adopting electronic invoicing, the reduction in aged debt arising from queries and lost invoices is one of the main reasons we are aiming to increase our electronic invoicing.

Following success in processing our customer invoices we are now engaging Tradex in other areas of our business, such as B2B links within our supply chain. We have considerable scope for cost reduction internally as we process high volumes of transactions with our suppliers. Tradex is helping us reduce cost in this area.

Another important goal is 'Getting Greener' throughout our transaction processing and, eventually, to turn off paper invoicing as part of our Customer Experience programme. There are clear environmental benefits from removing the need to exchange the literally millions of pieces of paper used every year that could be replaced using Tradex. This underlines the Speedy motivation to be seen as a leader and to set new industry standards in areas such as corporate and social responsibility.

Q5. Any words of advice?

Speedy has undergone considerable change internally to allow us to scale our electronic trading activities without having to increase the workload to process this information. In partnership with Tradex, systems have been put in place to allow us to manage the conversion and audit the electronic document exchange.

Automation should be used wherever possible. For example, to further help Speedy to move away from manual handling, the delivery of data to and from Tradex is automated using secure methods, such as HTTPS, AS2 and FTP. Automation helps us to roll out electronic exchange to more customers and suppliers by ensuring the process is scalable. By automating the process we will be able to rapidly increase the volume of electronic transaction whilst retaining the cost and time savings benefits.

To find out how Causeway can help *your* business please call us today on
01628 552000



CAUSEWAY
the construction software people

Causeway Technologies Ltd

Comino House, Furlong Road, Bourne End,
Buckinghamshire SL8 5AQ

t: +44 (0)1628 552000 **f:** +44 (0)1628 552001

e: info@causeway.com

www.causeway.com