



## Electronic invoice delivery at Glenammer Engineering Ltd

“As a small business, it is crucial for us to be paid promptly, something that OB10 facilitates, letting us know that our invoices have been successfully delivered and are being processed by Fisher. Submitting invoices online using OB10 is simple and secure and crucially it offers the added bonus of helping us keep one of our valued clients happy.”

Allen Matthews  
Founder  
Glenammer Engineering Ltd

### Introduction

Glenammer Engineering Limited ([www.glenammer.com](http://www.glenammer.com)) is a UK supplier of laboratory test sieves with a broad international client-base. Based in Ayrshire on the West Coast of Scotland, the company is a family business employing two people.

The company is one of 3,000 suppliers that sell to Fisher Scientific, the UK's leading supplier of laboratory products and is responsible for approximately 50 of the 85,000 invoices that Fisher receive annually.

Because Fisher receive such a large number of invoices the company was keen to see if it could improve the efficiency of its accounts payable process. To this end Fisher joined the OB10 electronic invoice delivery network.

### Benefits

For suppliers like Glenammer the OB10 service eliminates the physical costs of handling paper (printing, envelope filling, postage), postal and processing delays and lost invoices.

The knock on effect is that there are fewer disputes and prompter payment – which for small family run firms like Glenammer is often a key motivation for using the network. The service also provides subscribers with automatic reports that tell them when their invoices have been received or if they have been rejected for any reason (e.g. lack of a valid PO number).

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### About OB10

OB10's (www.OB10.com) standard-setting global B2B e-Invoicing solution simplifies and streamlines the complex invoice-to pay processes between companies and their suppliers, while reducing the cost to manually process invoices by as much as 80 percent, and delivering ROI in less than six months. Operational in Europe, North America and Asia, web-based OB10 is compliant with each region's regulatory requirements, such as Sarbanes-Oxley and VAT. To ensure unrivaled supplier adoption, each new customer's suppliers are supported by an implementation services team responsible for getting them up and running on the OB10 network. Customers include: Hewlett-Packard, GlaxoSmith-Kline, Agilent Technologies, General Motors, Crown Holdings, BAT, Cargill, Mohawk Industries, TUI, Readers Digest, Eaton, Medas (BBC), Fisher Scientific, and Xansa (BT), Kellogg's and LogicaCMG.

Using OB10 Fisher receive electronic invoices directly into its accounts payable systems from all suppliers subscribed to the network. The benefits include substantial cost and time savings, error free data processing, greater visibility and control of its purchasing commitments and improved relationships with suppliers.

### Joining the OB10 network

Glenammer learned of the OB10 service via Fisher's supplier enrolment programme. With help from the Open Business Exchange supplier enrolment team Fisher contacted its smaller suppliers to highlight the benefits of using OB10 and introducing them to the online Invoice Generator. Larger suppliers with installed accounting software use the file submission service. Suppliers sign up to OB10 using a simple on-line registration process and as there is no software to install the process is pain free. "It took us just fifteen minutes," says Glenammer's founder, Allen Matthews.

### Handling Tax

The OB10 service is compliant with tax and VAT legislation in the US and across Europe. This is important for a company like Glenammer who, although small, have an international client base. (Glenammer's subscription to the network means that as more of their customers join OB10 they will be able to send invoices to them using the service).