



## Electronic invoice delivery at Posetiv Ltd

“OB10 saves time, paper, postage and it's environmentally friendly. I'm a big fan of anything like that. GSK have good internal systems for payment, so it was only delivery which was holding us up before.”

David Daly  
Financial Controller  
Posetiv Ltd

### Introduction

Posetiv Ltd is a storage consultancy and integrator. The company provides networked storage solutions to a variety of customers including GlaxoSmithKline (GSK). As part of its OB10 roll-out, GSK contacted Posetiv to invite them to send invoices electronically via the OB10 network.

OB10 enables Posetiv to submit invoices electronically from its existing accounting system, converting the data into the format specified by GSK before sending it electronically to GSK's ERP system. There is no need for Posetiv to alter their existing systems or install new hardware or software.

### Benefits

Sending an invoice electronically with OB10 costs less than sending an invoice by post. But for Posetiv there are other benefits. "From an accounting point of view, our business is relatively simple," comments David Daly, Financial Controller, Posetiv Ltd. "Our turnover this year is £8 million, but we send out only a small number of invoices for large amounts. We have suffered previously as a result of invoices getting lost or delayed in the post. Previously, paper invoices would not always reach GSK. The key benefit of the OB10 network is that we now know that the invoices have been received. That makes my job a lot easier," says Daly. Suppliers sending invoices via OB10 receive immediate verification of the receipt of their invoices, or notification of any queries. Consequently, OB10 eradicates the need to chase lost or problem invoices.

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### About OB10

OB10's ([www.OB10.com](http://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.

### Ease of subscription

Posetiv were sending invoices via the network within 10 days of subscription to OB10. "It's definitely made life a lot easier" says Daly.

### The future

"Large corporations like GSK are right to look at creating a paperless back office, and it also improves their relationship with suppliers like us". Says Daly, "Now we are connected to the OB10 network, we'll be looking for the opportunity to send invoices via OB10 to other key customers."