

### Executive Summary

Arbill is an award-winning safety products and services provider based in Philadelphia. Initially founded in 1945 to provide suitable hand protection, Arbill has since grown into one of the largest safety products providers in the world and become a leader in all the major categories of Personal Protective Equipment.

In need of an automated solution for their accounts payable (AP) department, Arbill originally selected a competitor's Purchase to Pay (P2P) solution in 2012, but after 18 months of subpar results that saw them miss supplier discounts and have to manually process rejected invoices, they decided DataServ was their best option for AP automation.

DataServ will provide Arbill with a comprehensive P2P solution that includes AutoVouch™ and Vendor Setup Request capabilities, which will provide the Arbill staff with a complete solution to their invoice processing needs.

### Why DataServ?

Tatiana Lvova, Business Process Manager at Arbill, said after her company decided the aforementioned solution wasn't going to work, she began exploring other P2P solutions and DataServ's had a competitive advantage in the following areas, all of which she commented on:

**Better functionality** – “DataServ’s AP automation solution addressed most of the scenarios we experience, but after discussing additional features they were able to design a process that matches exactly to what we were looking for when it comes to automating invoice processing.”

**Superior project management** support for launch – “DataServ dedicated resources to manage this AP automation project and follow up on the project’s timeline.”

**DataServ’s flexible SaaS solution – DataServ’s tailored solution bends to the way Arbill runs its business** – “We brought up numerous scenarios that addressed the specific ways Arbill handles invoices, and DataServ incorporated all of these methods into the scope of the project.”

**Less work with DataServ, both at launch and after startup** – “DataServ offers initial training and ongoing support at no extra cost, and that’s something that really appealed to us.”

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*Tatiana Lvova  
Business Process Manager, Arbill*

### Key Benefits Sought by Arbill

There are numerous advantages that come with AP automation, but Lvova says that the primary benefits Arbill sought from DataServ’s solution are:

- One technology solution that can handle both purchase order and non-purchase order invoice processing.
- Elimination of paper, cost savings, and enhanced staff productivity. Additional savings realized from the ability to easily capture early payment discounts.
- Improved document control, auditability and retention management.

If you find yourself in the same situation as Arbill and your current AP automation solution is not addressing your needs, contact us at [info@DataServ.com](mailto:info@DataServ.com).

