

Partner Success Story
Virgate Accounts & ApprovalMax

Bill management for SMEs in the hospitality sector

#XeroGoldPartner

#BillAutomation

#Hospitality

#Multi-entity

#SmallBusiness

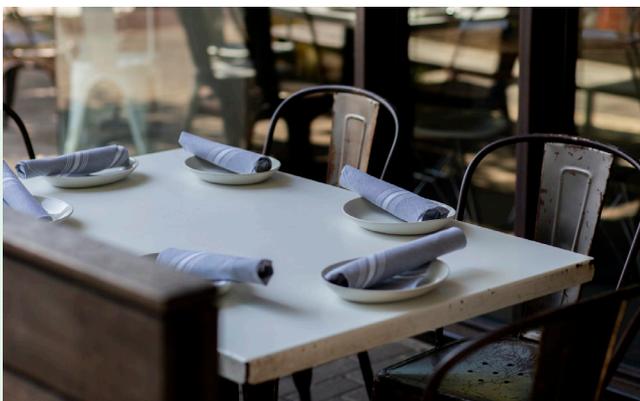
#UK

“We implement ApprovalMax for all new clients that we onboard as we feel that this tool is a crucial part of our service. Every single bill/invoice that we/our clients receive does go through this app. We particularly like that this process is most efficient for our clients, and that things are getting done so quickly is also a major benefit for us.

Moreover, as most of our clients are very busy, using the approval app on their phone is a real revolution for them. We are so glad we found ApprovalMax.”



GLENN GITTINS,
Account Director/Management
Accountant



Company

Virgate Accounts serves as a complete plug-in accounts department for retailers, hotels, pubs and restaurants. They offer a transparent and fixed-price service and are extremely focused on the details in their clients' business, right down to the smallest things.

Industries

Retail & Hospitality sectors

Location

UK

The challenges

The hospitality industry is one of the most dynamic and fast-paced industries for accountants and bookkeepers to serve, so utilising modern technology when disrupting established business models plays a big part.

Hospitality businesses often handle and process a significant volume of invoices that need to be paid. That's why bills and day-to-day expenses have a significant impact on their cash flow.

It's vital to eliminate the inefficiencies caused by manual intervention and paper-based processes. Luckily, taking advantage of digital data capture and cloud data storage that's enhanced with workflow-driven data validation and decision control, can make this task really simple.

Invoice automation ensures a clear process for large multinational technology companies.

Virgate Accounts employs ApprovalMax for every single bill/invoice that they/their clients receive. As an outsourced accounting firm, they need the level of detail and clarity this tool delivers as bills are processed and readied for payment.

The primary drivers are shared accountability with the client and effective financial controls. To start with, clients properly authorise all expenses. This also allows to verify costs in the client's PnL statement.

Their end-to-end process automation solution consists of the following key components:

- Cloud accounting platform: Xero provides cloud data storage as well as centralised document management and accounting functions.
- Digital data capture tool: Datamolino
- Approval automation app: ApprovalMax enables both purchase order and bill automation. It also features a price checker to enable for each line item in approval requests a price comparison based on the inventory list prices in Xero's Products and Services catalogue.

This process ensures that accounting and finance documents as well as all accounting data are accurate and complete, verified by both business and accounting, and audit-ready.

Results of the implementation:

- ✓ Centralised financial controls for multiple remote organisations
- ✓ Complete eradication of error-prone manual or email-based authorisations
- ✓ Shared accountability with the client regarding payments
- ✓ Fully traceable and audit-ready approval process
- ✓ End-to-end process automation that enables efficient scaling
- ✓ Improved operational performance

"We are highly experienced in creating various types of approval workflows in ApprovalMax for clients of all sizes – from small businesses to restaurants with over 200 sites who have quite a big infrastructure and multiple suppliers. It's truly amazing that in the majority of cases there is very little training required because ApprovalMax is so intuitive to work with," – says **Glenn Gittins, Account Director.**



The Approval App You'll Love Using

ApprovalMax allows accounting and advisory practices to set up approval-driven financial controls for accounts payable and accounts receivable. It replaces paper- and email-based approvals with fully automated multi-role and multi-tiered approval workflows. This ensures full regulatory compliance, simplifies audits and facilitates client collaboration.