

Charles Seafoods Supply: Accelerating Payments and Streamlining PO and Invoice Collaboration Through the Ariba® Network

Charles Seafoods Supply is a family-owned business with more than 20 years of experience and a reputation as one of the best suppliers in the seafood industry segment. Headquartered in Manila, the company is committed to delivering consistent, high-quality products through strict food safety standards and intensive quality control. As a result, its clientele has grown steadily and now includes some of the most renowned hotel groups and casino operators in the Philippines.

Charles Seafoods Supply embarked on a journey to use the Ariba® Network with one of its largest customers in Manila, driving up PO and invoice collaboration and automation and benefiting through increased process efficiency, improved payment cycle time, and a high level of transaction transparency.



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Getting paid faster with the Ariba® Network

Company (Supplier)

Charles Seafoods Supply

Headquarters

Manila, Philippines

Industries

Consumer products,
wholesale distribution

Products and Services

Seafood products for a
broad range of business
clients

Employees

~50

Objectives

- Eliminate manual, paper-based processing of POs and invoices
- Improve tracking of POs and change orders to eliminate delivery delays
- Increase visibility into invoice status
- Shorten lengthy invoice processing cycle times to accelerate payments

Why SAP® Ariba® solutions

Ariba® Network for automating PO and invoice exchange with customers

Resolution

- Enabled an online catalog for approximately 140 items that reflects current pricing and product specifications
- Leveraged the partial line-item and complete PO rejection feature to improve the order confirmation process

Benefits

- Faster and more predictable payments
- Better traceability of documents and visibility into invoice processing status
- Fewer errors and quicker dispute resolution
- Greater transparency and enhanced relationships with buyers

80%

Reduction in late or
overdue payments

75%

Increase in order
accuracy

30%

Reduction in days
sales outstanding

“With the Ariba Network, we have smooth and transparent transactions with the buyers and fewer errors in ordering and delivery. More important, since we started getting paid faster, we now have a positive cash flow.”

Mayette Yulo, Owner, Charles Seafoods Supply

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