

# Digitalization of the procurement process at Selenta: from purchase to pay

 **9**  
hotels

 **+2900**  
hotel rooms

 **+375**  
F&B providers

## The starting point

In 2011, during its national expansion, Selenta's hotel group realises that its procurement process presents inefficiencies and is done manually. All invoices **must be signed in-person** at the group's headquarters in Barcelona. Hotels have to send invoices by post to the main headquarters **rising the number of manual and repetitive tasks which can cause errors** in the Finance department.

This procedure impacts directly in the relationship with the providers. Invoices **take more than 45 days to be managed** and, on many occasions, providers need to print and send the documents again. Therefore, **payments are considerably delayed**.

Facing this situation and with an average volume of transactions with providers of 17,000 purchase orders, delivery notes and invoices per year, Selenta decides to **digitize the supply process**.

“ All invoices must be **signed in-person** at the group's headquarters

## The solution

“ The combination of **baVel, SAP and MOBBA** make **the supply process 100% digitized**.

Selenta trusts baVel eBilling to **automate the issuance of purchase orders, self-delivery notes and invoice reception**. Both companies' teams work together to **integrate baVel with SAP**. In order to get a 100% digitized process, baVel also **connects with the MOBBA scales**, installed in each hotel.



The combination of these three technological partners - baVel, SAP and MOBBA - make the supply process 100% digitized, avoiding discrepancies when refunding goods, which are **processed in real-time** thanks to the integration of baVel and MOBBA.

Thereby, **the P2P process is 100% automated**, from the issuance of the purchase order to the reception and goods, the issuance of the self-delivery note and the reception of the invoice and payment issuance.

*“baVel’s implementation is a win-win for all. The provider obtains better visibility and cashes quicker, and from Selenta’s side, we have a robust and agile P2P loop which reduces management time and errors”*, explains Xavier Felguera, Corporate Procurement Director at Selenta.

## The outcome

At present, Selenta connects with **90% of its F&B providers** via baVel. *“Our objective is to start including providers from other categories as well in baVel”*, explain Felguera.

Thanks to the automation, **the processing time and the invoicing and payments management have drastically been reduced**. What previously took 45 days, is now completed in less than 48 hours. Consequently, the contractual relationship with all the providers has improved.

During the last 9 years, Selenta’s transactions via baVel have raised 433% **without having to increase the management team**. Furthermore, 35% of the Finance team has refocused its **work to more value-added tasks**. The hotel group has also **saved 80% of paper**, consequently saving in administrative costs and physical storage space savings.

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**90% of providers digitized**



**Invoice and payments processing and management: <48h**



**Elimination of physical storage space**



**+26k automatic purchase orders issued**



**+30k received invoice automatically**



**80% savings in paper**