



Accelerate your growth with Quadient AP

As businesses return to full speed, they're taking steps to ensure their financial systems are more resilient than ever. It's for this very reason that [Stonefield Systems Group](#), a business management software company, is helping organizations connect with the right tech solutions. They've partnered with Sage AP Automation, powered by Quadient AP, an accounts payable (AP) automation software, to remove barriers obstructing growth and financial innovation in AP.

“As everybody knows, AP is a necessity for businesses, but automation can add great value,” says Bernie Darmokid, Sales Manager/Partner at Stonefield.

Based in Saskatchewan, Canada, Stonefield is a premier provider of Sage 300 cloud solutions. Their team of experts offer consulting and training services to accounting teams in a range of industries.

In 2016, when Quadient AP [launched a partnership](#) with Sage as its exclusive AP automation provider, Stonefield knew they had to enlist the software in their line of solutions. “We got on board right away when Quadient AP and Sage came together. We were fortunate enough to have Quadient AP at a couple of our own client conferences within a few weeks after the announcement,” Darmokid highlights.

With Quadient AP, they have helped businesses modernize their workflow by automating routine tasks such as data entry and writing checks. This means CFOs can enable their accounting team's full potential and assign them to more valuable, strategic work such as forecasting and budgeting.

“With the changes that are currently taking place in the market right now, Quadient AP automation is something that Sage 300 resellers should be looking at adding to their portfolio.”

- Bernie Darmokid, Sales Manager/Partner at Stonefield

During the pandemic, when remote month-end closings became a reality for most accounting teams, those who had automation in place fared better than those that did not. One study found that 63% of firms that were using cloud technology handled the impact of COVID-19 well and had a seamless transition to remote work. Finance leaders are making greater investments in cloud computing and software as a result. Whether processes like month-end closings are done remotely or not – the benefits of AP automation cannot be ignored.

Simplifying invoice approvals

Cloud accounting was already getting the attention of Stonefield’s client base, but COVID-19 deeply accelerated the necessity for AP automation. “Everybody’s working remotely. Our customers needed a solution for workflow approvals during this time,” Darmokid points out. “With the changes that are currently taking place in the market right now, Quadient AP automation is something that Sage 300 resellers should be looking at adding to their portfolio,” Darmokid sums up.

He recalls a case where a customer was sending invoices all over the city to get people to sign them off, often requiring multiple email reminders or mailing out physical copies. “Sage AP automation has totally eliminated those kinds of headaches for them. It makes their life a lot easier now. A faster approvals process has really been a big benefit,” Darmokid says. Managers can approve invoices from their phone or the web. Unlimited user access to the software ensures that everyone involved in the AP process can easily accomplish their task online.

Adding value with automation

The greatest benefit of automation according to Darmokid is the implementation time. Businesses cannot afford to wait for weeks in order to pay a vendor electronically or track down employee expense receipts in office cabinets before reimbursing them. With Quadient AP, deployment of all AP workflows – [PO's, invoice, payments and expenses](#) – can be done in a matter of weeks. “One of the biggest reasons we really recommend Quadient AP is because of its short implementation cycle. We could have customers up and running really quick versus some of the other solutions that could possibly take months,” he notes.

Speeding towards transformation

Stonefield and Quadient AP collaborate closely and share customer requirements and feedback. “To be able to pick up the phone and send an email, and communicate almost every week, that’s important for me to build a relationship,” says Darmokid. With Quadient AP automation, Stonefield spends less time troubleshooting and more time helping their customers accomplish their goals.

Save Time, Cut Costs & Reduce Risk With AP Automation

Quadient Accounts Payable Automation by Beanworks is an essential all-in-one cloud-based accounts payable automation solution for the world's accounting teams. Our platform drives efficiency and productivity for busy AP teams. Quadient supports hundreds of thousands of customers worldwide in their quest to create relevant, personalized connections and achieve customer experience excellence.

Become a Quadient AP Partner
Earn recurring revenue and be rewarded for referrals:

quadient.com/ap-automation/partners

