How This CEO Saved Thousands of Manual Hours by Automating Purchasing Processes Through Mobile
Few people know adaptation in telecommunications and the unforgiving rollercoaster ride of technological advancement like Ed Fineran. Ed had been the CEO of Atlantech for 23 years, a leading telecom provider based in the DMV area in the United States that focuses on providing telephone, Internet and data center services to business and government organizations.

Today, Atlantech’s multi-terabit per second fiber backbone is a solution that scales and supports customer’s evolving networks, and thrives with its state of the art data centers and consolidated connectivity services. To get to this point, though, Atlantech’s 50 person team has had to evolve and make operational choices to scale and grow effectively.
One of Atlantech’s most recent challenges was realizing just how detrimental manual entry was to their procurement processes and general operations. Atlantech’s previous processes included manually typing in orders on a spreadsheet, and organizing multiple spreadsheets for users.

This prohibited multiple users from accessing it at once, and also risked typos from human error. In addition, spreadsheets caused accessibility issues due to the fact that only one person could access it at once. Not only was it eating up extra time, but it was also duplicating and repeating information and data in spreadsheets causing for organizational issues.

“Manual entry was definitely bogging down processes. Often times we’d be inputting the same information between spreadsheets and quickbooks three or four times. We’re talking hours of additional work,” Ed explains.
The Solution

Once it became clear that Atlantech needed some sort of automation in their buying and procurement processes, Ed and his team began to evaluate potential solutions. Most solutions were either too expensive or they were software-based which would occupy too much disc space on local computers and be difficult to scale. Eventually, their research led them to Procurify.

What Procurify offered was a way to centralize and consolidate their spending and supply chain at scale, and completely re-engineer their approval routing processes. Before Procurify, approvals were done on a word-of-mouth basis and by touchpoints on email.

“For our size and budget, Procurify clearly became the right direction for us. Procurify just made everything...faster. It wasn’t a complete automation, but it made it so that you only had to input something once. It accelerated all of our process instantly across the board.”

What Ed found in Procurify was a reliable solution that could hasten his ordering processes and cut time and costs by a substantial amount. Once they began to engage with managing their spend and supply through Procurify’s platform, Atlantech realized implementation was a breeze with the help of Procurify’s dedicated support team, and was able to rollout Procurify effectively in a couple weeks.

“The support team particularly from a customer support perspective is very very good. They always get it done. Priscilla for us was absolutely fantastic.”

Beyond finding a solution for their initial problems, Atlantech quickly became privy to the other previously unseen benefits of using Procurify’s growing platform.
“The system is always available, very rarely down. It’s comforting to know that consistency is there. I love that Procurify is a web based application, because no matter where we are, we can still completely work.”

ED FINERAN, CEO

**Consistency & Reliability**

In the telecom industry, reliability and speed are the key features and points of competition for providers. If you’re slow and unreliable and unreachable in a support sense, clients will not be empathetic to bottlenecks and will jump to the a different provider. For Atlantech, they’ve been a telecom giant for decades, and they needed a solution that was as dependable as they were.

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**Integrations**

Another point of concern going into finding a solution was how it would fit in with Atlantech’s current stack of softwares and management systems. Procurify is one of the most versatile solutions with regards to integrations on the market, with extremely intuitive integrations across Amazon services and Quickbooks, among others.

“Companies that are looking for a solution for procurement should understand your current workflow, and then understand how Procurify can be manipulated to make your workflow better. Understand what Procurify is as a tool, and use it in as many ways as you can to make your processes stronger and faster.”

When asking Ed what he would recommend to other companies that find themselves curious and experimental with operational solutions inside purchasing and supply, he said the following:

“If Procurify integrates with your existing system, you are going to save time on inputs and retyping information. You don’t need to be typing things into multiple systems for the same purchase order. From my perspective, it makes everything exceptionally faster from getting a product ordered, delivered, and paid for.”
“I always use the mobile app for approvals. When I get an approval request to purchase when I’m out of the office, it only takes a few touches. It speeds everything up, because without it, I would have to wait hours until I’m back in the office just to make a purchase, which just makes no sense.”

ED FINERAN, CEO
Choose Procurify and accelerate your business operations right now.

Approvals & Permissions

Atlantech also saw a boost in spend visibility and increased controls through their new approval routing centralized within Procurify’s platform. Not only was Ed able to trust that purchasers and approvers were all in alignment and all given custom permissions based on their roles, Ed was also able to utilize Procurify’s mobile app to oversee requests himself and make critical decisions on the go.

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Ed continued, “I’m always on my mobile phone, and I love that I can quickly look at a purchase request and even ask questions if I need to. It literally happens in a few seconds. Procurify is just a business accelerator.”