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News Release



Gala Retail Services has eliminated paper invoices by deploying Celtrino's e-Invoicing solution.

As Ireland's fastest growing symbol group, over the past ten years, Gala Retail Services experienced a massive 400% increase in the volume of paper invoices manually processed by the group. To deal with the huge volumes of paper, Gala turned to Celtrino to automate its accounts payable processes by deploying Celtrino's cloud based e-Invoicing solution.

Dublin, Ireland, March 23rd, 2010 – Gala Retail Services successfully deployed Celtrino's Accounts Payable solution to automate its accounts payable processes across the group's network of wholesalers and supplier base.

Gala Retail Services has benefited from significant savings and operations' improvements in five key areas as a direct result of deploying Celtrino's Accounts Payable solution:

1. The group has dramatically reduced the costs of its group wide accounts payable processes;
2. Operational efficiency across the group has been improved through the automation of the capture and processing of invoices;
3. The automatic capture of the data has improved the accuracy 100% and this guarantees that the time consuming disputes over billing are avoided;
4. The amount of paper was drastically reduced and the finance team no longer has to spend hours manually inputting the data, photocopying duplicates or archiving the paper invoices;

5. Celtrino's SaaS-based service eliminated the high infrastructure costs associated with deploying in-house systems.

"This project has been a major success with over 85% of Gala's suppliers now supplying e- invoices to our distribution network. The project was complex due to our distribution centres being separate legal entities and different ERP systems," said Eamonn King, Head of IT at Gala. "However Celtrino came up with a solution that's made it easy for everyone involved to adapt to the new processes. The Gala group has reduced the amount of time spent on manual data input and time spent photocopying by 95% and improved retailer satisfaction due to the timely processing of invoices."

"Gala Retail Services is building an intelligent business platform that will handle both its current and future volumes of commercial transactions. We can also easily plug Gala into other services such as ledger alignment and product and price matching," said Ken Halpin, CEO of Celtrino. "We are proud to be the trusted partner that is assisting Gala Retail Services in delivering on its services' commitment to the retailer community. "

Gala Retail Services is owned by a network of leading wholesalers who are collectively responsible for the group's success and also for electing to transform their accounts payable processes.

"The Celtrino Accounts Payable solution is very easy to understand and use, the checking procedures are well established, and the savings in both time and expenses present themselves immediately," said Eddie Hourigan, EDI Co-ordinator, M&P O'Sullivan Ltd. "In these times when everyone is looking for ways to streamline their businesses, Celtrino's e-Invoicing is an ideal place to start."

"One of the real benefits is the elimination of human error and the efficiency of the system," said Declan Whooley, Financial Controller, 4 Aces Wholesale Group. "Now, I've got a 24/7, secure and reliable service that enables us to grow the business without deploying staff to manual non revenue generating tasks."

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About Celtrino

Celtrino specialises in business process and supply chain document automation solutions. With over 20 years of successful trading under our belt, Celtrino has consistently delivered outstanding business value to a customer base of over 600 companies of all sizes, from sole traders to multinationals.

As a pioneer in the provision of outsourced managed EDI services, Celtrino has long championed and delivered innovative reliable and feature rich on-demand supply chain solutions via the cloud.

Celtrino Platform

The Celtrino supply chain automation platform is purposely designed to scale to meet the huge volumes of inter-company B2B commercial transactions whilst providing the highest level of performance, reliability and business continuity through a fully redundant and secure architecture. The Celtrino B2B platform enables a suite of touchless services to be delivered via Software-as-a-Service (SaaS) which offer a dramatically faster implementation process.

GALA Retail Services

Gala Retail Services is Ireland's fastest growing retail group and has gone from strength to strength since launching in 1998 with over 200 stores nationwide.

More information about GALA can be found at www.gala.ie

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