

YPO CASE STUDY

Advanced Data Spectrum

Background

Established in 1974, YPO is a publicly owned procurement organisation with approximately 500 employees serving schools, local authorities, charities, and emergency services across England, Wales, and Scotland. Their vision is to champion public value by helping public sector organisations get the most from their resources, while their mission is to deliver exceptional procurement solutions with over 22,000 products and the buying power that has returned £164 million to the public purse.



Challenges Faced

Prior to ADS involvement, YPO had replaced their old legacy system with Dynamics 365 Business Central. At the same time, a new invoice processing system had also been introduced. However, after a successful project go-live, the system started to deteriorate and invoices were taking over three weeks to process and approve.

This led to supply chain issues and started to directly impact YPO's day-to-day operations. Suppliers began putting YPO on stop and reducing credit limits.

"It was massively affecting our reputation because suppliers were saying 'we can't give you the same credit limit that we always used to do because you're not paying to terms.'"

— Alison Maconachie, Operations Manager (Finance), YPO

Support from their previous provider had become virtually nonexistent, with no product development or responsiveness, leaving YPO trapped with a failing system and no path forward.

Why YPO Chose ADS

YPO evaluated ADS against enterprise competitors, which quoted significantly higher fees to deliver the outcome that YPO needed.

Three critical factors differentiated ADS:

Proven Track Record: YPO had previously used ADS for 23 years in other departments before AP Invoice processing. When their replacement system failed, they knew exactly where to turn. **"We went to ADS because we knew the product worked"** explained Alison Maconachie, Operations Manager (Finance).

Consultative Partnership: ADS' approach focused on understanding YPO's needs rather than pushing products. ADS' team, lead by Solutions Architect Kevin Pooley, demonstrated how the system had evolved, showing capabilities that matched other enterprise solutions at a fraction of the cost.

Seamless Transition: Despite the pressure to resolve supplier payment issues quickly, ADS delivered a smooth implementation. Suppliers didn't notice the change, they just commented that the upgrade had clearly made a massive difference.



“I can’t imagine a YPO without ADS, it couldn’t happen! Suppliers said that the invoices upgrade had clearly made a massive difference. With Kevin, we feel we can ask any question, no matter how silly it might be” - Alison Maconachie, Operations Manager (Finance)

Solutions Implemented

ADS deployed ADS Capture, a Machine Learning powered document automation platform, to modernise YPO's document processing capabilities. Building on a 23-year partnership, ADS replaced the existing system and expanded automation capabilities to handle over 350,000 documents annually across multiple departments.

Invoice Processing with GRN Matching

ADS Capture was configured to automatically process approximately 100,000 invoices and credit notes per year in the accounts payable department. The system monitors a dedicated email inbox, automatically splits multi-invoice attachments, and performs intelligent supplier matching. Invoices are matched against Goods Received Notes from Dynamics 365 Business Central highlighting any discrepancies to an operator for review.

Workflow & Approval

Invoices with variances outside tolerance are automatically routed to designated budget approvers. Approvers can accept, reject, hold or reassign documents directly within the system, with full visibility of the original invoice image alongside captured data. When invoice values exceed an individual's approval limit, the system automatically escalates to their manager, ensuring proper authorisation without manual intervention. Pre-defined rejection reasons speed up processing while allowing free-text notes for complex scenarios. Complete audit trails track every action, user, and timestamp.

EDI Integration

ADS was configured to capture and process incoming supplier EDI files, transforming structured data directly into the system. This allows YPO to offer a simple, streamlined Purchase to Pay experience for suppliers who can submit invoices electronically, while maximising auto-match rates and virtually eliminating manual data entry. The system validates EDI data against the same business rules as scanned invoices, ensuring consistency across all input channels.

The Results

- **87,156 invoices** processed year-to-date
- **65% auto-match rate** (62.3% on direct orders, 66.8% on stock)
- **3-day average processing time**, down from multiple weeks
- **Payment runs in week one** of go-live; suppliers didn't notice the transition
- **Complete audit trail** with instant retrieval of user actions and notes
- **Potential to exceed 70% auto-match** with minor supplier EDI improvements

Beyond the metrics, the AP team transformed from firefighting to optimisation. Staff who previously kept their heads down and avoided the canteen, where colleagues would accost them about unpaid invoices, are now approached by those same colleagues asking them to expedite urgent payments. Requests they can typically fulfil within 24 hours.

The Future

YPO continues to identify opportunities for optimisation, working with ADS to push auto-match rates even higher. With potential improvements from supplier EDI updates alone, they expect to exceed 70% auto-matching in the near future.





Make your data work for you

About Advanced Data Spectrum

Advanced Data Spectrum (ADS) is a leading provider of data and document management solutions, transforming documents into actionable information for organisations worldwide.

ADS has evolved from a software consulting company into a full-service document technology solutions provider. In 2010, the company expanded globally through acquiring Peladon Software, establishing operations across the U.S. and U.K.

We work with clients to understand their unique business challenges and deliver tailored automation solutions that genuinely address their needs, rather than one-size-fits-all approaches.

Our DataSpectrum Framework automates the entire document lifecycle—from capture to processing and integration—helping organisations significantly reduce operating costs, streamline critical business processes, and improve data integrity. With offices in Allen, Texas and Milton Keynes, UK, ADS maintains a reputation for technical excellence, responsive support and practical solutions that deliver measurable business impact across multiple industries.



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