

"Bottomline Technologies as a company has impressed us with their commitment and attention to detail..."

Nick Davey
Director of European Finance, Stryker

Stryker Case Study

Company Profile:

- One of the world's leading medical technology companies
- Issuing over 15,000 purchase orders and processing over 26,000 purchase invoices every year.
- Aimed to halve the time taken to find and input an invoice as well as halving the number of copies taken and reducing paper circulation by 90%.



stryker®

Stryker Corporation is one of the world's leading medical technology companies with the most broadly based range of products in orthopaedics and a significant presence in other medical specialities.

Stryker Spine, operating from locations in France, Switzerland and the US, uses leading edge technology to design, manufacture and service a full range of spinal products, allowing surgeons to help their patients return to a more active, less painful lifestyle.

Stryker Spine is experiencing continual year-on-year growth and, as a result, is in an on-going process to improve efficiencies across their organisation. In 2008, senior management turned their attention to streamlining the procurement to payment cycle within their facilities in France and Switzerland. Between the two, they were issuing over 15,000 purchase orders and processing over 26,000 purchase invoices every year.

As a US owned company, Stryker Spine has to conform to regulations laid down in the Sarbanes Oxley Act with regard to corporate governance and as a supplier of medical equipment, they have very tight quality control requirements which include complete traceability of all components and materials used in manufacturing. These two factors have imposed particular requirements on their proposed purchase to payment solution which Bottomline Technologies were able to fulfil.



26,000
purchase
invoices
every year

The implementation project was defined in two phases with the initial phase comprising inbound document scanning with automated data extraction, validation of invoices against purchase orders and integration into Stryker's MFG/Pro ERP system. Within this, the solution has been designed to capture every line item from inbound invoices including the all-important lot numbers.

Phase two, scheduled for next year, involves extending the system to incorporate the purchase order origination and approvals workflow to deliver a fully integrated procurement to payment workflow solution.

Implementation of phase 1 began in February 2009 and, by the end of June, was being rolled out within the business. Stryker Spine has adopted a soft start with non-inventory invoice processing which represents about 40% of the total workload.

Setting up the project, they had clear objectives. From a starting point of digitally scanning all inbound paper documents, they aimed to halve the time taken to find and input an invoice as well as halving the number of copies

taken and reducing paper circulation by 90%. This would lead to a 50% increase in processing capacity within the AP department as well as cutting paper archiving by a third, eliminating lost documents and moving towards a 100% record for invoice approval management.

Nick Davey, Stryker Spine's European Director of Finance, said "The results so far are very encouraging. Bottomline Technologies' technical team have been very good. Despite the potential for problems with language, they have

worked closely with our own people and have impressed us with their expertise and knowledge."

"Bottomline Technologies as a company has impressed us with their commitment and attention to detail, no project like this will ever run completely smoothly but, with Bottomline, we have the confidence that any wrinkles will be ironed out as a matter of priority with an eye firmly kept on delivering the best solution rather than just ticking boxes."



About Bottomline Technologies

Bottomline Technologies (NASDAQ: EPAY) provides collaborative payment, invoice and document automation solutions to corporations, financial institutions and banks around the world.

The company's solutions are used to streamline, automate and manage processes involving payments, invoicing, global cash management, supply chain finance and transactional documents. Organisations trust these solutions to meet their needs for cost reduction, competitive differentiation and optimisation of working capital.

Headquartered in the United States, Bottomline also maintains offices in Europe and Asia-Pacific.

For more information, visit www.bottomline.co.uk.



Europe, Middle East, Africa

115 Chatham Street, Reading,
Berkshire RG1 7JX UK
tel +44.118.925.8250
web www.bottomline.co.uk

Orlyplein 85, Busitel 1,
1043 DS Amsterdam
tel +31 20 403 7520
web www.bottomlinetechologies.nl

26^{ème} étage, Tour Maine Montparnasse
33, avenue de Maine 75015 Paris
tel +33 1 44 10 41 54
web www.bottomline.fr