

# Mini Case Study:

# HHM



## Success Story:

Unstructured process and no spend visibility across HHM's 100+ properties was a big challenge for them. They were looking for a paperless solution that streamline the approval workflow process for speed, accuracy and consistency. HHM felt confident that BirchStreet's Procure-to-pay suite was the best choice for automating the workflow of their manual process to improve compliance and further save cost by leveraging its strategic partners: BancTec, CSI globalVCard and Fintech.

## Goals:

- Increase compliance, visibility and efficiency for cost reduction
- Savings by automating the AP process
- Automating the payment process for additional savings

## Results:

- Created a centralized online Marketplace with workflow and approval processes with tracking for all POs and invoices
- **2.5%** Savings as a percentage of total spend
- **60%** Increased in efficiency
- **61%** cost saving per invoice
- **80%** Purchasing compliance



## Fast Facts:

Established in 1984

Runs 130 hotels across USA

**Financial:**  
495.6mUSD

**Headcount:**  
5,000 employees

**Headquarters:**  
Philadelphia, US

**Integration:**  
Solomon

## Solutions

eProcurement  
AP-3 way Auto Match



*"With BirchStreet, we now have visibility into buying the right item at the right price from the right supplier. That change gives us an additional savings of about 15% off all the items that are now being purchased on-contract, versus paying street price. With simply looking at our planned savings for eProcurement and buying more through our Avendra programs, we will achieve ROI in 6 to 9 months, which will impact our bottom line by 2.5%. This will increase over time as we ramp up both compliance, efficiency and AP savings."*

*-Bobbie Carey, Director of Purchasing Systems, HHM*