

Mini Case Study: Northwood Hospitality LLC- ROI delivered in less than 6 months



Success Story:

Northwood Hospitality is a wholly owned subsidiary of Northwood Investors, established in 2010, Northwood Hospitality manages the hotel portfolio, both independent and branded properties, acquired by Northwood Investors all across USA and Europe. Northwood have been using BirchStreet's eProcurement and Account Payable since 2011 but their decision of using the complete portfolio of BirchStreet in 2019 not only made them more competitive but gained multiple folded financial success within a year.

Goals:

- To automate their P2P processes, save money and make more competitive.

Results:

- ROI was paid off in less than 6 months.
- Supplier Network expanded with 304 new contracts representing \$23M in annual spend taking the Virtual Card.
- Going paperless have saved another \$30M by moving from paper checks to ACH.



Fast Facts:

Established:
2010

Financial:
\$15.6M(est.)

Headcount:
1000 employees (est.)

Headquarters:
Denver, Colorado
United States

Solutions

- e-Procurement Solution
- AP 3-Way Auto Match
- Invoice Management System
- Inventory Management
- Contract Management
- Capital Project Management
- Recipe and Labor Management
- BirchStreet Pay



The decision has already paid off in just months with a single product, BirchStreet Pay. In less than 5 months from signing the contracts we already have 304 suppliers representing \$23M in annual spend taking the Virtual Card. Annual rebates will be enough to cover the entire BirchStreet Subscription costs. We also have another \$30M that moved from paper checks to taking ACH saving us over \$8 per check. We are thrilled with the results and are only just getting started

Jennifer Boser. VP- Business Intelligence and Operational Analysis, Northwood Hospitality LLC