Turning the Right Screws: How Altenloh, Brinck & Co. Improved AP and Order Processing with xSuite

Company Overview

Altenloh, Brinck & Co., based in northwestern Ohio, is a leading U.S. manufacturer of fasteners and screws with an annual production capacity of roughly one billion screws. Originally operating as TRUFAST (a roofing fastener manufacturer), the company was acquired by the German Altenloh, Brinck & Co. Group in 2006. Today, the Ohio location employs approximately 350 people, houses SPAX production for the U.S. market, and supplies major DIY retailers, OEMs, and lumber distributors.

|	
Customer	Altenloh, Brinck & Co.
Industry	Manufacturing
Website	www.altenloh.com
Solutions	• AP Invoice Automation in SAP (xSuite Invoice) • Sales Order Automation (xSuite Orders)

xSuite

Business Challenges

Like many employers in rural areas, Altenloh, Brinck & Co. struggles to recruit skilled staff with accounting expertise. The AP department consisted of just one employee, who previously managed a fully manual process—handling thousands of paper invoices each month, including handwritten ones. The workload was enormous, with a constant risk of late payments and duplicate entries.

The five-person sales team faced similar issues. Repetitive manual order entry was error-prone and consumed valuable time that should have been spent on customer service. To address these challenges, the company selected xSuite's SAP-integrated automation platform.

Business Results

Altenloh, Brinck & Co. processes around 3,000 incoming invoices per month. Prior to implementing xSuite, only 35% were handled touchlessly. **With xSuite Invoice, the touchless rate has increased to 90%.**

The impact in the sales department has been even more significant: touchless order processing rose from 0–10% to 70%, with room for further gains. Overall, order processing throughput time decreased by 80%.

Percentage of touchless rate increase before and with xSuite

90%

35%

Before xSuite   With xSuite
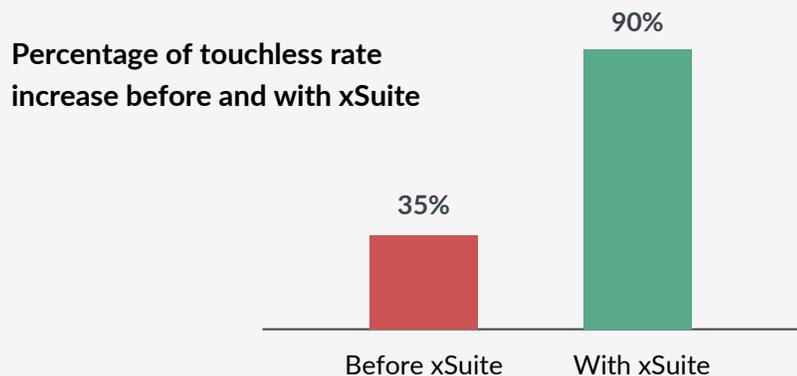
Business Impact Summary

Thanks to largely automated invoice workflows, the AP function can now focus on analysis, supplier management, and controlling activities.

 The sales team benefits from faster order confirmations and cleaner data—essential for strong customer relationships.

xSuite

Clean Master Data: A Critical Success Factor

The automation initiative was carried out in two phases. First, xSuite Invoice was implemented in AP, with the project—from development through testing, go-live, and stabilization—completed in just four months.

One of the most important learnings was the value of accurate master data.

"When your master data is clean, it's incredible what you can automate with it," *says Matt Badenhop, Supply Chain & SAP Power User at Altenloh, Brinck & Co.*

On the xSuite dashboard, the improvement was immediately visible: red error indicators were gradually replaced by green dots representing successfully automated transactions.

70% Touchless Order Processing in Sales

After the successful AP implementation, the sales team project followed. Collaboration with xSuite's Global team ensured that the solution was fully deployed in just three months, despite higher complexity due to customer-specific variations, exceptional cases, and multiple users.

During implementation, customer data, material masters, and vendor information were thoroughly cleansed.

"Everyone in the sales team was encouraged to gather up-to-date customer and supplier information. That effort really paid off," *explains Adam Subasic, SAP Analyst at Altenloh, Brinck & Co.*

Today, the department achieves a 70% touchless order processing rate. Orders are now entered on the same day they arrive—backlogs have been eliminated.

xSuite

"Extensive automation, including in sales, has reduced our processing time per customer order from ten minutes to under two minutes. xSuite has become a key enabler in helping us improve our operational performance."

— Adam Subasic, SAP Analyst, Altenloh, Brinck & Co.

From Manual Data Entry to Strategic, Analytical Work

Rather than continuing to add to our staff, the goal was to manage growing workloads with the existing team. With automation in place, processes run smoother, employee morale is higher, and teams can focus on more analytical and value-added activities instead of manual data entry.

Improved Cash Flow and Shorter Payment Cycles

Automation has largely eliminated data entry errors and created consistent, high-quality master data across AP and sales. This has translated into higher customer and supplier satisfaction. Faster, more accurate processing improves cash flow and helps shorten payment terms.

Altenloh, Brinck & Co.'s automation journey with xSuite demonstrates how intelligent automation in SAP can transform traditional paper-based workflows into optimized digital processes—with measurable operational, financial, and cultural benefits.

Certified SAP Competence

Our software solutions are characterized by the highest quality standards, which we have confirmed through regular certifications. These apply to various SAP solutions and deployment environments.

Contact Us

If you want to learn more about how xSuite can digitalize and optimize the AP processes at your company, get in touch with one of our solution experts via **sales@xsuite.com.**

xSuite