

Optimising Invoice Workflows: A Digital Transformation for Jubilant MotorWorks



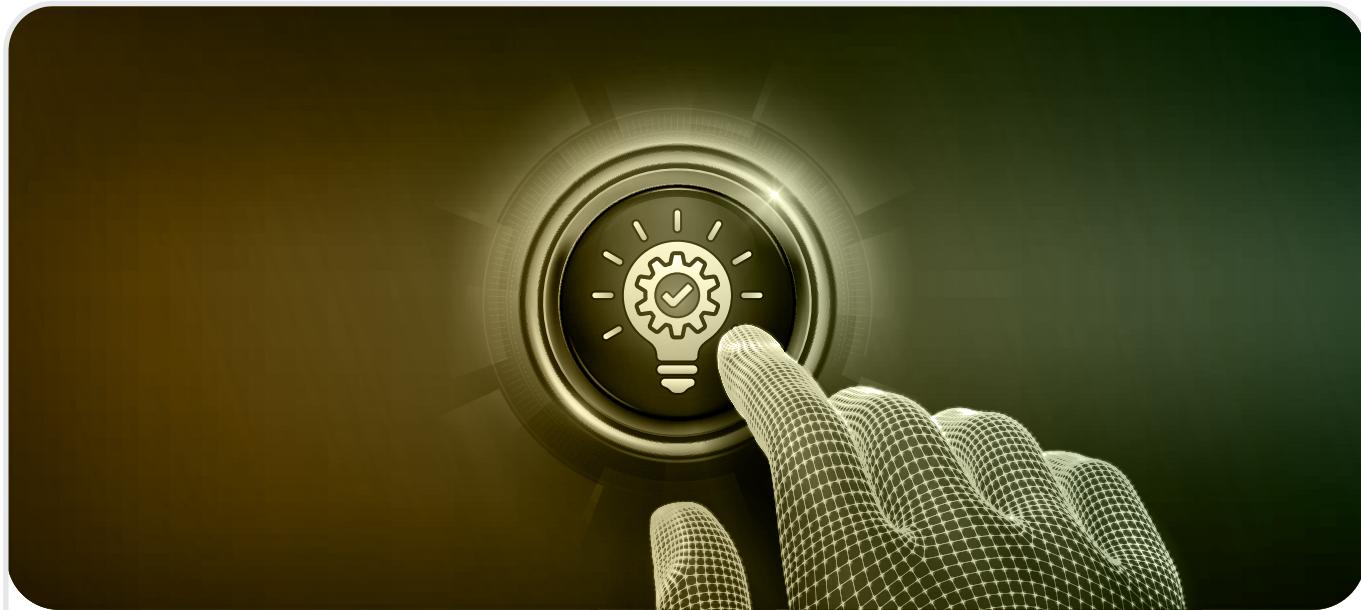
The Challenge

In the realm of invoice processing for MSME (Micro, Small, and Medium Enterprises) suppliers, Jubilant MotorWorks faced persistent challenges in achieving operational efficiency, regulatory compliance, and user-centric workflows. Key challenges in the previous landscape included -

-  Processing **8,000+ invoices** per quarter with heavy manual intervention.
-  Approval cycle time extending up to **72-96 hours**, and STP rate hovering in the low 50s
-  Manual MSME compliance checks are increasing audit and payment risks
-  Limited visibility and a lack of bulk approvals are slowing invoice clearance

About Customer

Jubilant MotorWorks Pvt. Ltd. is the automotive division of the Jubilant Bhartia Group, a \$11 billion Indian conglomerate. Established in 2009, it operates as one of India's leading auto retailers, specialising in luxury and premium vehicles from brands such as Audi, MG, Nissan, and Mahindra. With showrooms across multiple cities, the organisation serves over 70,000 customers, offering new and pre-owned passenger vehicles.



The Solution

Jubilant Motorworks deployed iAPX, powered by Purple Fabric, to automate invoice ingestion, verification, reconciliation, and approvals with seamless integration into SAP Business One. These enhancements directly addressed key workflow gaps while improving speed, accuracy, and control across the AP process

Impact

- STP improved from 50% to 90% 01
- 60-70% reduction in manual data entry 02
- Invoice processing TAT reduced from 72-96 hours to just 8-12 hours 03
- 100% accuracy in compliance and regulatory checks 04
- Faster invoice clearance and timely MSME vendor payments 05

Key Highlights

- The MSME category is visible on the verification screen for quick identification
- 40-day MSME age check enabled for compliance
- Bulk approval introduced to accelerate invoice clearance
- Automated rejection emails are sent to uploaders for faster resolution

Business Outcomes

The implementation of iAPX has fundamentally redefined Jubilant MotorWorks' financial operations, transforming a labor-intensive process into a high-velocity engine of digital efficiency. By skyrocketing Straight-Through Processing from 50% to 90% and slashing turnaround times from days to just a matter of hours, the company has successfully eliminated the friction of manual data entry while securing a flawless 100% compliance record. This evolution does more than just optimize workflows; it provides the operational agility and precision necessary for Jubilant MotorWorks to lead in the luxury automotive retail sector while fostering stronger, trust-based relationships through timely and accurate vendor payments.



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