



# CASE STUDY

## Stonewall Kitchen, LLC

Stonewall Kitchen has more than 6,000 wholesale accounts nationwide, thriving catalog and web divisions, nine retail Company Stores along the East Coast and a staff growing in the hundreds. The company continues to evolve ensuring its role as one of the country's most acclaimed specialty food producers.

### Industry

Production and distribution of specialty foods

### Challenge

As Stonewall Kitchen grew the challenges for the Accounting department grew exponentially. With the increased volume, paper documents were being stored in an expensive and inconvenient offsite facility. Stonewall Kitchen needed a way to link all the accounting documents together with their accounting software to create an automated accounts payable workflow.

### Results at a Glance

- **Delivered instant information access:** All accounts payable documents are available instantly for authorized employees at their desks with the click of button. With many more documents from all departments to be added.
- **Reduced photocopy costs:** The invoice approval process is an automated electronic workflow.
- **Improved vendor relations:** The payment process for vendors is faster and any questions can be addressed immediately. There are less vendor calls each month.
- **Reduced demand for physical space:** All paper files are stored electronically in a secure, central repository and on removable disks.
- **Increased employee productivity:** The AP department alone is saving the equivalent three, eight-hour work days per month just on reduced document search time.
- **Reduced payment penalties:** The decrease in AP processing time allows for improvement on reducing late payment penalties.
- **Cut approval process time:** Treeno workflow automation has cut AP invoice approval time by fifty percent.
- **Reduced employee expense:** Treeno allowed Stonewall Kitchen to not hire a budgeted additional headcount for the AP process.

“They understand our business and have seen the inside of a filing cabinet before. Treeno makes sense. I understood it. It was very simple. I connected with it. It was visual. It was very clean and easy to follow. I can see Treeno being used by our everyday users.”

*Diane Morris  
Accounting  
Manager  
Stonewall Kitchen*

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## The Client

For Jonathan King and James Schott it all started in 1991 selling jars of their homemade jam at the local farmers' market. The name Stonewall Kitchen was inspired by the historic New England stone walls outside their kitchen window. Today, Stonewall Kitchen has a 46,000 square foot corporate headquarters, a distribution center, more than 6,000 wholesale accounts nationwide, catalog and web divisions, nine company retail stores and a staff in the hundreds. Along the way Stonewall Kitchen has received 26 prestigious awards from the National Association of the Specialty Food Trade and has been awarded the Outstanding Product Line Honors three times.

## The Challenge

As Stonewall Kitchen grew the challenges for Diane Morris, Accounting Manager and the Accounting department grew exponentially. As more products are produced and facilities opened, there was an increase in the number of vendor' invoices needed to be approved and processed. With the increased volume, paper documents were being stored in an expensive and inconvenient off-site facility.

When Stonewall Kitchen acquired their new shipping and receiving facility located 27 miles away in Rochester, New Hampshire, the time lag between when goods were received and when the receiving documents could be matched to the Purchase Order and Invoices further delayed the payment process.

The invoice approval process for department heads involved photocopying the invoice and hand delivering the copy to their inbox. The department head would then make written comments and sign the invoice for approval. With dispersed departments, returning the files meant trips across the building or down to the accounting department.

And as with any business there were the occasionally misfiled and missing documents. Documents were being handled seven different times or more to complete the process. To just keep up with the day to day volume of work Stonewall Kitchen was preparing to hire a new accounting clerk.

Stonewall Kitchen needed a way to link all the accounting documents together with their Microsoft® Dynamics® NAV® (formerly Navision) accounting software to create an automated accounts payable workflow.



Jonathan King, President and Creative Director, and James Schott, Vice President

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“With the other products the technology seemed overwhelming and they didn’t make me feel confident that they could integrate their system with Microsoft Navision.”

*Diane Morris  
Accounting Manager  
Stonewall Kitchen*

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## The Solution

Stonewall Kitchen chose Treeno Software after meeting with several potential vendors over a period of three years. “With the other products the technology seemed overwhelming and they didn’t make me feel confident that they could integrate their system with Microsoft Navision,” said Morris. After meeting with Treeno Diane said to her colleagues, “They (Treeno) understand our business and have seen the inside of a filing cabinet before. I understood it. It was very simple. I connected with it. It was visual. It was very clean and easy to follow. I can see Treeno being used by our everyday users.”

Treeno’s seamless integration with Microsoft Dynamics NAV gives Stonewall employees time saving “one click” search and index capabilities. In addition to NAV, Treeno’s advanced web services API allows Stonewall Kitchen’s to continue to integrate other applications and processes.

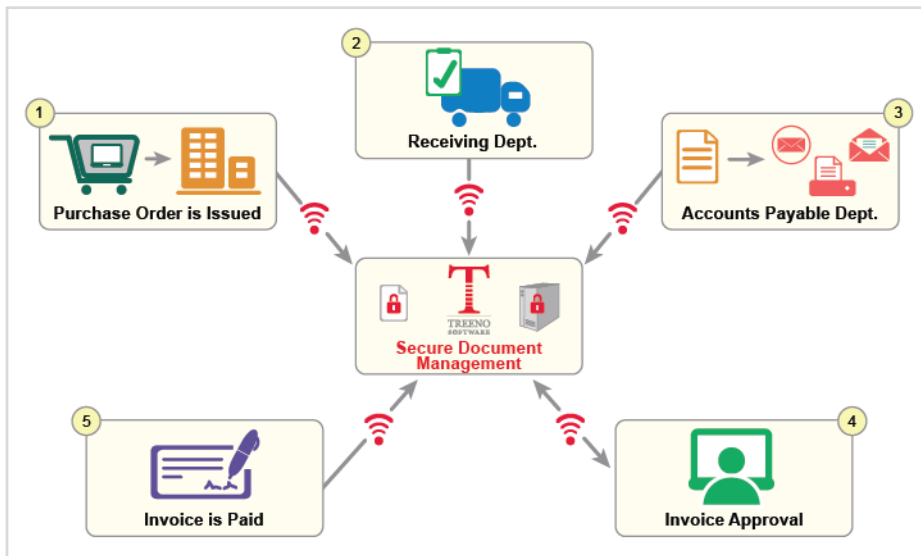
Stonewall Kitchen is following Treeno recommended document management best practices by taking a phased approach to implementing Treeno company-wide beginning with the accounting department. Andrea Hall, Director of I/S, said, “We have done Phase One and will be rolling it out to the rest of the company. When we originally showed this to management, they wanted to roll it out to everyone. But now the foundation has been laid. We didn’t make the accounting department change their processes to work with the system. Other departments are seeing the advantages and want to participate.”

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*Andrea Hall  
Director of I/S  
Stonewall Kitchen*

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Treeno Automated Workflow

All paper accounts payable documents are now easily scanned into Treeno on three existing network multi function copiers and one new high speed scanner in the accounting department. Electronic files, invoices attached to emails and email are simply dragged and dropped into Treeno. The receiving documents are scanned at the Rochester facility and are immediately available.

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Treeno workflow automation has replaced the need to make photocopies during the AP document matching and the invoice approval process, which has improved approval times by fifty percent. Accounting Manager Morris said, “They (department heads) use the Treeno workflow ‘notes’ feature frequently during the approval process where before they had to hand write on a photocopy. And we love the ‘electronic sticky notes’ for each document.”

## The Outcome

Since instituting Treeno as its document management solution, Stonewall Kitchen has seen a marked increase in efficiency and a decrease in costs.

Diane said, “A large amount of inventory gets delivered to Rochester. They use to make photocopies of each packing slip, log them into the receiving log and then courier them to corporate. We need the slips the same day. Now they scan them in everyday and they don’t have to photocopy them.”

“We are only 6 days into the month and we have posted all the inventory invoices. We are in a better position to take advantage of prompt pay discounts. We have been able to reduce late payments due to lost or misplaced documents.”

We get the packing slip in. If there is a discrepancy, we send it back to the receiver immediately. We use the workflow to spin it up to the buyer. They can easily see the documents.

Before, we would send photocopies to them. We can always see where it is in the Treeno workflow. We know where the bottlenecks are. One person can handle what two were doing before. Now we have time for analysis to make improvements versus just keeping up with the task of processing.”

Because the AP process is more efficient Stonewall Kitchen is seeing a reduced number of vendor calls which before Treeno were taking up an hour or more per day in just document search time. The biggest adjustment has been not getting up to search the filing cabinet.

When asked about working with Treeno Director of I/S Hall responded, “From a technical perspective we can talk directly with the Treeno technical staff. With many companies we can’t get to the technical people.” She continued, “Treeno has the ability to offer solutions and are willing to modify the system. The tool supports what you do versus you doing what the tool makes you do. The value is in the technology plus the added business advisory. It is a real relationship. We aren’t just a number.” Hall added, “Treeno supports the way the world is today where everything is supposed to be at your fingertips. Everyone is used to that at home and they want the same thing at work.”

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“Everything keeps moving. It is a seamless environment. And the retrieval is great. I would buy Treeno again.”

*Diane Morris*  
Accounting Manager  
Stonewall Kitchen

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### About Treeno Software

Established in 2002, Treeno Software is a leader in the Enterprise Document Management (EDM) industry. Treeno Software was one of the industry’s first to embrace cloud computing with the Treeno EDM Cloud (SaaS) and to provide web-based solutions offering secure global mobile access. Treeno Software’s mission is to provide their customers with operational workflow efficiencies and measureable return on investment (ROI) through the fast installation and implementation of their fully secure, highly reliable, and easy-to-use, web-based Enterprise Document Management (EDM) Software Solution.

### Corporate Headquarters

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