



Tradeshift and Quyntess partnership enables AVK to transform its supply chain

AVK is the global market leader for valves and hydrants. AVK valves are essential for vital infrastructure systems that include potable water distribution, wastewater treatment, distribution of natural gas, and sprinkler systems for fire protection. AVK hydrants are used in outdoor fire protection systems.

With more than 100 companies and 20 manufacturing sites, AVK Group had to deal with a large global supplier base. Because these were predominantly Asia-based casting suppliers, AVK Group's purchasing team's day-to-day operations were impeded by cultural differences, different time zones, and language barriers. These issues affected the company's end-to-end supply chain processes: long lead times, poor visibility, and lack of responsiveness on supply chain events.

By partnering with Tradeshift and Quyntess, AVK Group gained a strong future-proof solution to improve collaboration with both suppliers and logistics service providers.

AVK Group adopted the Tradeshift platform and used three main apps to enhance its procure-to-pay processes in the first phase. The Quyntess Order Collaboration App and e-Logistics Collaboration App further improved renegotiations of orders and updated AVK's ERP system and MRP planning with real-time carrier track-and-trace information. To close the loop, Tradeshift Pay automated the ordering and invoicing process, so that accounts payable (AP) invoices could be matched automatically with ongoing purchase orders.

Shifting to centralized procurement and logistics processes through the Tradeshift platform and Quyntess apps allowed AVK Group to improve its visibility and traceability of all inbound materials flow. By reducing the number of freight forwarders by 75%, AVK Group has also managed to reduce shipment costs and increase the performance level of its LSPs.

Objectives



Reduce working capital
deployed in the global
supply chain



Automate confirmation
of orders and shipments
by suppliers into AVK's
planning system



AVK in focus

Company

[AVK Group](#)

Headquarters

Galten, Denmark

Industries

Water management
Industrial
Advanced manufacturing

Products and services

Valves
Hydrants

Employees

4,400

Annual revenue

800 million euros

Why Tradeshift & Quyntess

- Tradeshift's global network and strong presence in China
- Quyntess's SCM apps cover the functionality to achieve business objectives

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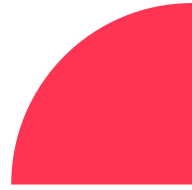
Far East direct
suppliers

+97%

orders confirmed



Quyntess Order Collaboration & e-Logistics Apps



- Order Collaboration is intuitive for suppliers to use, and processes orders from 26 ERP instances run by AVK factories, all in one place
- E-Logistics Collaboration builds high-quality shipments from existing order lines and announces them to AVK as feedback on material dispatched and to global carriers so that they can perform consolidation and effective pickup and tracing of multileg shipments until receipt
- Central corporate AVK planners can quickly switch demand to alternative suppliers if there are deviations or events in the supply chain network. This increases AVK's supply chain resilience
- Quyntess Interchange Services (QiS) seamlessly integrate global carriers' TMS systems into the material supply chain

>85%

OTIF up from
>50% before

88%

of shipments
preannounced

>2,200

carrier updates
processed per
month

Tradeshift Pay

Invoices are created from confirmed orders and announced shipments so that 95% of the invoices can be processed without manual intervention.

There's increased on-time payment, and AVK can take advantage of early-payment discounts.

 Pay



Discover more today

Find out how Tradeshift and Quyntess can help you to accelerate your supply chain transformation.

tradeshift.com