



## LEADING REAL ESTATE COMPANIES® *of* THE WORLD

Leading Real Estate Companies of the World® transforms into a streamlined, highly productive paperless enterprise with ACOM's Accounts Payable Automation.



### Company Overview

Leading Real Estate Companies of the World®, Inc. (LeadingRE) is the home of the world's market-leading independent residential brokerages in over 50 countries, with over 500 firms and 120,000 associates producing over one million transactions valued at \$321 billion annually. Their by-invitation-only network is based on the unparalleled performance and trusted relationships that result in exceptional client experiences.

### The Challenge

In 2014, LeadingRE's 16,000 square foot workspace was at full capacity with a workforce of 60 employees. The company was experiencing rapid growth and would soon need to accommodate a staff of 100. This would require a significant redesign of their present space comprised of offices, cubicles, file cabinets and paper-filled desktops. The goal was to create an open, collaborative environment, which required gutting the entire floor, including cubicle areas and walled offices.

Even with the newer "open" space design, the file cabinets still remained. And by the end of each year, the accounting and finance department would

***Integration was seamless—easy as  
"Press this button."***

***– Alan Cazzato, VP Finance/CFO***

accumulate enough documents to completely fill an additional 4 filing cabinets. To save precious space, files had to be moved to an off-site storage facility where they would remain for 7-8 years to meet compliance and company guidelines. That's when Alan Cazzato, VP Finance/CFO, began his search for a solution.

### Why ACOM?

A Sage ERP software user for many years, LeadingRE turned to their Sage provider to suggest vendors who could help. In addition to this input, the CFO and his team conducted independent research on paperless document and AP automation products.

After evaluating their top vendor options, ACOM was declared the final selection. The decision was based

on three factors: the value the product brought to the table, ACOM's advanced functionality with Sage ERP and the ease of system implementation.

**“Now we can't live without paperless.”**

**– Alan Cazzato, VP Finance/CFO**

## Implementation

Prior to implementation, ACOM provided regular training sessions to familiarize Mr. Cazzato and his team with the new software, the integration with Sage and how AP workflows would navigate information and approval processing through the organization. LeadingRE's IT team then spent 2-3 days testing these workflows prior to system cutover. After workflow testing, ACOM completed the final implementation in less than a day.

## Results

Before ACOM, Accounts Payable employees had to walk to file cabinets, manually search for documents, copy them and then physically route them to the right person for inquiry. Once the document was received back, AP staff would then notate and reclassify the information before re-filing.

Now whenever they receive an invoice, the information essentially enters and routes itself, eliminating manual data entry. No more physically locating files, and approvals happen almost immediately. And if something isn't approved within a certain timeframe, the system notifies the next person in the queue to take action, taking LeadingRE's approval process from weeks to just hours.

LeadingRE plans to give their audit firm access to the system. Audit staff will be given inquiry-only access to vital information, complete with an audit trail of the documents they need and in the correct version... all without time or assistance required from the AP department.



**Mr. Cazzato and his finance staff love the ease of use, and he is confident that “the solution will pay for itself within two years, easily.”**

FOR MORE INFORMATION, CONTACT ACOM TODAY: (800) 699-5758 | [sales@acom.com](mailto:sales@acom.com)

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