



CUSTOMER CASE STUDY

Spraymarks

Road safety, run on AP automation that connects straight to Xero.



HEADLINE RESULT

50%

Reduction in manual data entry and invoice validation work across accounts payable.

AT A GLANCE

CUSTOMER	Spraymarks
INDUSTRY	Road safety & infrastructure
REGION	Tauranga, Waikato & Waihi
FOCUS	AP automation with Xero

KEY OUTCOMES

- 50% reduction in manual data entry and invoice validation work.
- Inter-company billing automated through Xero as eInvoices.
- PDF and eInvoice processing unified on a single platform.
- Managers now spend their time on approvals, not data entry.

WHY IT MATTERED

Spraymarks operates inside a wider group running on Xero. Inter-company billing, supplier coding, and approval routing were all manual – absorbing finance team time that should have gone into core operations and oversight.

INTRODUCTION

A road safety leader, held back by manual AP across the group.

Spraymarks, a leading provider of road safety solutions in New Zealand, is renowned for ensuring safe and reliable infrastructure through services like traffic management, road marking, and signage. Based in Tauranga with operations extending through the Waikato and Waihi regions, Spraymarks consistently delivers high-quality work to keep roads, pedestrian pathways, and cycleways secure.

Spraymarks, part of a group using Xero, faced inefficiencies in managing inter-company billing and supplier invoices. Manual entry, verification, and coding were time-consuming and error-prone.

Despite many suppliers also using Xero, they weren't fully utilising eInvoicing, leaving automation untapped and hindering their focus on core operations due to repetitive tasks.

Acume has been a breath of fresh air! The system took our invoices from start to finish with minimal manual input, and the setup was super easy. Now, our managers pay closer attention to approvals, making the process much more efficient.

Chantel Farrugia
FINANCE MANAGER, SPRAYMARKS

BEFORE ACUME

Manual data entry

Inter-company invoices and supplier bills entered, verified, and coded by hand, with errors and rework absorbed by the finance team.

WITH ACUME

Automated & unified

eInvoices through Xero plus PDF capture on one platform, with default coding rules and approval-focused workflows.

Cut manual processing time by 50%

THE SOLUTION

AP automation that integrates directly with Xero.

Spraymarks adopted Acume, an accounts payable automation tool that integrates directly with Xero, transforming their AP processes. Acume automated inter-company billing by sending invoices as eInvoices through Xero, reducing manual data entry and simplifying approvals across multiple companies, which minimised errors and saved time.

Additionally, Acume helped Spraymarks automate supplier invoicing by processing both eInvoices and PDFs through a unified system. With Acume's data extraction technology, PDF invoices were quickly converted, allowing for efficient, automated processing alongside eInvoices. Acume also automated invoice coding, applying default rules for suppliers, which further reduced manual intervention. This allowed the Spraymarks team to focus on approvals and more strategic tasks instead of repetitive data entry.

THE RESULT

A centralised platform, accurate records, time back for strategy.

By implementing Acume, Spraymarks saw a 50% reduction in manual data entry and invoice validation work, freeing up valuable time for the team to concentrate on more strategic tasks. The accuracy of their accounts payable processes improved significantly, with fewer errors and more consistent records thanks to Acume's automated workflows.

Furthermore, Spraymarks now benefits from a centralised platform for handling both PDF and eInvoices, making their AP processes more efficient and streamlined.

50%

Reduction in manual data entry and validation work.

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Unified platform for PDF and eInvoices across the group.

Xero

Direct integration – inter-company billing flows as eInvoices.

See it in action.

Book a structured walk-through of the Xero-integrated AP workflow Spraymarks now relies on. We'll show you how PDF invoices and eInvoices are captured, coded, and routed for approval on one platform, with inter-company billing flowing automatically.



WEB

acumelimited.com

NZ SALES

Shane Wills · +6421 276 0646

shane@acumelimited.com

AU SALES

Justin Deacon · 0434 409 028

justind@streamlinebusiness.net