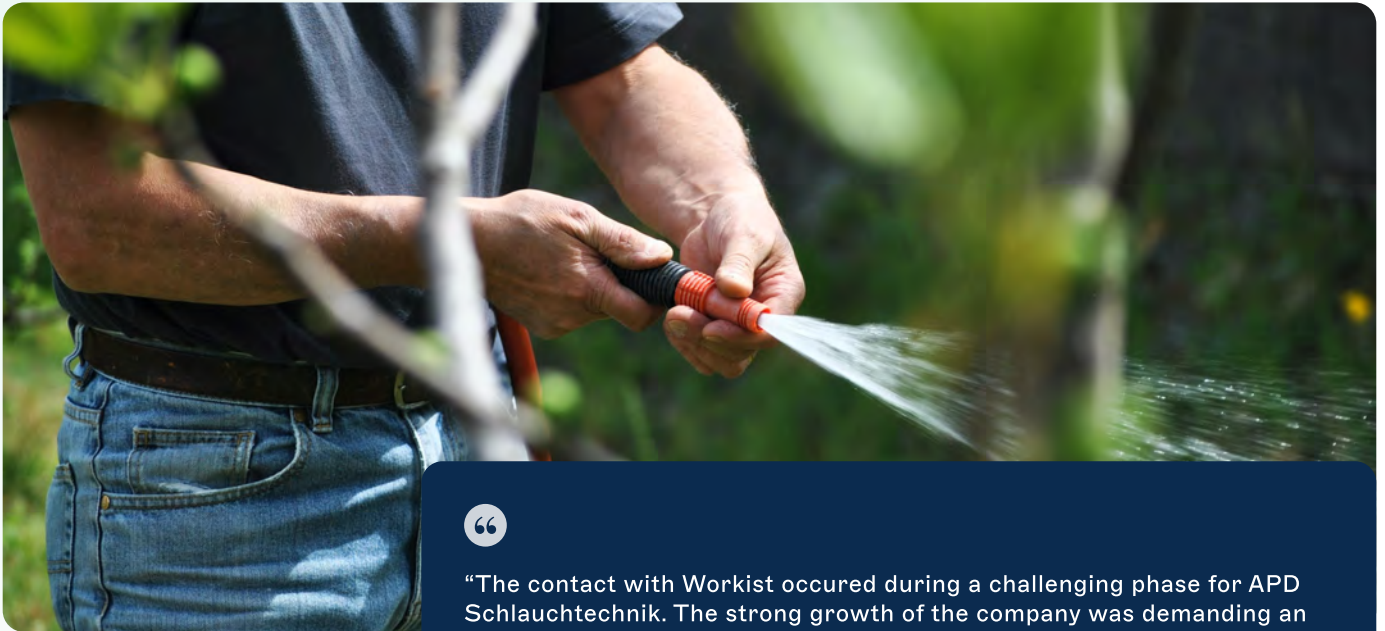


# Automated Order Entry at APD



"The contact with Workist occurred during a challenging phase for APD Schlauchtechnik. The strong growth of the company was demanding an increasing amount of workload from the inside sales team. This made it very important that our order entry process was automated with the help of Workist."

Sebastian Anders  
Executive Assistant to the Management Board

Product  
Order Entry

Sector  
Industry, Hoses

About APD Schlauchtechnik  
APD Schlauchtechnik is a large-scale producer of tubes and hoses from thermoplastic materials.

## Introduction

Since 2020, APD Schlauchtechnik has been working closely with Workist to automate the order entry processes. By using Workist's AI Software Worki, APD Schlauchtechnik has been able to eliminate the pain that the manual order entry process was causing for the company's productivity.

Extraction rate for document data

100%

Documents automatically processed per month

650

Full automation rate\*

60%



“ Not only did the high degree of automation speed up the order entry process, but it also allowed the input quality to be improved significantly.”

Sebastian Anders  
Executive Assistant to the Management Board

## The Challenge

The inside sales team at APD Schlauchtechnik has been busy with the monotonous task of manually processing incoming orders, so that no time was left for proactive, value-adding sales activities.

On top of the manual order entry process, dealing with the master data in the ERP-system was a major challenge for APD. A lot of the required information was only implicit knowledge of the team members. The amount of edge cases for mapping article numbers had made it infeasible for APD to automate this process before the collaboration with Workist started.

## The Solution

Workist's innovative AI software, Worki, uses algorithms for intelligent document understanding and processing that does not require any up-front training. Furthermore, Worki continuously keeps learning by itself during operations, without any additional effort.

Workist's flexible AI software was also able to solve APD's issues with master data entry: **“In addition to the core order entry process, Workist was also able to offer a solution for the comparably rigid order-dependent master data entry in the ERP-system, without requiring us to make any significant changes to the ERP-system itself .”** explains Sebastian Anders, Executive Assistant to the Management Board.



Meet Worki, our AI Software

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“Not only did the high degree of automation speed up the order entry process, but it also allowed the input quality to be improved significantly. The result was that personnel capacities could be freed up and redirected towards enabling sustained growth and expanding our consulting services.”

Sebastian Anders  
Executive Assistant to the Management Board

## Business Impact

APD Schlauchtechnik can now rely on Workist's AI to fully automatically process the majority of all incoming purchase orders.

"The result was that capacities could be freed up and redirected towards addressing sustained growth and expanding our consulting service," said Sebastian Anders.

650 docs / month automated

60% Full automation rate

## About Workist

Workist is automating B2B transactions with artificial intelligence. Workist's AI software automatically processes incoming purchase orders so that nobody ever has to type in documents manually again.

Learn more about Workist at [www.workist.com](http://www.workist.com)

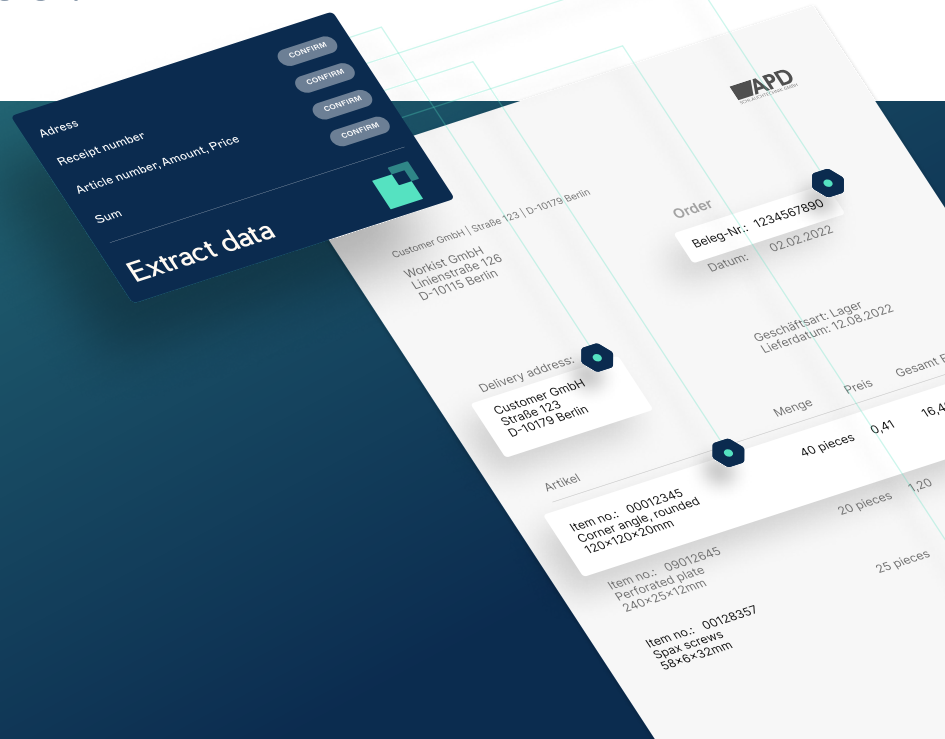


# Are you ready for the future of sales?



### Markus Bimüller

Head of Growth  
+49 171 9264180  
[markus@workist.com](mailto:markus@workist.com)



[www.workist.com](http://www.workist.com)