



Keep ERP core. Move the complexity outside.

SAP and Dynamics365 are stable transactional backbones for core enterprise processes. But not all processes connected to an ERP need to live inside the ERP.

User-facing workflows, approvals, data collection, supplier interaction, document handling and frequently changing business processes can become unnecessarily complex and expensive when implemented directly inside the ERP.

Xeelo provides a flexible process and interaction layer around the ERP – allowing the ERP to focus on what it does best, and Xeelo to handle the rest.

➔ **ERP stays at the core. Xeelo handles the processes around it.**

Why add Xeelo around ERP?



Keep the ERP accounting core clean

Processes surrounding accounting transactions often require complex workflows, custom forms, exception handling and integrations to other key systems.

Building all of this directly in the ERP increases custom coding and makes the ERP system harder to support & maintain.

With Xeelo, these processes can be implemented outside the ERP while the ERP remains the transactional system of record.



Build business processes faster

Business workflows change much more frequently than core ERP processes. Xeelo's low-code approach allows organizations to implement and continuously improve workflows without the need for custom coding inside an ERP, which is costly.

This is particularly valuable for processes involving approvals, requests, forms, documents, exceptions, data collection.

Xeelo also meets GDPR by design principles to secure masterdata and trace data access to confidential data.



Give occasional users better experience

Many employees interacting with an ERP-related process do not need to be paid ERP users.

A manager approving a purchase request, an employee submitting a request or a supplier providing delivery information typically needs a simple interface for one specific task.

Xeelo provides a purpose-built user experience while the ERP continues to execute the core accounting transaction.

Order-to-Cash Processes belong outside ERP

Order-to-Cash is rarely just about creating an invoice.

Before an order is ready for the ERP, users may need to **configure products and services, calculate prices, collect customer information, apply business rules, obtain approvals, generate a quotation, prepare a contract or arrange an electronic signature.**

These processes can be highly specific – and they keep changing. Implementing every variation, exception and change in an ERP can make the solution complex, expensive and difficult to maintain.

Xeelo provides a flexible layer for orchestrating the entire commercial process before a validated transaction reaches ERP.

Configure products & services

Combine products, services, options and additional parameters into the right customer solution.

Apply business rules & pricing

Guide users through complex rules, calculations, discounts, exceptions and approval processes.

Generate documents

Automatically create quotations, contracts, order confirmations and other customer-facing documents from the collected data.

Orchestrate the process

Manage approvals, electronic signatures, tasks, notifications and exceptions throughout the commercial journey.



There is no fixed handover point.

The boundary between Xeelo and ERP is flexible and can be defined based on your needs.



Adapt much faster

Change products, rules, workflows, documents and approvals without continuously modifying ERP.



Handle complexity

Manage sophisticated configurations, exceptions and business-specific logic in a platform designed for flexible processes.



Simplify the user experience

Give sales teams one simple interface instead of exposing them to the complexity of ERP screens.



Keep the ERP clean

Send complete, validated and approved transactions into the ERP instead of rebuilding the entire commercial process inside it.



Service agreements - With Xeelo, Scania simply enters the VIN, verifies the customer and defines the key service parameters. Xeelo automatically calculates and validates dozens of underlying parameters & customer telemetry, ensuring every offer is unique, personalized and complete within set guidelines.

A fully standardized service contract is generated automatically and can be signed electronically – eliminating individual legal reviews and significantly accelerating the sales process. Once signed, Xeelo automatically activates the service agreement across connected platforms and all European Scania service centers.



Mountfield uses Xeelo to manage the entire sales process for swimming pools, installation & related equipment – once the basic size is entered it helps calculate all the required materials, check stock availability, and plan delivery & installation crews for the requested on-site installation date. This is used to generate a detailed customer contract & advance invoice documents that are signed and paid prior to the customer leaving the meeting.

Selling a pool combines project management, field service, part planning, contracts & invoicing in a single friendly process that is difficult to fit naturally into a traditional ERP system.

Procure-to-Pay needs to be outside your ERP

A procurement process never starts inside your ERP.

It starts with a purchase request in Xeelo. Xeelo then guides the user through the process, collects the required information and documents, applies business rules and manages approvals.

Only when the request is complete and approved in Xeelo is the relevant transaction transferred to ERP as a future payment.

Xeelo then handles Purchase Order Creation, Budget Control Checks, Goods/Service Receipt acceptance process, Invoice receipt, OCR and matching, with the accounting entry being sent to ERP.

Customers can choose to also update the ERP with additional data at any earlier part of the process if they desire, which can help with better Cashflow planning along the purchase journey.



- The user gets a simple experience.
- The business gets a flexible workflow.
- ERP gets clean, validated data.



SIKO is a leading supplier of kitchens and bathrooms. The company selected Xeelo to manage its procurement processes because the requirements were so complex that implementing them directly in SAP would either not have been feasible or would have required an unacceptable level of cost and effort.

SAP continues to manage purchase orders for goods intended for resale. **Indirect procurement, however, is handled in Xeelo.** Users create purchase requests in a much more intuitive environment that guides them through the process and captures all relevant information upfront — both for approval and for the subsequent processing and accounting of supplier invoices.

When an invoice is received, **Xeelo uses AI to extract the relevant data and match the invoice against the corresponding purchase order.** If the data matches, the validated information is transferred to SAP for further processing, or sent back for more validation.

Xeelo was implemented **within just a few months, at a fraction of the cost of implementing the same processes directly in SAP.**



Eurowag is one of the leading innovators in services for road transport companies and also operates its own network of fuel stations. The company selected Xeelo to **digitalize and extensively automate its critical fuel procurement process** for these stations.

Instead of working across multiple systems, users now have **all the information needed to make purchasing decisions in one place** — from historical sales data and consumption trends to current supplier prices and real-time fuel inventory levels in individual tanks.

Based on this information, the procurement process is managed in Xeelo, while **final purchase orders are transferred to SAP** and simultaneously sent to the respective suppliers in their required individual formats.

Depending on the supplier, orders are either generated and sent as **PDF documents** or **submitted directly to supplier portals** through integrations as XML, JSON or TXT files.

→ Keep the core stable. Make the surrounding processes flexible. Change the business without continuously changing the ERP.