

Joseph & Jesse Siddons  
Automates Purchasing and  
Sales Order Processing  
With iDocuments



# Traditional Values, Modern Manufacturing

Established in 1846 and based in West Bromwich, Birmingham, United Kingdom, Joseph & Jesse Siddons is a family-owned iron and steel foundry. Now in its sixth generation, the company has migrated from mass production to bespoke pieces. Its variety of castings includes pumps, compressors, clutch housings, and filter casings.

The company—many of whose employees have worked there for over 40 years—maintains traditional family values while ensuring modern manufacturing practices. Joseph & Jesse Siddons recently invested three million pounds (3.8M USD) in new furnaces and prides itself on long-term supply continuity, service, quality, and speed.



*“We’ll make anything  
and everything if you  
want it in cast iron.”*

*Neil Dalton,  
Joseph & Jesse Siddons’s financial director*

# Manual and Paper-Based Processes

Joseph & Jesse Siddons lost two long-term employees to retirement—one who handled purchasing and another who handled sales orders.

*“One had been here 30-odd years, and the other 20-odd years,” Neil says. “We lost a lot of knowledge, and it would have been difficult to replace them and keep things moving. Rather than hire replacements, we decided to automate how we process purchasing and sales orders so the remaining staff could focus on other things.”*

Joseph & Jesse Siddons has been running SAP Business One, a powerful enterprise resource planning (ERP) solution, since 2013. But even before the two employees’ retirement, purchasing and sales orders were manual processes.

On the purchasing side, when an invoice came in, it was printed, walked around the office for authorization, returned, manually entered into SAP Business One, and filed.





Sales orders followed the same process. Then, piles of orders were handed to a team member to confirm project completion dates. If dates needed to be changed, a team member went back into SAP Business One to amend them.

*"Then, someone had to file the sales order paperwork away," Neil explains. "Big drawer opens, find the As, find the Bs, etc. We have a storage room full of old sales orders sitting there for seven years before they get destroyed."*

# Maximizing ERP's Value With Automation

Joseph & Jesse Siddons's SAP Business One partner offered an automation solution for purchasing but not sales orders.

As luck would have it, Neil received a timely promotional email about iDocuments from Vision33.

Vision33's cloud-based iDocuments product suite uses artificial intelligence and machine learning to transform hours of tedious, repetitive tasks into smart, rule-based workflows. As the leading automation solution for SAP Business One, iDocuments seamlessly integrates with the ERP solution and empowers entire teams to leverage SAP Business One—in some cases, without needing user licenses.

*“Vision33 gave a presentation to me and two fellow directors,” Neil says. “Once they saw what iDocuments can do, they said, ‘Yep, get on with it.’ That was the end of the decision-making.”*

And the implementation?

*“It was quite a painless exercise,” Neil says.*

Vision33 is a trusted, multi-award-winning SAP partner that has delivered on the promise of technology and its benefits

for growing businesses for over 30 years. The company works with businesses to understand their requirements and implement the right technology. Its proven, formalized methodology ensures a smooth transition. **Vision33’s global team of certified consultants supports customers well beyond go-live with ongoing training and dedicated service excellence, customer success, and TOTAL Care departments.**



# iDocuments Saves Considerable Time and Effort

iDocuments has significantly reduced Joseph & Jesse Siddons's administrative burden.

Now, when an invoice is received, it's captured electronically, distributed electronically for authorization, and stored electronically—and all the data automatically flows into SAP Business One.


Similarly, iDocuments captures sales orders and imports them into SAP Business One, and the ERP solution generates a one-page sales order report. When dates are updated in SAP Business One, order acknowledgments are automatically sent to customers.

iDocuments has saved Joseph & Jesse Siddons 50 hours of manpower per week. And Neil appreciates iDocuments keeping the company audit-ready.



*"I love when an auditor sits in front of me and says, 'Can I have a copy of this invoice?'" Neil says. "I don't have to search through a file to find it—it's all there."*



A photograph of a manufacturing plant. In the foreground, a large, silver, cylindrical metal component is being processed. In the background, a worker is operating a machine, and several other similar components are visible on a conveyor belt and on pallets. The scene is industrial and brightly lit.

Neil isn't concerned about anything getting lost in translation with optical character recognition (OCR), the technique that detects text in digitized documents. Spot checks of incoming invoices and sales orders have revealed 100% OCR accuracy—so Neil and his team can trust the data. And the storage room full of paper files?

*"We have extra space now," Neil laughs.*





Vision33 transforms business processes and results for customers by delivering value through the promise of technology and its benefits for growing businesses. For over 30 years, Vision33 has helped companies integrate and automate their business processes and applications to better serve their customers, employees, and stakeholders. The technologies may have changed drastically in 30 years, but Vision33's mission has never wavered.

With over 1,000 customers worldwide, Vision33 helps manufacturers, distributors, service firms, and SaaS businesses outperform their competition and lead their industries with successful technology investments.

With nearly 500 employees, Vision33 offers product expertise, business experience, and innovative technology leadership. Whether a global company with 100 subsidiaries or a small business, Vision33 works alongside every customer to meet their goals.

Vision33 also has formal partnerships to resell, implement, and support leading ERP applications, is a leader in cloud deployment, and has developed exclusive products, including Saltbox ([saltbox.io](https://saltbox.io)) and iDocuments ([idocuments.io](https://idocuments.io)).

*For more information about Vision33, visit [www.vision33.com](https://www.vision33.com)*

**Contact your nearest Vision33 sales office to discuss how we can help transform your business.**

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