



MAVEN MULE
VALUE-DRIVEN SOLUTIONS

Maven Documents and MET Croatia Energy Trade

How Maven Documents helped MET to reach **70% less error-prone** in agreement and invoice generation





MET Croatia Energy Trade d.o.o. is a 100% subsidiary of the Switzerland based MET Holding AG which is one of the leading commodity traders in the CEE region.

The Challenge

- ✓ Rapid growth of the company **from 50 to 1000+** clients required **high-performance solution** that could keep up with the growth
- ✓ MET needed **a holistic view of clients' data** and align process around it. They lack well defined and structured Lead to Cash process and integration with other systems to bring financial data into 360° view and base other process (like support and financial) around it. **Agreement details definition, consumption data tracking and automation on document generation** was a key challenge.
- ✓ Because of industry specifics, generated documents need to have a lot of different dynamic information and legacy process of creating them was very **error prone** due to the amount of manual work





The Solution

- ✓ **Setup of integrated and automated** billing and invoices processes
- ✓ Swift creation of **rich formatted** AR documents (invoices) with changes being **easily applied** by MET team
- ✓ Contract Management with **dynamic agreements creation**
- ✓ Maven Mule services also helped MET **to consolidate 360° customers view** in Sales, Service and Finance departments and provide **reliable insight** into sales pipeline and forecasts





Key Results

MET Croatia Energy Trade is using Maven Mule to boost up their performance and drive the innovation in ever-challenging energy market

5x

Less time spent on document preparation and generation

70%

Less error-prone in agreement and invoice generation

60%

Less end clients complaints

What MET team says about the experience



We are using Maven Documents for generation of monthly invoices to customers, where Maven Documents is able to create a great number of high quality documents based on data derived from Salesforce. The tool is great as it provides an easy way to create a large number of documents with a single click. Also, template is easily adjustable, so adding or removing a content, either static or from Salesforce objects, is very easy. Additionally, we are using it also for some annual usage reports that are prepared for customers, and its also proved to be excellent for that purpose. In short, wherever you would need documents being produced based on a template and filled with data from Salesforce, this is a tool to go with!"



Matija Sporiš

CFO / Board Member at MET Croatia Energy Trade d.o.o.



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Want to find more?



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