

# ROTH AUTOMATION & ROBOCORP'S PARTNERSHIP



## Bringing Efficiency to FIRECOM'S Billing Process

### AT A GLANCE

#### Challenges

- FIRECOM is an industry leader in providing fire safety and prevention equipment.
- Billing was manual and tedious.
- As a result billing was distributed outside of a 30 day billing cycle.

### INTRODUCTION

Robocorp, a leading provider of Python automation technology, has consistently paved the way for innovative business solutions that streamline complex processes and enhance operational efficiency. In a strategic partnership with Roth Automation, they addressed the automation challenge posed by FIRECOM, a leader in the fire safety and prevention industry, aiming to overhaul its outdated billing process.

This collaboration highlights Robocorp's role as the technology provider and Roth Automation's expertise in applying advanced automation solutions to meet the business challenges faced by FIRECOM.

---

### CHALLENGE

FIRECOM's billing process was inhibited by inefficiency, relying heavily on manual efforts to extract data, generate invoices, and distribute them to customers.

This labor intensive manual process was prone to errors and extended the billing cycle beyond 30 days, as a result payments were collected late.

## SOLUTION

In their search for an open-source-based automation solution, Roth Automation sought a technology partner that could offer a flexible, robust, and efficient automation platform.

Robocorp was selected due to its automation and code capabilities, which could seamlessly integrate with FIRECOM's existing ERP systems to automate data extraction, invoice generation, and email distribution processes. Robocorp's platform's ability to handle complex data workflows and provide scalable automation solutions made it the ideal technology provider for this challenge.

In Roth Automation's customized solution, Robocorp's role was to provide the technological backbone for automating FIRECOM's billing process.



---

### ROBOCORP'S PYTHON-BASED AUTOMATION TOOLS WERE USED TO:

- Automate Data Extraction: Pull billing information from the financial database, ensuring data accuracy and integrity.
- Streamline Invoice Generation: Automatically generate detailed invoices, save them as PDFs, and prepare for distribution, drastically reducing manual workload.
- Facilitate Email Distribution: Automate the process of attaching invoices to emails and send them to the correct recipients with personalized messages from respective account managers.



# RESULTS & IMPACT

---

**The deployment of Robocorp's Python automation technology, expertly implemented by Roth Automation, led to unprecedented improvements in FIRECOM's billing process:**

- **Rapid Billing Cycle:** Over 75% of monthly billing now reaches clients by the 3rd day of the month, significantly improved from the 30+ day cycle.
- **Annual Cost Savings:** FIRECOM achieved an annual savings of 6 person-months of effort, translating into approximately \$50,000, by eliminating manual tasks.
- **Improved Cash Flow:** The accelerated billing process dramatically improved cash flow, with invoices being issued and payments collected much earlier in the cycle.
- **Increased Accuracy and Efficiency:** The automation solution ensured near-perfect accuracy in billing, eliminating errors associated with manual data entry.



Roth Automation was able to automate a situation that was tedious and manual. It took an excess of 30 days to compile and distribute billing data. Roth Automation & Robocorp engineered a workflow to save over 11 days per month and as a result FIRECOM was able to collect billing earlier than ever previously in their finance history. The team adeptly had this in production in less than 2 weeks' time.

– **David Sanfilippo, Collections & Accounts Manager, FIRECOM.**

