



## Customer Story

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### **DENTEX**

Replaces Xero with AccountsIQ  
and Kefron AP to Reclaim  
30% Admin Time





# The Company

## Dentex

Dental corporate Dentex formed in 2016 with an acquisition strategy to drive growth.

Today, the Dentex community comprises 150 practices, 145 partner support staff, 264 associates, 113 hygienists and 517 staff members.

Dentex has recently completed a merger with Portman Dental Care, creating one of the largest, privately-focused dental groups in the UK and one of Europe's largest dental care platforms.



**Dentex.**

# Customer Situation

## The Challenges

Transferring their business administration to a corporate like Dentex offers practice owning dentists more time for professional and personal fulfillment, but each new acquisition adds to the corporate's administration challenge. For Dentex, newly acquired practices are set up as a separate entity within the group with its own suppliers, bank account, profit and loss, and balance sheet.

During this high-growth phase and admin-rich environment, the headwinds Dentex's AP team faced included:

- » On-boarding newly acquired practices quickly, smoothly and frequently
- » Finding efficient ways to scale the back-office team
- » Producing monthly consolidated accounts
- » Reconciling over 200 bank accounts
- » Processing 12,000+ invoices per year

“Without the Kefron AP and AccountsIQ integration, we would need to grow our AP team in line with the rate of acquisition. It wouldn't be sustainable.”

**John Aram, Accounts Payable Manager, Dentex**

AccountsIQ

# Automated Accounts Payable

The introduction of AccountsIQ, a standardised framework for forming new organisations and reporting to shareholders with codes for each company, has considerably expedited Dentex's expansion. Kefron AP, an automated invoicing technology, has also decreased invoice processing time by one-third.

Kefron AP's smooth connection with AccountsIQ has resulted in end-to-end automation of the invoicing process, allowing the finance staff to manage 14-15 organisations more effectively. This not only boosts efficiency but also displays significant improvements in process management. AccountsIQ and Kefron AP's partnership has established a new standard for operational efficiency, enabling the finance team to reallocate time to strategic tasks, accelerating the company's development trajectory even further.

*“AccountsIQ is a very easy system to use; easy to set up suppliers, process invoices, process payments. We've liked the ease of it compared to other systems that can be time-consuming for basic tasks. AccountsIQ and Kefron AP work quite nicely together. A simple integration key allows both products to synchronise smoothly.”*

**John Aram, Accounts Payable Manager, Dentex**



*For users seeking enhanced AP Automation, Accounts IQ's has partnered with Kefron AP with seamless integration to support large scale invoice capture and next-gen invoice analytics.*

# The Key Benefits

## Efficiency and Growth

The strategic alliance between Kefron AP and AccountsIQ has delivered a suite of key benefits to Dentex, driving efficiency and modernisation across their financial operations.

- **30% reduction in processing time** has been realized, streamlining the workload significantly.
- The integration facilitates a **completely paperless accounts payable process**, marking a milestone towards environmental responsibility.
- The system's agility is highlighted by its **single-click approval process**, which manages an impressive volume of up to 12,000 invoices per month.
- The **rapid onboarding process for new entities** demonstrates exceptional scalability, essential for Dentex's expansion.
- The bank reconciliation process has been revolutionized, with over **200 accounts now benefiting from full automation**, showcasing the robust capability of the combined Kefron AP and AccountsIQ solution.

“Kefron AP is popular with all our approvers because of the visibility they've got over the invoice history. The integration means that, once approved, it is automatically uploaded into AccountsIQ. The automated Bank Reconciliation process is really easy; instead of manipulating the data to find discrepancies, we download a csv file from the bank and AccountsIQ works its magic”

**John Aram, Accounts Payable Manager, Dentex**



The Kefron logo features a stylized 'K' icon composed of three overlapping triangles in red, green, and blue, followed by the word 'kefron' in a white, lowercase, sans-serif font.

**kefron**

A large, abstract graphic element consisting of several overlapping, slanted geometric shapes in shades of cyan and purple, extending from the bottom left towards the center of the page.

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