



# Chemical Manufacturer Saved \$800K by Automating Purchase Requests

Buckman, a global leader in specialty chemicals, used Nintex for Office 365 to scale global sales processes and accelerate workplace safety investigations.

**Organization**

Buckman

**Website**

[www.buckman.com](http://www.buckman.com)

**Industry**

Manufacturing

**Country**

United States

**Business situation**

Buckman's email-based, manual processes slowed purchasing and caused backlogs in employee inboxes, resulting in procurement delays of up to five weeks.

**Solution**

The Nintex Platform helped Buckman automate its procurement workflows, enabling the company to speed procurement cycles.

**Benefits**

Saved \$800K in 2016 by using Nintex for Office 365 to process purchase requests  
Promoted 10x increase in use of centralized data  
Reduced time in safety investigation cycle

# Driving productivity across the enterprise

*“We use Nintex to better serve our customers while controlling cost. Nintex for Office 365 has been very impactful in helping us achieve those goals.”*

— **Paul Grassel**, Buckman’s Director of Global IT Computer Services

Buckman has been using Nintex Advanced Workflow and Modern Forms for Office 365 since late 2015. The platform has provided a tool that makes it more convenient for sales associates to process purchase reports, thereby increasing sales productivity, addressing customer concerns faster, and making better business decisions based on more accurate data. They also use Mobile Apps to improve workplace safety.

Buckman regards Nintex for Office 365 as an accelerator of enterprise technology. When faced with increased competition and higher customer expectations, Buckman, like businesses everywhere, sought out new ways to thrive. Buckman had previously used Microsoft Office 365, including SharePoint Online, for several years and “was ready to take SharePoint to the next level,” according to Paul Grassel, Buckman’s Director of Global IT Computer Services. He and his colleagues considered several workflow and content automation solutions, but were most impressed with the smooth integration between Office 365 and the Nintex platform.

*“When our associates see what Nintex can do, they come up with new ways to take advantage of it, and our processes keep getting better and faster.”*

— **Paul Grassel**, Buckman’s Director of Global IT Computer Services



Speed is one key to Buckman’s success with their Nintex solution. “We can do so much with Nintex for Office 365 because it allows us to generate solutions quickly without needing to write code,” says Brent Ellis, Buckman’s IT Enterprise Services Manager. “With Nintex, we can get to a proof-of-concept in less than an hour. The accelerated timeto-benefit is a huge value-add that Nintex brings to the table.”

Now, sales reps can take advantage of Nintex for Office 365’s tightly integrated workflow and forms capabilities. The amount of content they put in the centralized customer records has increased by a factor of 10X since adopting Nintex. Buckman also uses Nintex Mobile to enhance workplace safety worldwide.

Buckman associates use Nintex’s Mobile Apps capability to record safety incidents whenever and wherever they occur, including photo attachments, so incident reports are more accurate and complete. Previously, associates had to wait until they got back to an office to manually file incident reports. The delay might cause reports to be incomplete or inaccurate. Now, company safety officers no longer need to rely on email and phone calls to conduct investigations.

At last count, Buckman had digitally transformed 30 global business solutions at scale with Nintex for Office 365 but by the time you read this the number will be higher.

### **About Nintex**

Nintex is the global standard for process management and automation. Today more than 10,000 public and private sector organizations across 90 countries turn to the Nintex Platform to accelerate progress on their digital transformation journeys by quickly and easily managing, automating and optimizing business processes. Learn more by visiting [www.nintex.com](http://www.nintex.com) and experience how Nintex and its global partner network are shaping the future of Intelligent Process Automation (IPA).

*Product or service names mentioned herein may be the trademarks of their respective owners.*