

Mini Case Study: Montage International



Success Story:

Montage International, the ultra-luxury hospitality management company, features a distinctive collection of hospitality brands. Montage International encompasses the ultra-luxury brand Montage Hotels & Resorts, the new luxury hospitality brand Pendry Hotels, Montage Residences. BirchStreet's Industry leader Image and its agile approach attached Montage which ensures them that their product will continue to evolve based on needs and feedback as well as technological advancements.

Goals:

- To bring efficiencies and streamline all procure and pay processes.
- Reduce costs, inefficiencies and time associated with the current payment process
- A simple to use, intuitive platform that auto make spend visibility, control, and compliance for their finance department

Results:

- Finance and Procurement teams have greater predictability in their budgets. Delivered return on investment in less than two years
- Immediate time to value allowing employees to focus more on providing revenue-generating success factors like guest satisfaction and quality assurance.
- A solution that could grow with the business and able to scale quickly to include new locations



Fast Facts:

Established in 2002

The Company is the ultra-luxury hospitality management company founded by Alan J. Fuerstman, features a distinctive collection of hospitality brands

Financial:

400 mUSD (approx)

Headcount:

1000 employees (estimated)

Headquarters:

California, United States,
United States

Solutions

e-Procurement Solution
AP 3-Way Auto Match



Through electronic document management, reporting, and checkbook capabilities, BirchStreet supports audit, governance, and compliance requirements for Montage International. Flexibility in configuring approval flows and enhancements to the user interface bring new dynamics in our day-to-day activities. The simplicity of the 3-way auto-match has created further efficiencies within our Accounts Payable process, resulting in streamlined payments and enhanced vendor relationships. Our ongoing meetings with the Customer Success team help drive continued enhancements within BirchStreet's ever-evolving ecosystem.

Ali Aksoy, Director of Enterprise Systems at Montage International