



How Parijat Industries transformed expense management for their fleet force

About Company

Parijat Industries is a three decades old Indian Agrochemical Manufacturing company.

Global leaders in Agro Manufacturing for 30+ years now, Parijat serves farmers worldwide by building global partnerships, and supplying quality cost-effective crop protection chemicals.

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Uday Anand, Director & Head of IT, HR, and Admin

"Until Happay, we believed that expense management is torture for everyone. Not only did Happay change this for us by fastening our reimbursement cycles, reducing approval delays, and improving our finance team's productivity, but it also did all this while being the simplest software to use"

”

The Happay Difference

5 day

Reimbursement cycle, compared to 30 days pre-Happay

90%

lesser time spent per expense report by the Finance team

0%

Cash leakage since switching to prepaid cards

~100%

Policy Compliance, compared to ~80% pre-Happay

Product Highlights



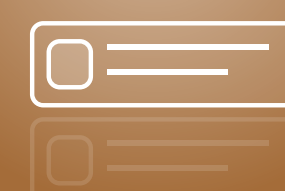
**FleetXpress
Cards**



ApprovNow



SmartAudit



Xpendite

Before Happay

Poor employee experience

“ Our fleet on the street - our salespersons **struggled with their expenses** as they spent their own money. The finance team and sales team were always untrusting of each other which led to **prolonged reimbursement cycles and loss of productivity** ”

Prolonged Approval TAT

“ As we grew our domestic presence, expenses also grew. Our **3-step manual approval process became inefficient** and **delayed everything by months** ”

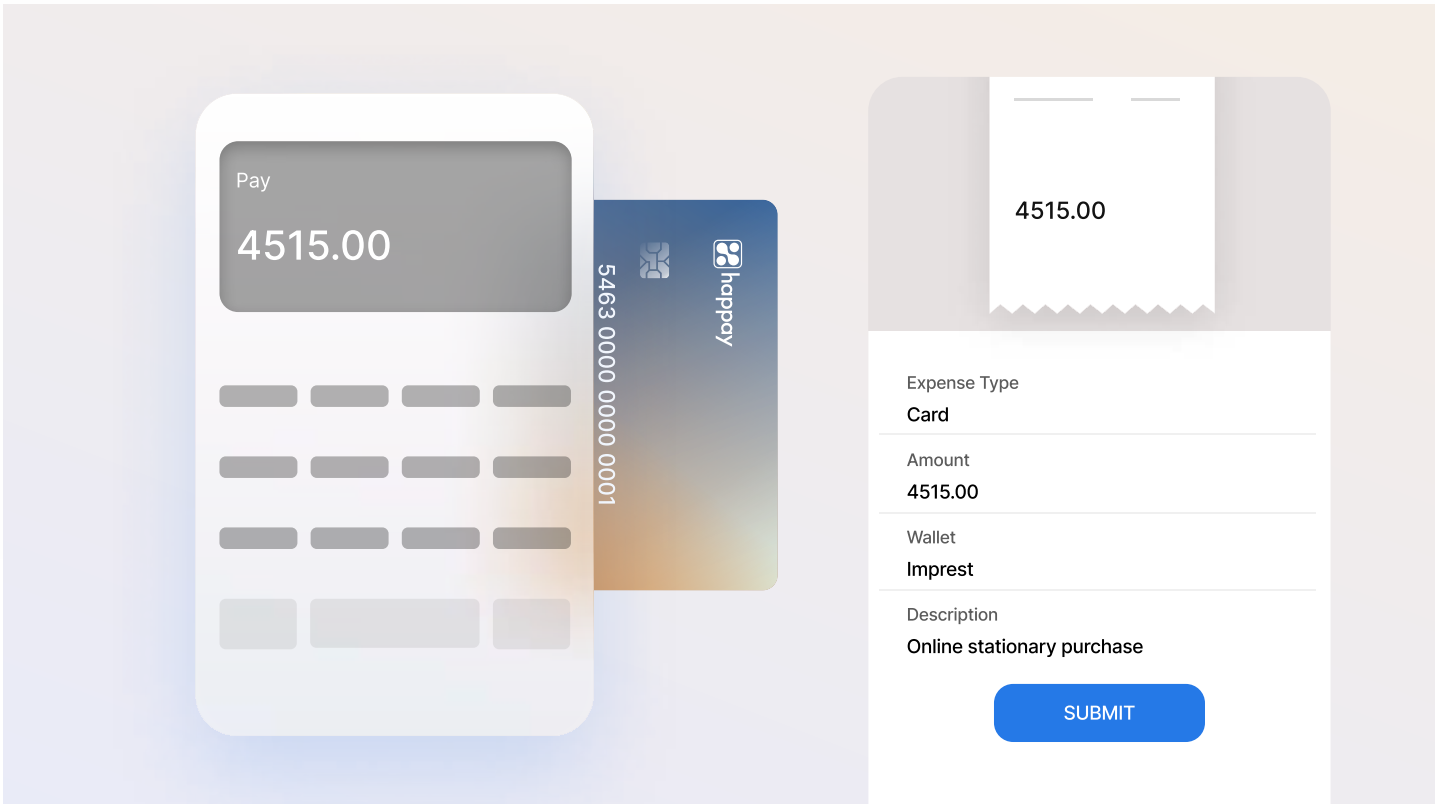
Difficult to use solution

“ To manage our growing expenses, we used one of our existing order management software with an expense module. However, the **software was complicated to use** and our **fleet force found it challenging** ”

After Happay

Exceptional Employee Experience

- 1
- When Parijat adopted **Happay Cards**, **employees did not have to spend their personal money** anymore. The cards were loaded with company money, **ensuring a better employee experience**.
- 2
- With **Xpendite**, **expenses from cards got captured in real-time without any errors**, providing the finance team with **real-time visibility on every employee's expense**.



As soon as the card is swiped, the expense gets captured in Happay Expense Tool

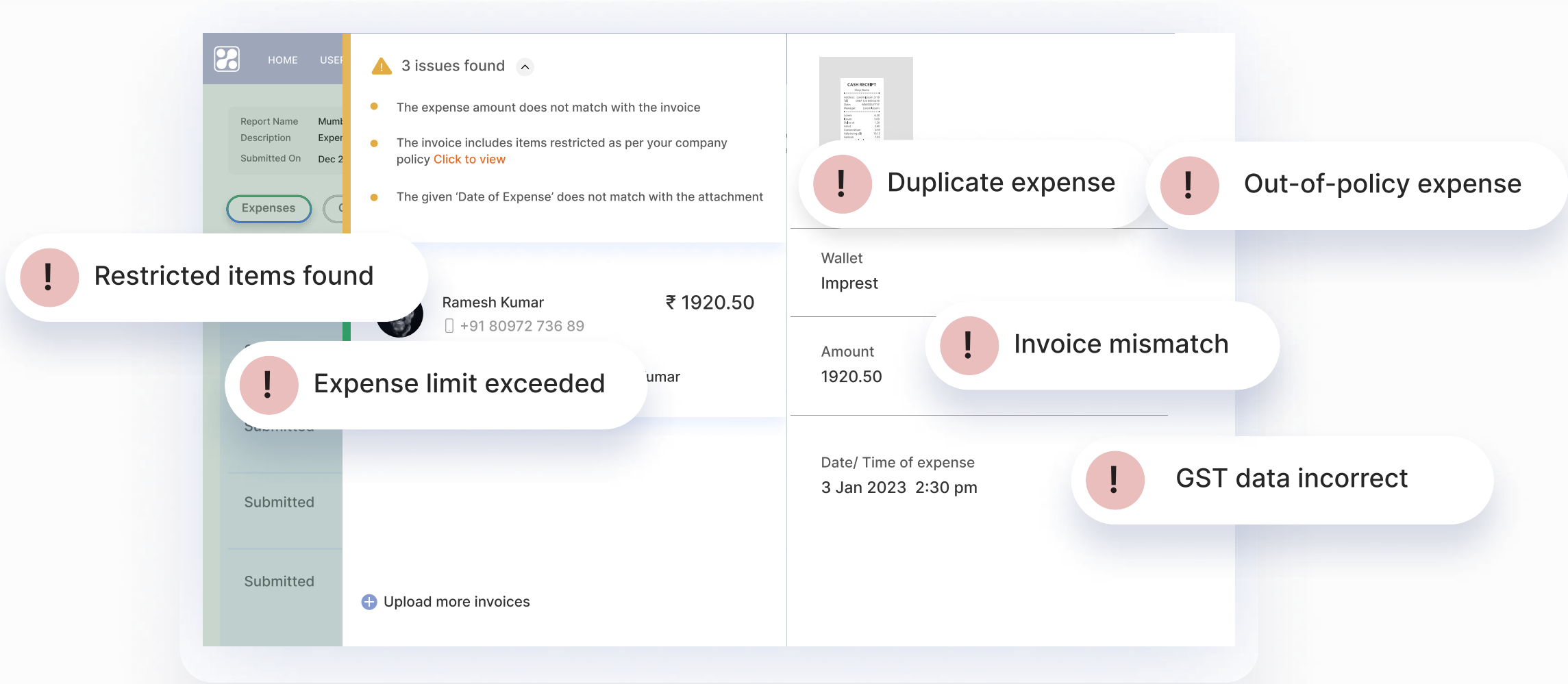
REPORTS								
FILTERS								
Merchant eg: Merchant	Approved by HOD	HPAIDS6...	09 Jan 2023	Cash	Travel	Uber	Imprest	
Trip Id eg:TR2DJ836	Approved by Manager	HPA231DH6...	08 Jan 2023	Cash	Food	Starbucks	Imprest	
All Saved filters	Unreported	HPA239282...	07 Jan 2023	Cash	Food	Starbucks	Imprest	
Grade eg:Grade	Declined by Finance	H14239287...	07 Jan 2023	Cash	Travel	Ola	Imprest	
PNR Number eg: PNR Number	Approved by Manager	HGR23RRT2...	07 Jan 2023	Card	Travel	Indigo	Imprest	
	Declined			Card				

Parijat's finance team can see all employee expenses in one place to take immediate action

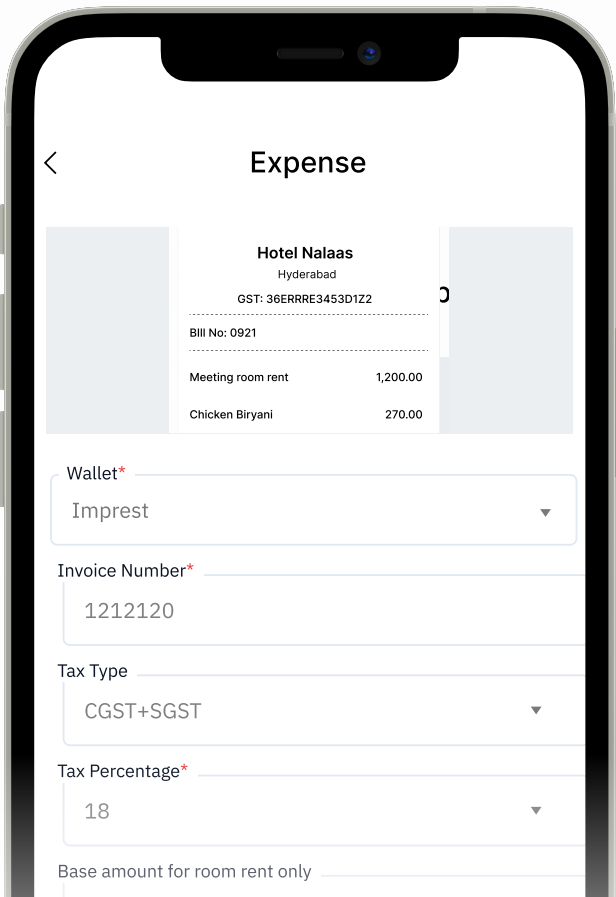
- 3
- The fleet force used the **Happay mobile app** to **file expenses on the go**, as soon as the expense occurred, this coupled with in-policy expenses due to cards resulted in **faster reimbursements**.

Quickest approvals

- 1 Happay's **ApprovNow** reduced the 3-step manual **approval process to one step with its automated approvals based on pre-defined rules.**
- 2 **SmartAudit** automatically **flagged violations including duplicate invoices, invalid merchants, and out-of-policy expenses**, giving approvers all the information they need to take immediate action.



Happay's SmartAudit automatically flags violations based on the policies set up by Parijat



Easy to use and intuitive UI in both mobile and web app made it easy for Parijat's employees to adopt Happay

Easy-to-use solution

- 1 Happay's **intuitive and simple UI was easy to adopt** by all employees of Parijat.
- 2 Even rural users could easily perform any action on the mobile app.
- 3 Parijat realized an **easy-to-use software is all they need and replaced their order management software** to match the standards set by Happay.

Trusted by Parijat and 7000+ companies

