

# Enterprise Paint Leader Automates Invoice and Reconciliation Across 160 Depots with Locus



**78%**

faster carrier payments

**1,500+**

invoices a month, digital end-to-end

**160**

depots running digital settlement

**5-6%**

variance caught at scale

## Company Profile

An enterprise paint leader in India operates one of the country's most complex paint distribution networks, with 1,500+ carrier invoices flowing through 160 depots every month. As the leader scaled, the paint industry's paper-based freight settlement standard became a structural drag on growth and carrier loyalty.



Industry:  
Paints



Geography:  
India



Scale:  
160 depots

## THE CHALLENGE

The paint leader's freight settlement hadn't kept up with its scale. Three problems compounded each other:

### Paper made every invoice a chase

Each invoice moved through finance, commercial approval, and SAP entry by hand, with no digital tracking and no audit trail. Audit meant pulling files.

### 30-to-45-day cycles drove carrier churn

Carriers in paint are mobile across vendors. When competitors paid faster, transporters voted with their fleet, eroding capacity exactly as the network expanded.

### Claim verification was manual and the gap was invisible

Without contract-aware validation, discrepancies of 5 to 6% above contract flowed through unchecked.

#### Net Impact

Paper-bound finance, leaking margin, and carriers walking to faster-paying competitors as the network scaled.

## THE SOLUTION

Locus deployed three agents mapped directly to the paint leader's settlement workflow:

### Settlement agent

Runs invoice creation, reconciliation, and payment release as one digital workflow. SAP-linked notifications and a footprint at every step replaced the hard-copy chase.

### Carrier agent

Holds every transporter contract and rate structure as the live source of truth. Each claim is reconciled against the contract, and discrepancies are flagged for review.

### Orchestrator agent

Coordinates notifications across transporter, finance, and approval stages. If an invoice stalls, the system surfaces where and why. Audit becomes a query, not a file-pull.

## THE RESULTS

**78%**  
faster carrier  
payments

Payment cycles cut from 30 to 45 days down to 7 to 10 days, with cash flow lifting carrier loyalty in a market where transporters can pick which vendor to drive for.

**100%**  
of local-movement  
invoices on Locus

Every carrier invoice for local movement now flows through one digital settlement workflow, end-to-end.

**5-6%**  
variance caught  
at scale

Discrepancies between transporter-claimed and contract-computed costs are now flagged before payment, not absorbed silently.

**1,500+**  
invoices a month,  
agentic settlement

The same workflow handles every invoice across the network without scaling finance headcount.