

CASE STUDY · BIOTIKA

Three automations that free up ~60 hours a month for a team of two.

Quotes, shipping insurance orders and delivery notes automated around the Axonaut ERP and Google Workspace, without forcing any new tool on the team.

~60 h

saved per month

-91%

processing time

500,000

products centralised

~2 months

from audit to production

THE CLIENT

Biotika, a B2B distributor based in Annecy, France. Two people. Around ten suppliers (laboratory equipment and reagents), customers are laboratories and research institutes in Brazil.

Existing tools: Google Workspace (Gmail, Sheets, Drive) and Axonaut for quotes, invoices, orders, customers and suppliers.

THE PROBLEM

Every quote meant manually looking up, product by product, information scattered across each supplier: storage and shipping temperatures, weight, EUR and USD prices. Sometimes in a PDF, sometimes in a spreadsheet or on a website.

The same re-typing was needed to insure each shipment and produce delivery notes.

BEFORE / AFTER**Time spent, per task and per month**

Task	Volume / month	Before	After	Monthly time before	After
Quotes	~30	60 min	5 min	30 h	2.5 h
Shipping insurance orders	~30	30 min	2 min	15 h	1 h
Delivery notes	~30	45 min	5 min	22.5 h	2.5 h
Total				67.5 h	6 h (-91%)

THE APPROACH

- **Audit (late July 2026):** observing how the team works, measuring time spent per task, picking the automations with the best gain / effort ratio.
- **Data foundation:** collecting and normalising every supplier's product sheets into a single database of ~500,000 products.
- **Three workflows shipped one at a time:** quotes live in August, insurance and delivery notes between late August and September.
- **A human stays in control:** every generated document is reviewed before it is sent.

FOUNDATION · PRODUCT DATABASE

500,000 products in a single database

Google Cloud SQL

PDF catalogues → Excel files → Supplier websites → Scraping + extraction → Normalised CSV per supplier →
Cloud SQL database

For each product: reference, name, storage and shipping temperatures, weight, EUR and USD prices. This database feeds the quotes and delivery notes: without reliable data, AI has nothing solid to work with.

THE THREE WORKFLOWS

1 · Automated quotes from the inbox

1h → 5 min · ~27 h / month

Request in Gmail → Gemini AI: customer + products → Product database → Quote created in Axonaut (API)

AI is used only where it is essential: reading a free-form email and extracting the customer and products. The rest is deterministic automation, more reliable and cheaper to run.

2 · Shipping insurance orders in one click

30 min → 2 min · ~14 h / month

Axonaut invoices → Google Sheets dashboard → "Generate" button → Numbered PDF in Drive →
Gmail draft + attachment

Pick an invoice, set origin, destination and transport mode in drop-downs, then generate: numbered order, PDF filed in Drive, email to the insurer ready to go. Built in Google Apps Script, inside the tool the team already used.

3 · Delivery notes generated from the invoice

45 min → 5 min · ~20 h / month

Axonaut invoice → Product data (database) → Delivery note(s) generated → Attached to the order (API)

The fastest workflow to build, because it reuses the existing product database. Each building block makes the next one cheaper.

CLIENT FEEDBACK

"Adaptable and proactive, Emmanuel took full ownership of his assignment and was a real source of ideas!"

Catherine David, CEO of Biotika (translated from French)

STACK

Google Apps Script Google Cloud SQL Gemini API
Axonaut API Gmail Google Sheets Google Drive
Web / PDF / Excel scraping

Which task costs your team the most time?

30 minutes to look at where your time goes and what is worth automating.

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