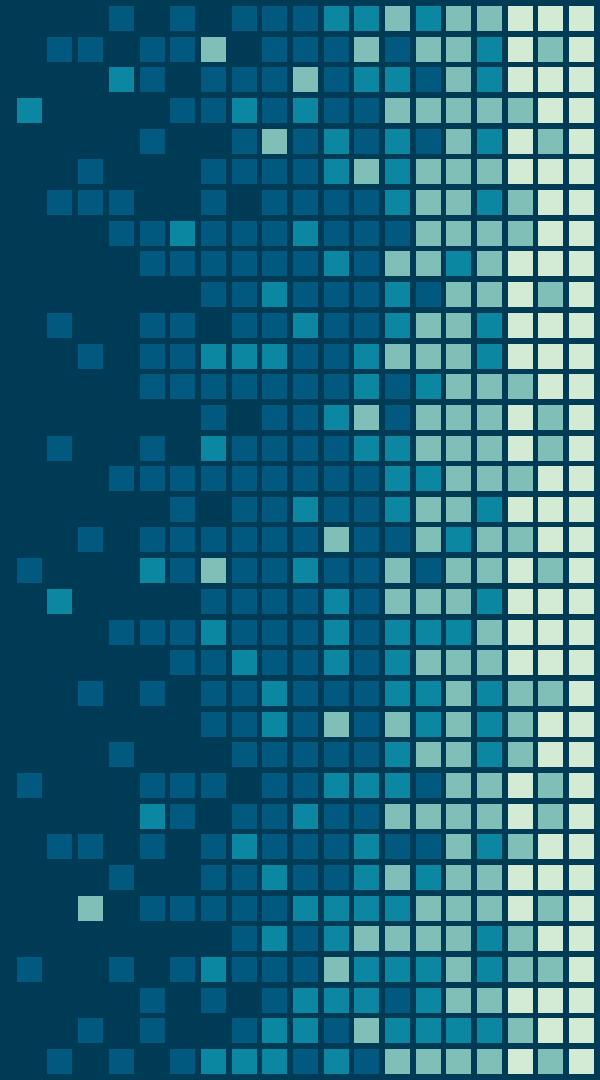


Transforming
Your Accounts
Payable
Department



Transforming your AP Department

- I. Current Environment and Trends
- II. Manual A/P Departments-overview
- III. Automated A/P Departments-overview
- IV. What does AP transformation involve?
- V. Benefits of Automation
- VI. Challenges
- VII. Choosing the Right Vendors
- VIII. What Success Looks Like

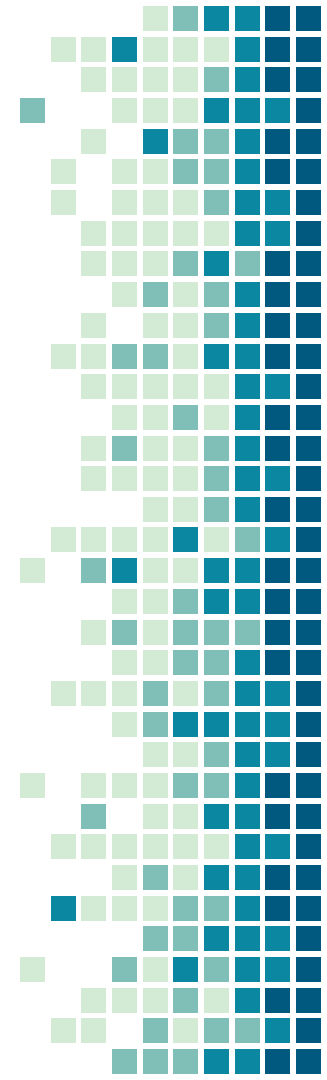


“ A 5% reduction in operating costs can have the same impact as a 30% increase in sales.

- Gartner, Inc.

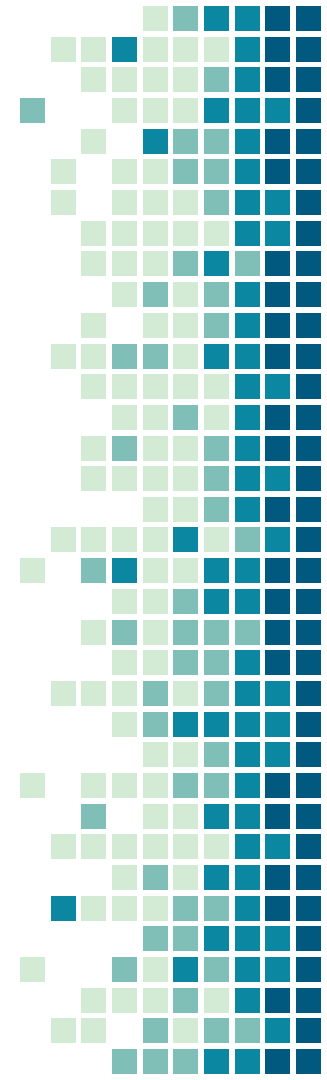
Current Environment and Trends

- **63 %** of organizations still make more than half their payments by check.
- **62%** of organizations were targets of payment fraud and 3/4 of those instances were checks.
- **51%** of businesses aren't addressing the question of how to make the ideal B2B payment.
- Checks cost more than ACH or virtual card payments to process.



Current Environment and Trends

- Manually processing invoices can represent approximately 60 percent of labor costs.
- Making electronic payments can bring costs-per-payment down by 55 – 80%.
- B2B payments reached an estimated \$18.5 trillion in 2017 and is steadily growing.
- Outsourcing



Current Environment and Trends: Scaled Optimization

Automated Virtual Card

- Cardless
- Single-use accounts
- Supplier initiated (SIP)
- Streamlined reconciliation

Integrated/Managed Payables

- Multiple forms of payments (Virtual Account – SIP/BIP, ACH, Check
- with Positive Pay, EFT with a discount)
- Single payment file
- Closed loop reconciliation
- Fully optimized payments



Manual A/P Departments

Manual Keying Invoice Data

Chasing down signatures

Printing Paper Checks

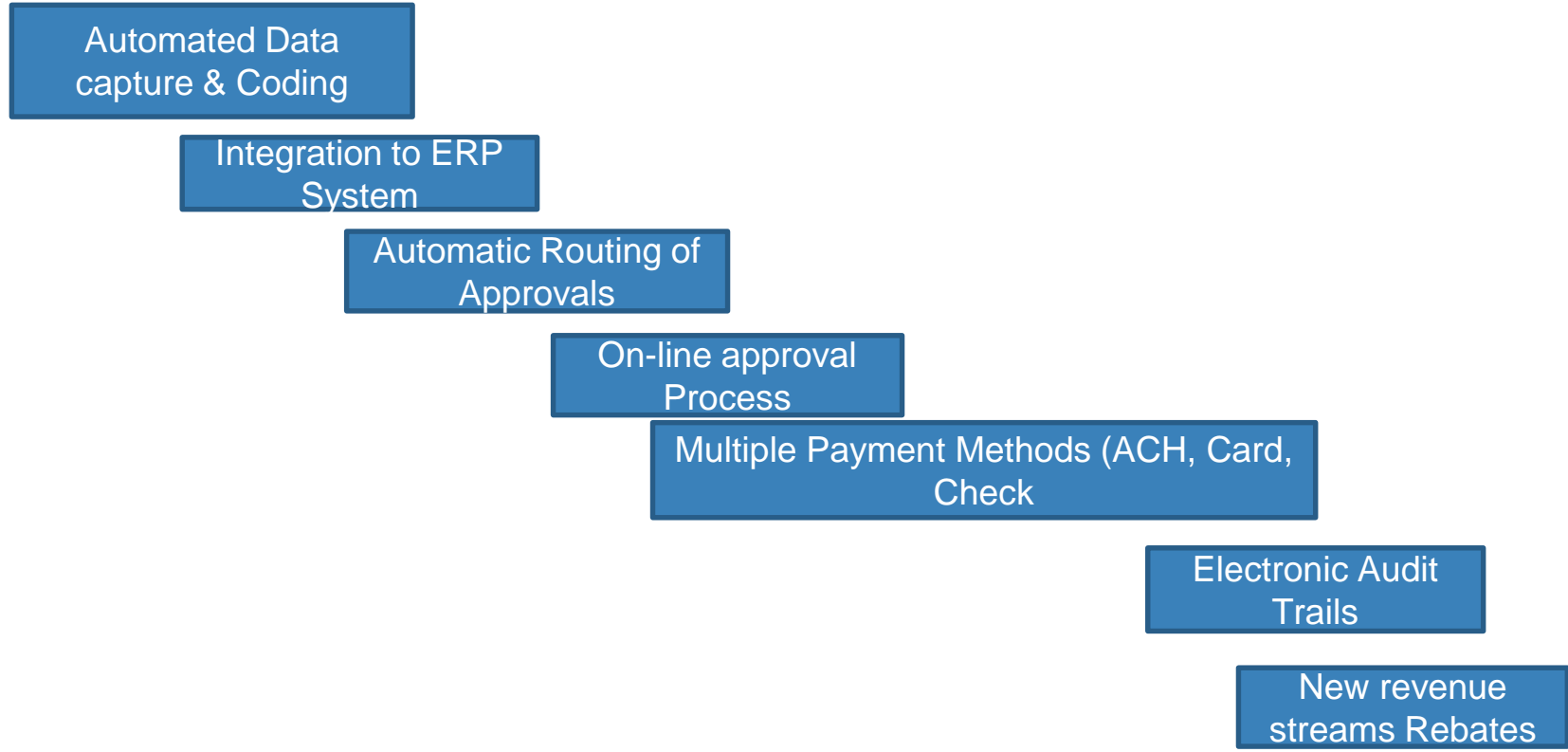
Collating Checks and Stuffing
Envelopes

Mailing Payments

Filing invoice
documentation

Researching Information
from Paper Documents

Automated A/P Environments



What Does AP Transformation Involve?

1. Determine your goals.
2. Perform a thorough analysis of your procure to pay process.
3. Obtain management buy-in.
4. Do a Cost/Benefit Analysis (ROI)
5. Prioritize Automation components
6. Program Monitoring and Success



Benefits

Process Efficiencies

Faster Resolution of Errors/Greater Control

Enhanced Visibility/Reporting

Improved Vendor Service/Vendor Relations

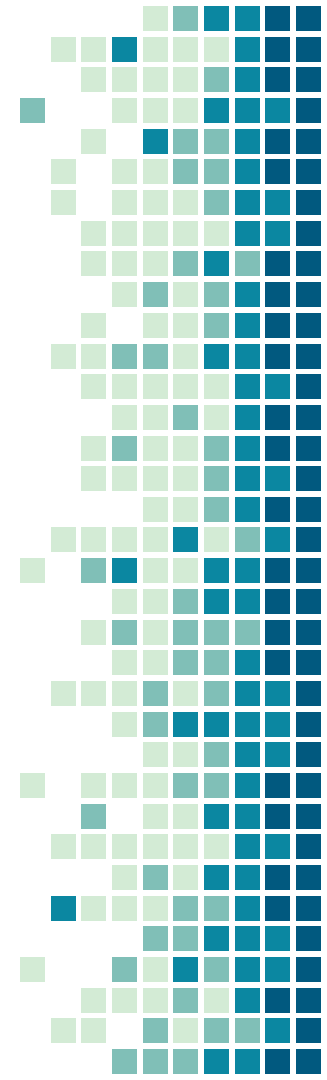
Reduced Staffing

Optimized Cash Flows

Simplified Company Audits

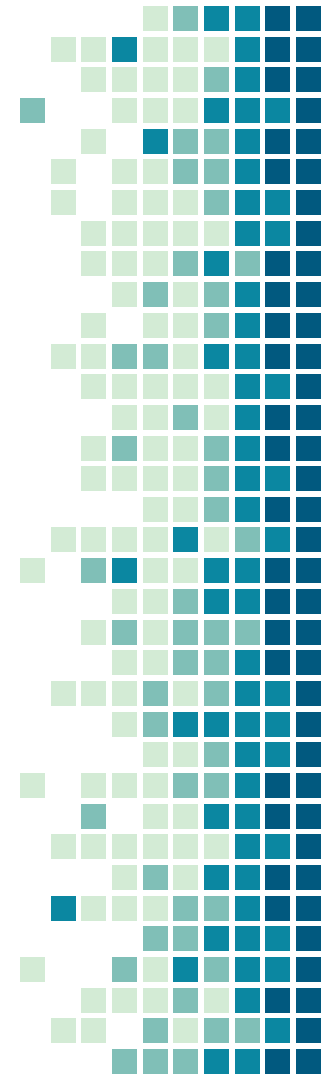
Maximize Vendor Discounts

Rebate



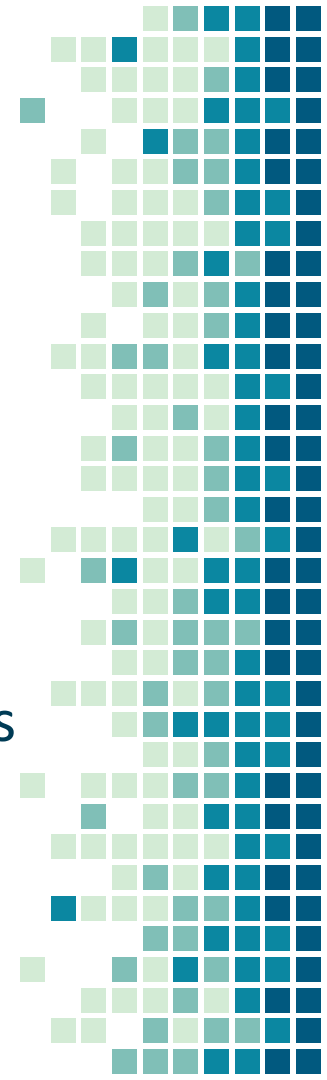
Challenges

- Limited Resources
 - Within Accounts Payable
 - Scarce IT Resources
 - Competing projects
 - Implementation Costs (ROI)
- Management Support
- We are managing OK, Why Change
- Roadmap of Realistic Goals



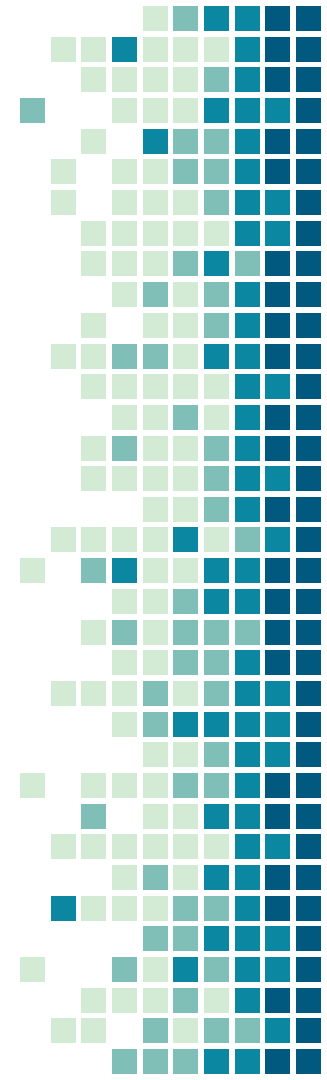
Choosing the Right Vendors

- Fintech vs Bank
- Asking the Right Questions
 - ✓ Is your AP platform cloud based?
 - ✓ Do you have a fully Integrated/Managed Platform that can handle all of my organizations payments?
 - ✓ Do you outsource any of your services? If so, which ones?



Choosing the Right Vendors

- ✓ ERP Integration: Options/Cost
- ✓ Implementation Workflow/Timeline
- ✓ What methodology do you use in your ROI analysis?
- ✓ Do you provide vendor enablement services? What differentiates your vendor enablement team/strategy from the rest of the industry?

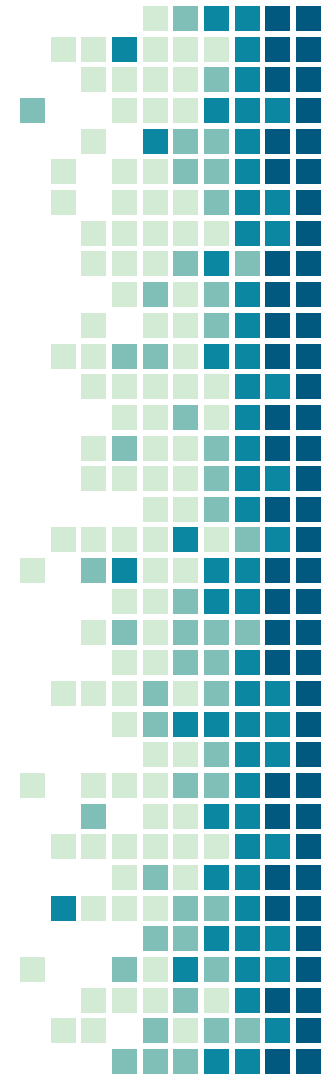


Choosing the Right Vendors

- ✓ What percentage of the time do you reach your vendor enrollment projection?
- ✓ Will my account be assigned to a Relationship Manager? What services will he/she provide and how often?
- ✓ How often update the platform and what major updates do you have scheduled?

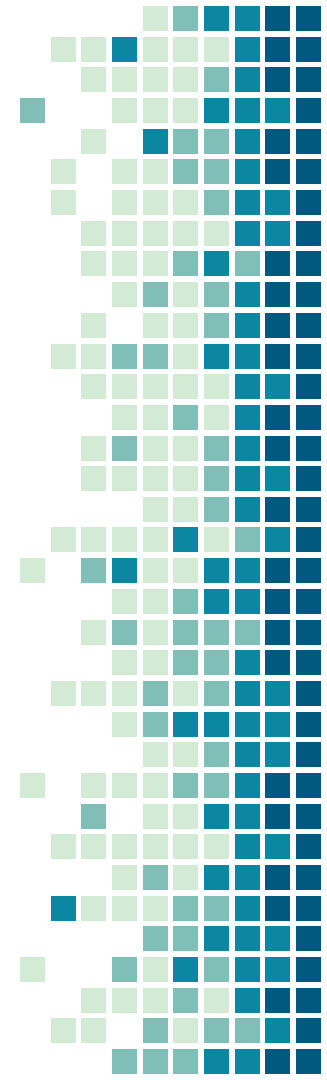
What Success Looks Like

- 100% Automation of Invoices and AP Payments to Vendors
- Maximized Vendor Discounts
- Card Programs
 - Purchasing Cards
 - Corporate T&E Cards
 - Ultimate/One Card



What Success Looks Like

- Improved Workflows
 - Automated P.O Process
 - Quicker Resolution of Discrepancies
 - Automated Vendor Master Set-up
 - Standardized Payment Formats
 - Dashboard Displaying workflow status
 - Imaging platforms that streamline research
 - Improved Cash Flows



THANKS!

Questions?

