



AP AUTOMATION

SWOAFP – WEST CHESTER, OH

AGENDA

- 1 The accounts payable process before and after automation
- 2 When AP automation makes sense for a business
- 3 How AP automation impacts businesses of different sizes
- 4 What to look for in a solution provider



Garrett Astler
Bank Channel Manager

ACCOUNTS PAYABLE

Costly and inefficient

\$2.7
Trillion

Businesses are spending big on manual, paper-based accounts payable processing

ACCOUNTS PAYABLE

Paper checks still dominate

60%

All B2B payments are still being made by check

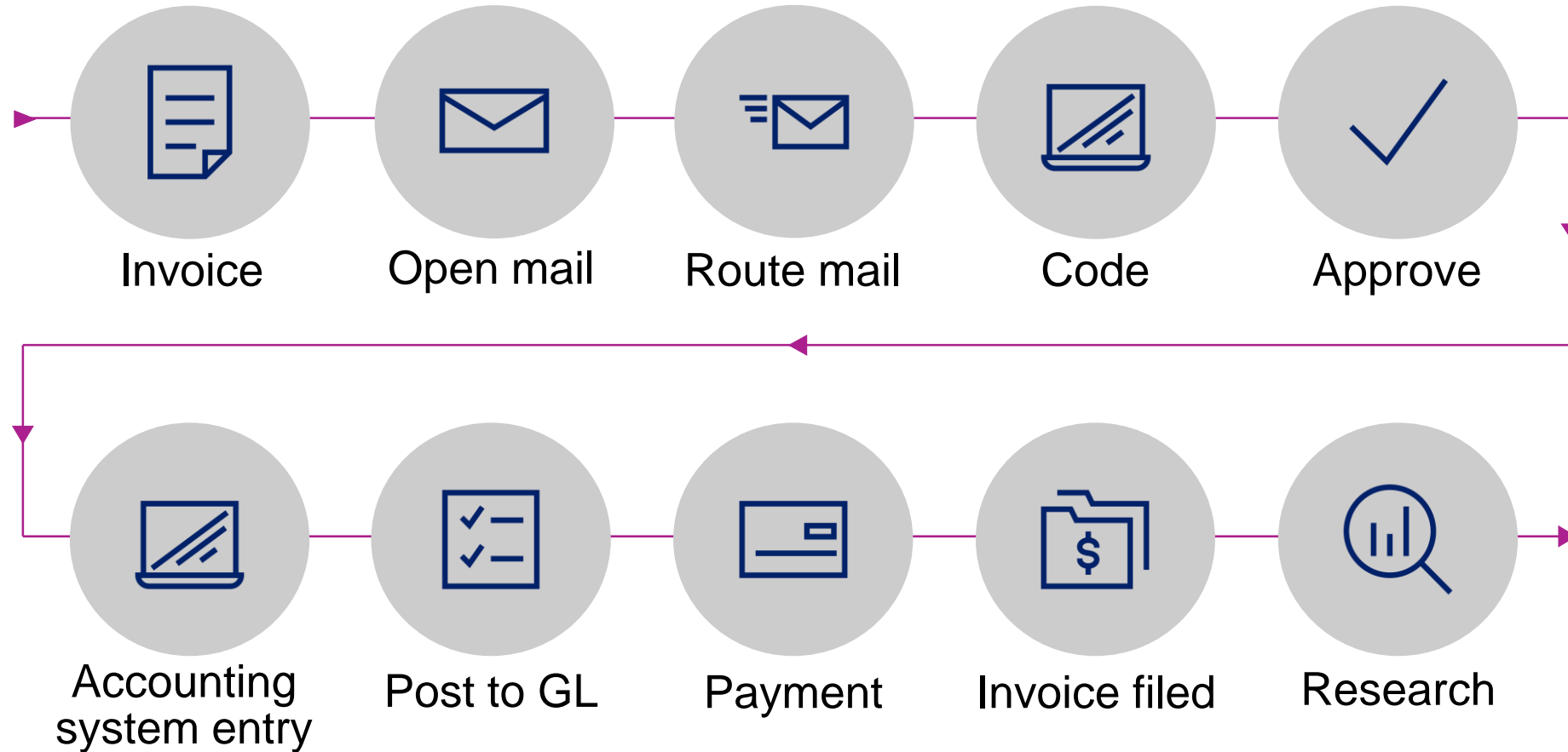
vs

80%

SMB B2B payments made by check

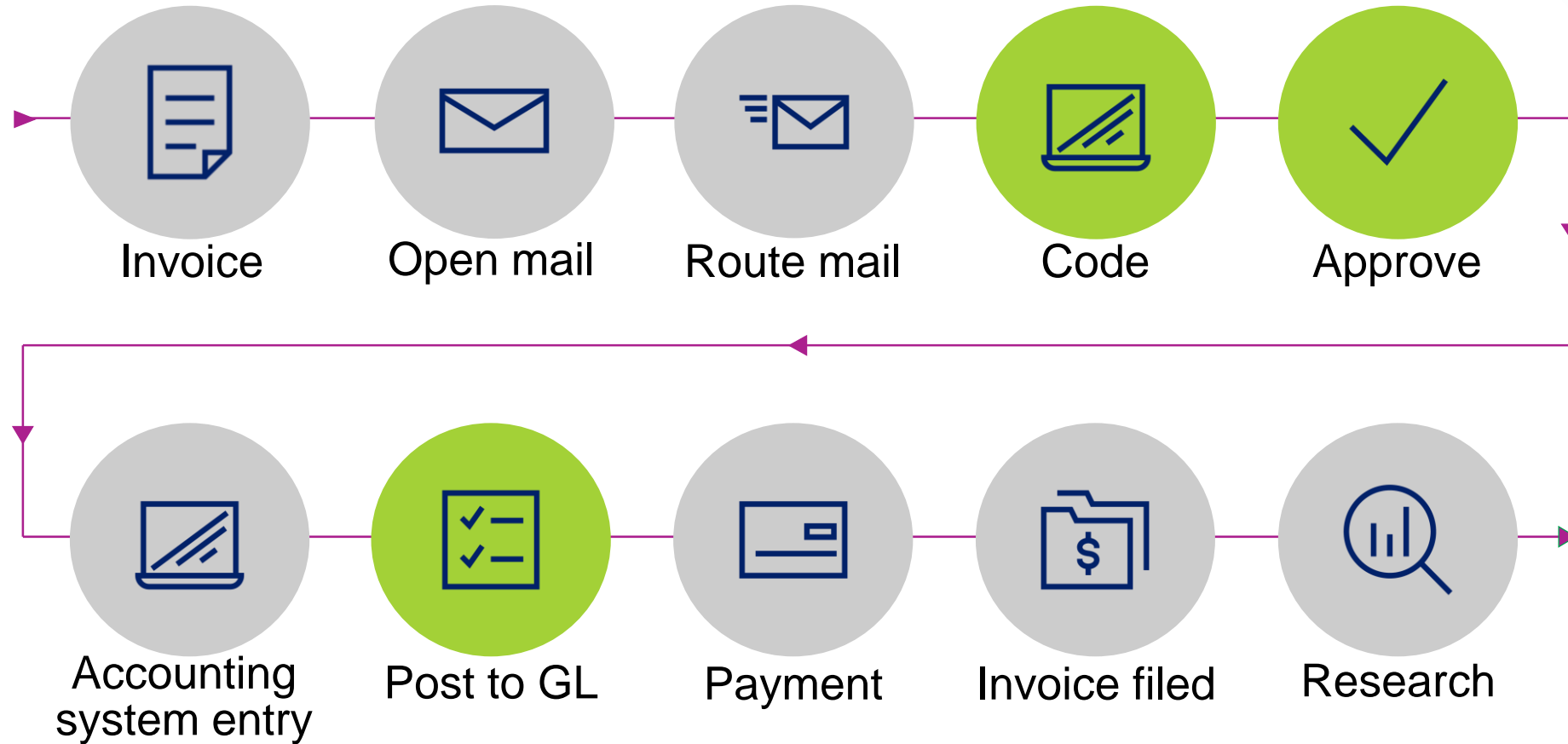
ACCOUNTS PAYABLE

Before automation



ACCOUNTS PAYABLE

After automation



ACCOUNTS PAYABLE

When automation makes sense

Business needs

- Financial controls
- Certainty of payment
- Data for reconciliation
- Business process efficiency
- User experience

Business challenges



Invoice handling is manual and time consuming



Lacking integrated approval workflows & controls to ERP



Payment processing is manual and error prone



Fraud management and mitigation



Obtaining supplier info and maintaining database



Managing calls from suppliers due to late/missing payments

ACCOUNTS PAYABLE

When automation makes sense

- Increase in accounts payable volume
- Changes in accounts payable staff
- Dissatisfactory audit
- Fraud experience
- Late payments



ACCOUNTS PAYABLE

The impact of automation in different size business



Small to mid-sized businesses:

- Business process efficiencies gained through a fully managed solution
- Early-pay discount potential
- Service over rebate – the return on investing in automation is worth the trade off in rebate

Large enterprise businesses:

- Working Capital through DPO improvement
- Focus on optimizing Card or ACH rebate through multiple programs
- Distributed operations that need to be centralized

ACCOUNTS PAYABLE

What to look for in a solution provider

Businesses are looking to technology solution providers to help gain efficiencies.

Outsourced services are on the rise as a permanent way of doing business, even for smaller organizations, and fintech focus and activity is increasing in Accounts Payables.

What is fintech?

Finance + Technology

An emerging industry that uses technology to improve activities in finance.

Examples of AP Fintech providers:

 Bill.com

 invoicepay

 SAP Concur

 mineraltree[®]
AP and Payment Automation

 boost
intercept[™]

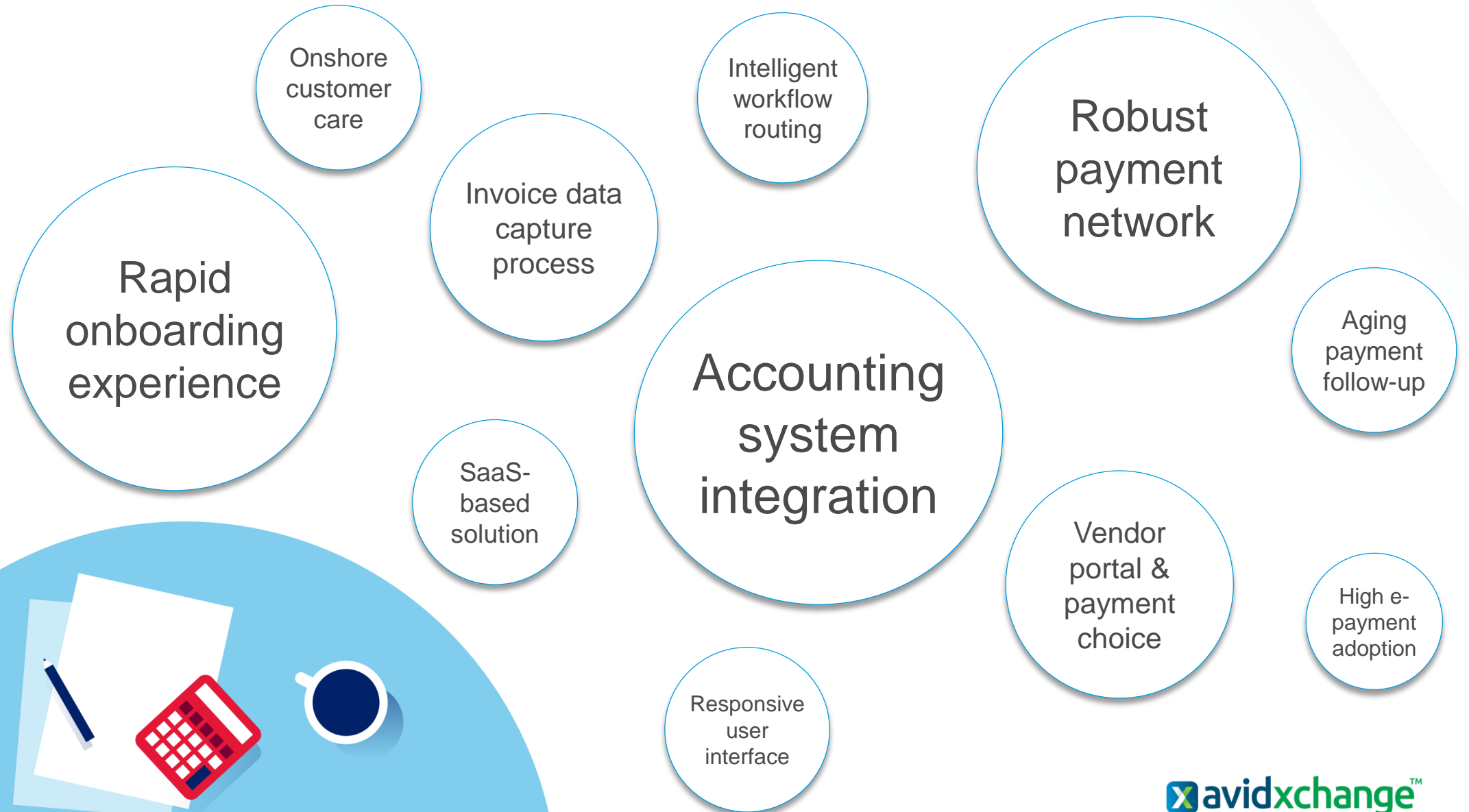
 CSI

 Paymode-X

 coupa

ACCOUNTS PAYABLE

What to look for in a solution provider





THANK YOU