

PayStream Webinar Beginning Soon

Please turn up the volume on your computer speakers.

If it is past start time and you don't see or hear the webinar, please try refreshing your browser.

PayStream
ADVISORS

How to Turn AP Into a Profit Center

Strategies for Using Invoice Automation and Machine Learning to Transform AP's Role in Your Business

Anna Barnett, PayStream Advisors

Carl Hillier, Ephesoft

PayStream
ADVISORS

Housekeeping

- Use the Q&A chat window to type in your questions.
- Unanswered questions will be addressed individually by email.
- On-demand viewers may still ask questions! We'll answer you directly by email, so keep those questions coming!
- Check resources list for additional materials.
- If you have technical difficulty, try refreshing your browser or clicking on the 'Help' widget.

Housekeeping

- In order to receive CPE credit, you must view at least 50 minutes and complete two poll questions (live or on-demand.)
- Try watching the on-demand version if you can't complete these requirements now.
- Email cpe@paystreamadvisors.com for CPE questions.

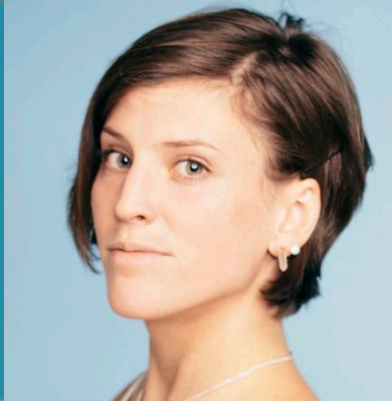
Agenda

- Positioning Accounts Payable as a Profit Center
- The Application of Transformative Technology to Accounts Payable
- Addressing Pain Points
- Questions?

Today's Presenters

Anna Barnett

Research Associate
PayStream Advisors



Carl Hillier

Head of Product Marketing
Ephesoft





Research & Advisory Services for Financial Strategists

- Purchase-to-Pay Research, Tools, and Education
- Navigator Solution Ratings and Reviews
- Process Reviews, Assessments, and RFPs



Ephesoft

PROVEN PLATFORM & COMPANY

Superior enterprise content capture and data discovery solutions used by 700+ customers on 6 continents

TECHNOLOGY LEADER

Utilizing patented capture technology and supervised machine learning to deliver optimized workflows, reduced errors and meaningful savings

TRUSTED PARTNER

For industry leaders such as Microsoft, Box, Infor, Nintex & more

ADDRESSING MARKET NEEDS

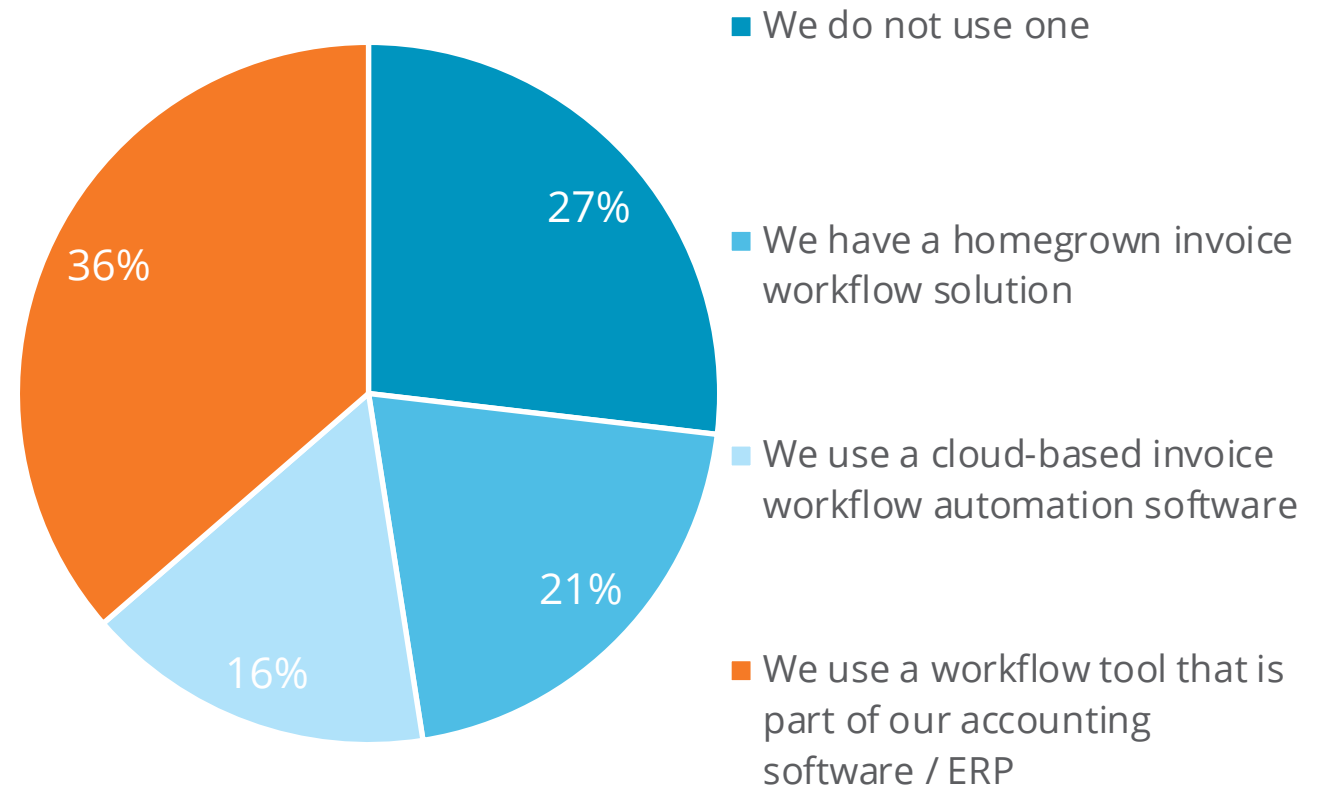
Solutions for massively growing unstructured data across all industries

Positioning Accounts Payable as a Profit Center

Positioning Accounts Payable as a Profit Center

Only 16% of companies use a modern AP automation tool

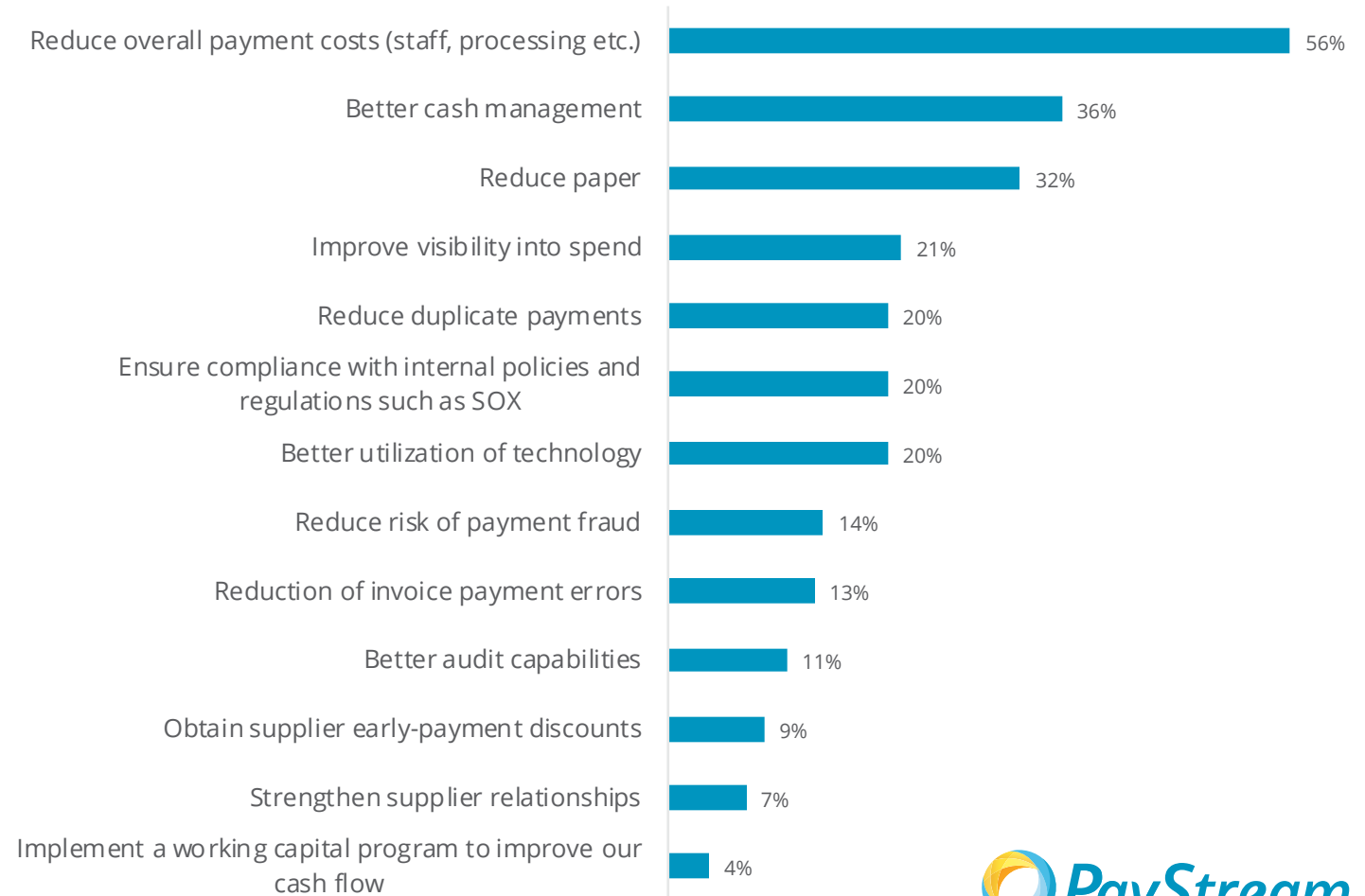
“What type of AP automation tool do you use?”



Positioning Accounts Payable as a Profit Center

Improving cash management and reducing payment cost and paper volume are AP departments' top goals

“What are your organization's top payment-related goals? (Select up to three)”



Positioning Accounts Payable as a Profit Center

Choosing not to automate can be more expensive than you think

Novice



\$15.00 per invoice

Mainstream



\$6.70 per invoice

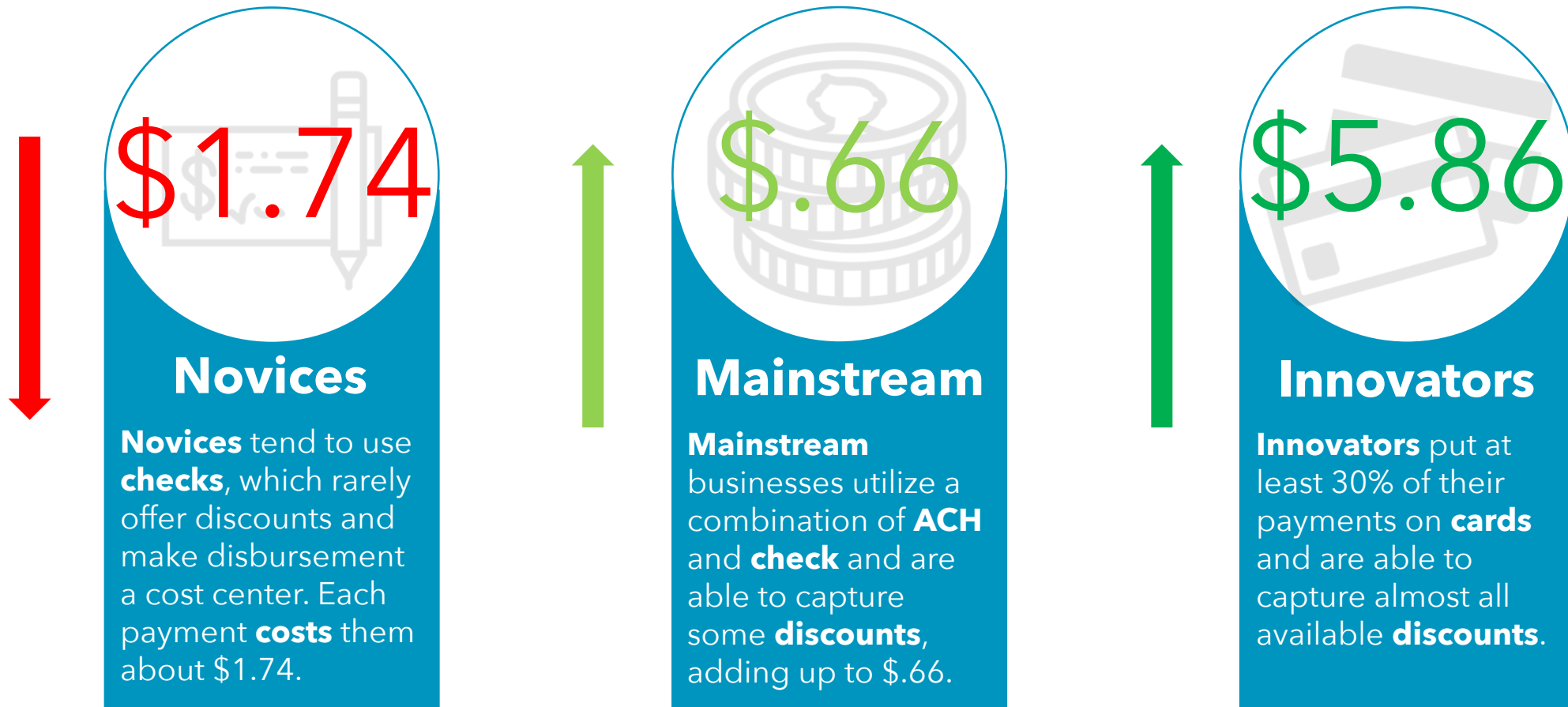
Innovators



\$2.36 per invoice

Positioning Accounts Payable as a Profit Center

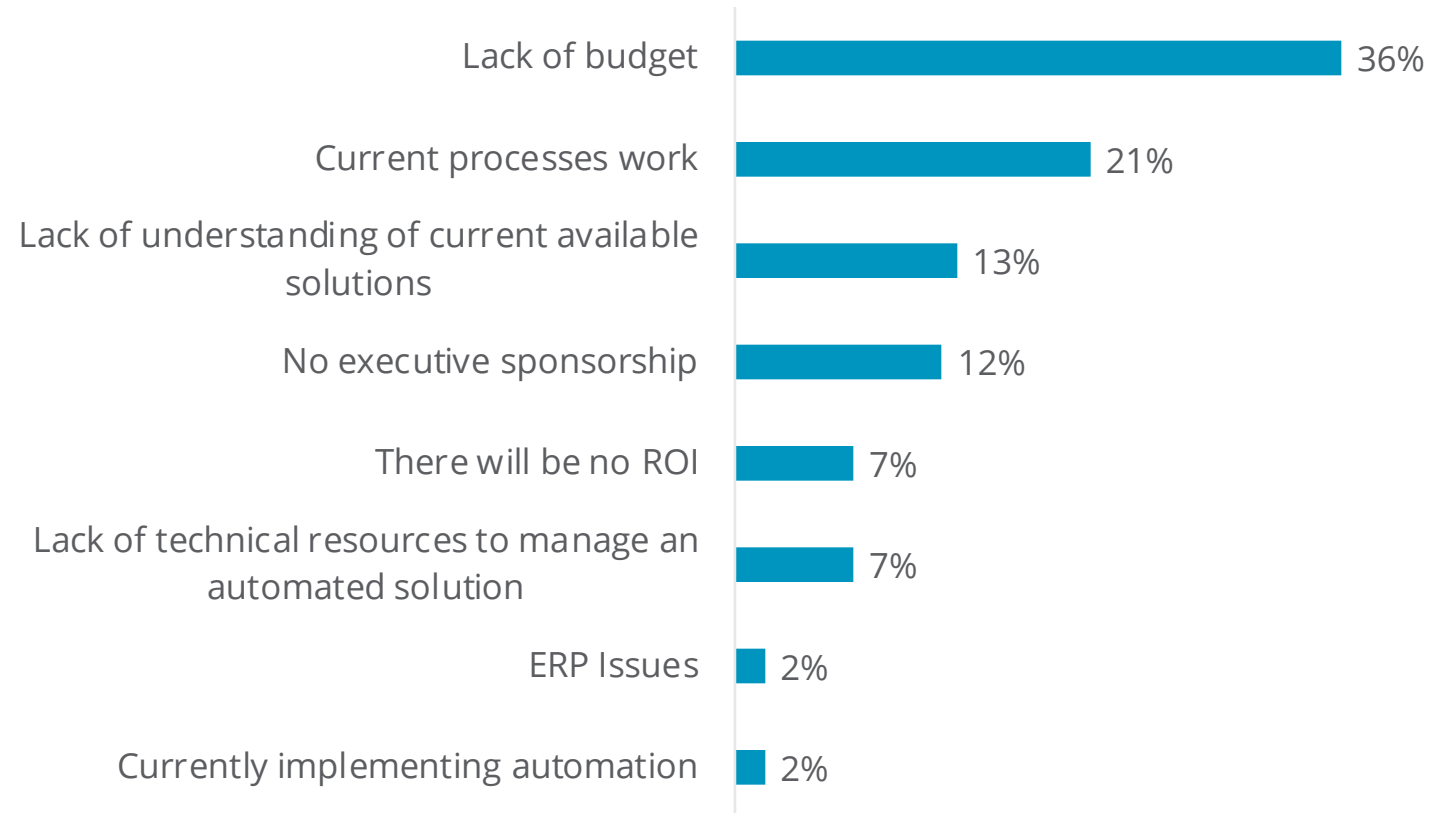
Invoice automation is only one piece of turning AP into a profit center



Positioning Accounts Payable as a Profit Center

Despite a lack of satisfaction with the current state of AP, many think processes are fine as-is

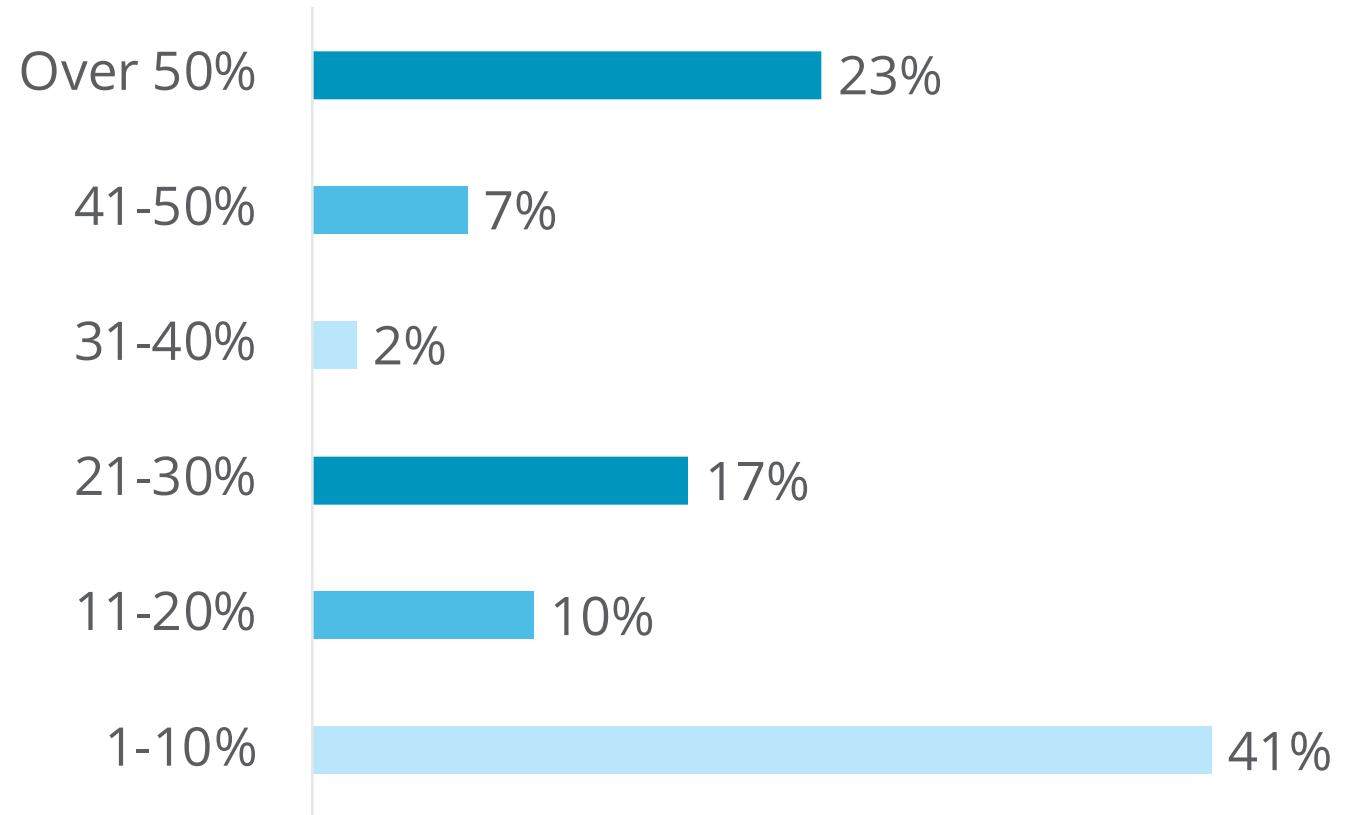
“What do you perceive to be the greatest barrier to adopting a cloud-based AP automation solution in your organization?”



Positioning Accounts Payable as a Profit Center

Utilization of supply chain finance and/or dynamic discounting programs is increasing, but still relatively low

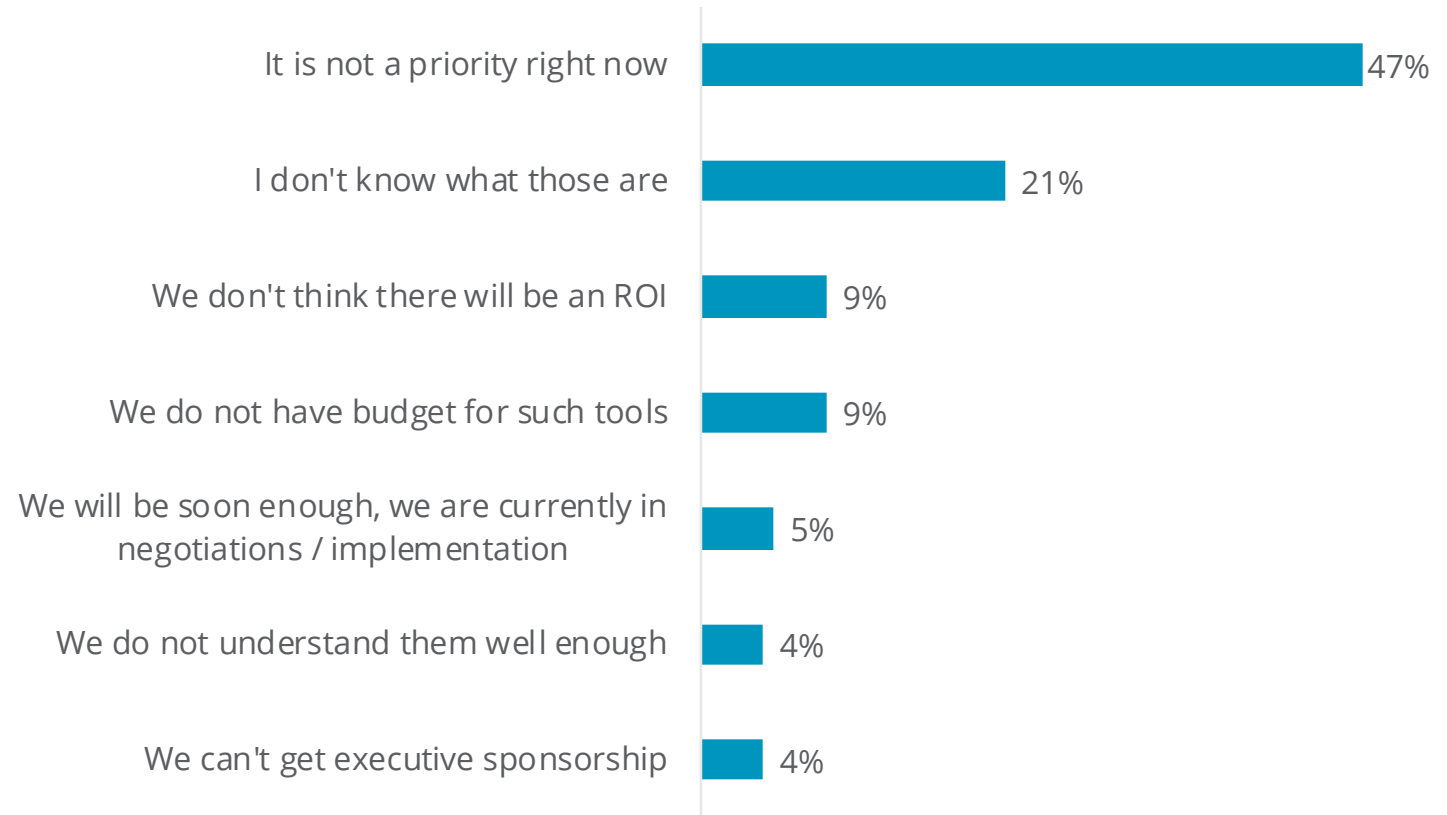
“What percentage of your spend is captured through a supply chain finance / dynamic discounting program?”



Positioning Accounts Payable as a Profit Center

Many companies are either ill-informed about SCF and DDM or do not see it as a priority

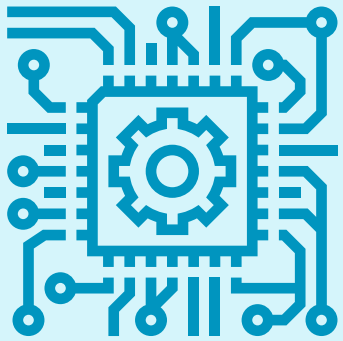
“What is the primary reason your organization does not use supply chain finance or dynamic discounting?”



The Application of Transformative Technology to Accounts Payable

The Application of Transformative Technology to Accounts Payable

What's does the future of technology in the back office look like?



Artificial Intelligence

Artificial intelligence refers to giving a machine a task a human would otherwise do and expecting it to carry it out using 'intelligence' a human would.



Machine Learning

Machine learning is one method of implementing artificial intelligence. It is a method of training a computer to train itself to do tasks and improve upon them.



Big-data analytics

Big data analytics is the wrangling of large data sets. It is used to detect patterns, habits, and trends for data so large that processors would find the data useless.



These emerging technologies are already shaping the current state of the back office—they will be used to identify opportunities where companies are missing savings, predict when you will run out of stock of crucial goods, and turn your data into an advantage.

The Application of Transformative Technology to Accounts Payable


Accounts Payable pain points

1. Manual data entry and inefficient processes: 48%
2. Lost or missing invoices: 34%
3. Majority of invoices received in paper format: 32%
4. Manual routing of invoices for approval: 31%

The Application of Transformative Technology to Accounts Payable

Accounts Payable pain points

- 1. Manual data entry and inefficient processes: 48%**
2. Lost or missing invoices: 34%
3. Majority of invoices received in paper format: 32%
4. Manual routing of invoices for approval: 31%



An AP automation solution solves this by making the data entry process as touchless as possible. AI takes this a step further by providing insight into which parts of the AP process are operating inefficiently.

Poll Question #1

How does the volume of invoices received fluctuate over time?

- Steady stream throughout the year
- Peaks at the end of the month
- Peaks at the end of the quarter or year
- Peaks at the certain times during the year
- I don't know

The Application of Transformative Technology to Accounts Payable

Procurement pain points

1. Manual data entry and inefficient processes: 48%
- 2. Lost or missing invoices: 34%** →
3. Majority of invoices received in paper format: 32%
4. Manual routing of invoices for approval: 31%

An AP automation solution solves this by providing visibility across the AP process. Shifting the invoicing process into an electronic format also means the ability to see where an invoice is at the click of a button.

The Application of Transformative Technology to Accounts Payable

Procurement pain points

1. Manual data entry and inefficient processes: 48%
2. Lost or missing invoices: 34%
- 3. Majority of invoices received in paper format: 32%** →
4. Manual routing of invoices for approval: 31%

Implementing an AP automation solution goes a long way to eliminating paper—companies that have a fully manual invoicing process receive 61% of their invoices in paper format, compared to only 26% for companies using a cloud-based automation solution

Poll Question #2

**What percentage of invoices have errors from manual data entry?
(Please estimate)**

- Less than 5% have errors
- Less than 10% have errors
- Less than 20% have errors
- We are completely automated and do not manually enter data

The Application of Transformative Technology to Accounts Payable

Procurement pain points

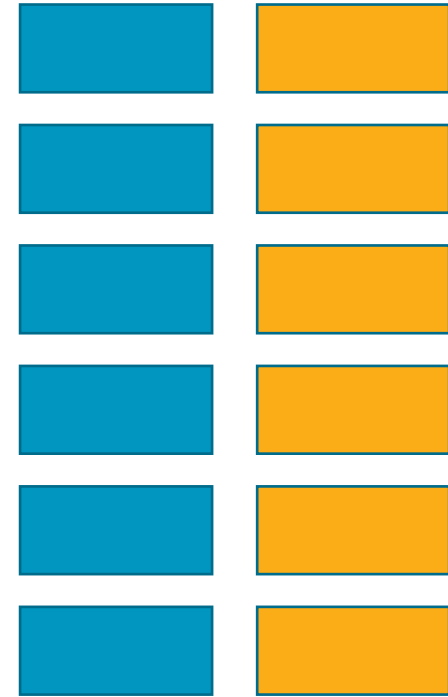
1. Manual data entry and inefficient processes: 48%
2. Lost or missing invoices: 34%
3. Majority of invoices received in paper format: 32%
- 4. Manual routing of invoices for approval: 31%**



In a cloud-based, modern AP automation solution, all routing of invoices is done electronically and can be done on a desktop or mobile application. AI and ML use invoice information to decide where to route the invoice to for approval and, if necessary, where to direct it if the original approver is unavailable.

Addressing Pain Points

Manual Data Entry and Inefficient Processes



Manual Data Entry and Inefficient Processes

INVOICE

INATON INC.
4000 TONAWANDA DRIVE
NASHVILLE, TN 37118

Accounts Inquiries...
US: (800) 930-8800
Intl: (800) 930-3925

PAGE: 2

INVOICE NUMBER: 24567
CUSTOMER NUMBER: 05980

INVOICE TO: CUTLER - WANDAR CANADA
150 MAIN STREET
TONAWANDA, NY 14150

SHIP TO: CUTLER - WANDAR CANADA
150 MAIN STREET
TONAWANDA, NY 14150

QUANTITY	UNIT	CODE	DESCRIPTION	UNIT PRICE	TAX	PRODUCT TOTAL
5		3133	CIRCUIT BREAKERS/SWITCHES OR PART	12.00		60.00
12		4383	CIRCUIT BREAKERS/SWITCHES OR PART	8.00		96.00
5		1412	CIRCUIT BREAKERS/SWITCHES OR PART	5.00		25.00
10		3144	CIRCUIT BREAKERS/SWITCHES OR PART	11.00		110.00
5		4443	CIRCUIT BREAKERS/SWITCHES OR PART	10.00		50.00

THANK YOU FOR YOUR BUSINESS

PLEASE PRINT IN U.S. \$

INATON INC.
4000 TONAWANDA DRIVE
NASHVILLE, TN 37118

DISC DATE: 10/20/2018
DISC DATE: 11/20/2018

CUSTOMER NO: 225980
DISCOUNT: -10%

INVOICE NUMBER: 24567
TOTAL: \$2,510.00

Invoice Data

Invoice No: 24567
Invoice Date: 9/20/2018
Remarks: 072004/KELLY
Shipping: Ground
Invoice Details: 5 items...
Due Date: 11/20/2018
Discount: -10%
Discount Date: 10/20/2018
Vendor Name: INATON INC.
Customer No: 225980
Invoice Total: \$2,510

Manual Data Entry and Inefficient Processes

Verify vendor information via database lookup

INATON INC
4000 TONAWANDA DRIVE
MAMPHIS, TN 38118

Accounts Inquiries...
US: (800) 930-8800
Intl: (800) 930-3925

PAGE: 2

CUSTOMER NUMBER
05980

INVOICE TO: CUTLER - WANDAR CANADA
150 MAIN STREET
TONAWANDA, NY 14150

SHIP TO: CUTLER - WANDAR CANADA
150 MAIN STREET
TONAWANDA, NY 14150

ORDERED	QUANTITY	UNIT PRICE	TAX	PRODUCT TOTAL
5	3133	12.00		60.00
10	4383	8.00		80.00
5	1412	5.00		25.00
10	3144	11.00		110.00
5	4443	10.00		50.00

THANK YOU FOR YOUR BUSINESS

PLEASE PRINT IN U.S. \$

INATON INC
4000 TONAWANDA DRIVE
MAMPHIS, TN 38118

DISC DATE: 10/20/2018
DUE DATE: 11/20/2018

CUSTOMER NO: 225980
DISCOUNT: -10%

INVOICE NUMBER: 24567
TOTAL: 2510.00

Cross-reference sub-total and total amounts

Automatically be aware of payment penalties AND incentives

Lost of Missing Invoices/Paper Invoices

Scanner

MFP

Folder/ECM Repository

Mobile

E-mail

CUSTOMER PURCHASE ORDER		ITEMS	INVOICE DATE	ITEM	SHIPPING INSTRUCTIONS
972504/REALLY			05/08/2024	0032	Ground
QUANTITY	UNIT	DESCRIPTION	UNIT PRICE	TAX	PRODUCT TOTAL
5	3130	CIRCUIT BREAKER SWITCHES OR PART	12.00		60.00
10	4380	CIRCUIT BREAKER SWITCHES OR PART	8.00		80.00
5	1472	CIRCUIT BREAKER SWITCHES OR PART	8.00		40.00
10	3144	CIRCUIT BREAKER SWITCHES OR PART	11.00		110.00
5	4440	CIRCUIT BREAKER SWITCHES OR PART	10.00		50.00
TOTAL AMOUNT DUE					2510.00
TOTAL AMOUNT PAID					0.00
TOTAL AMOUNT DUE					2510.00

PLEASE PRINT IN U.S. \$

INVOICE INC
4000 TOWNSHIP DRIVE
MAMPHUS, TN 38118

DISC DATE: 08/20/2024

DISC DATE: 08/20/2024

CUSTOMER NO: 221985

DISCOUNT: 0.00

INVOICE NUMBER: 24567

TOTAL: 2510.00

TIF

PDF

JPG

Manual Routing of Invoices for Approval

INVOICE

INATON INC
4000 TONAWANDA DRIVE
MANHATTEN, NY 10818

ACCOUNT: EQUIPMENT
US: (800) 930-8800
Int'l: (800) 930-3925

PAGE: 2

INVOICE NUMBER: 24567
CUSTOMER NUMBER: 05360

INVOICE TO: CUTLER - WANDAR CANADA
10 MAIN STREET
TONAWANDA, NY 14150

SHIP TO: CUTLER - WANDAR CANADA
10 MAIN STREET
TONAWANDA, NY 14150

QUANTITY	UNIT PRICE	TAX	PRODUCT TOTAL
5	12.00		60.00
10	8.00		80.00
5	8.00		40.00
10	11.00		110.00
5	10.00		50.00

TOTAL: 2510.00

THANK YOU FOR YOUR BUSINESS

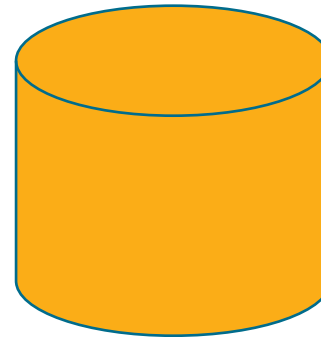
PLEASE PRINT IN U.S.

INATON INC
4000 TONAWANDA DRIVE
MANHATTEN, NY 10818

DATE: 08/20/2004

INVOICE NUMBER: 24567

TOTAL: 2510.00

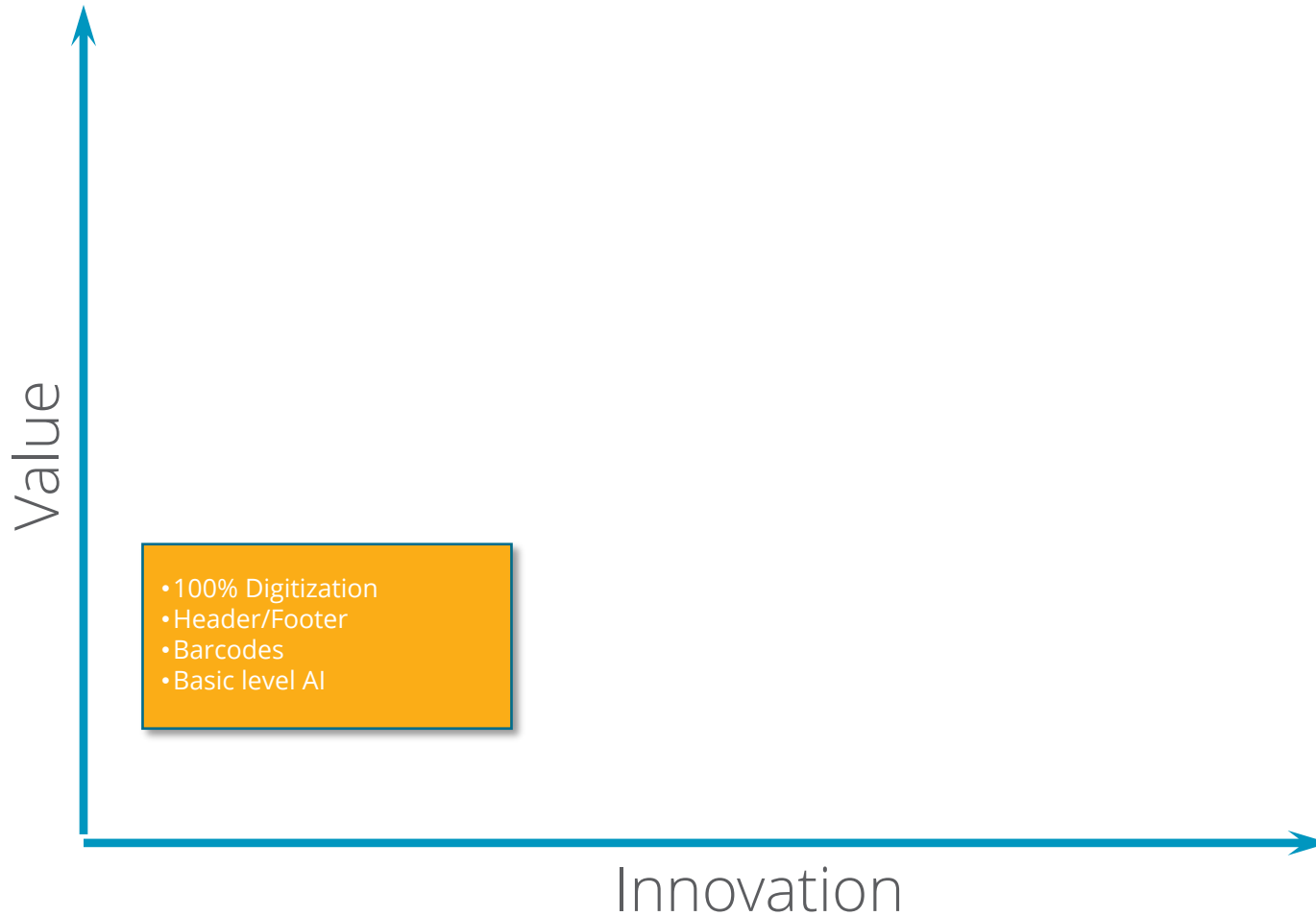


ERP/Accounting
Software

Cloud based Invoice
Automation
Software

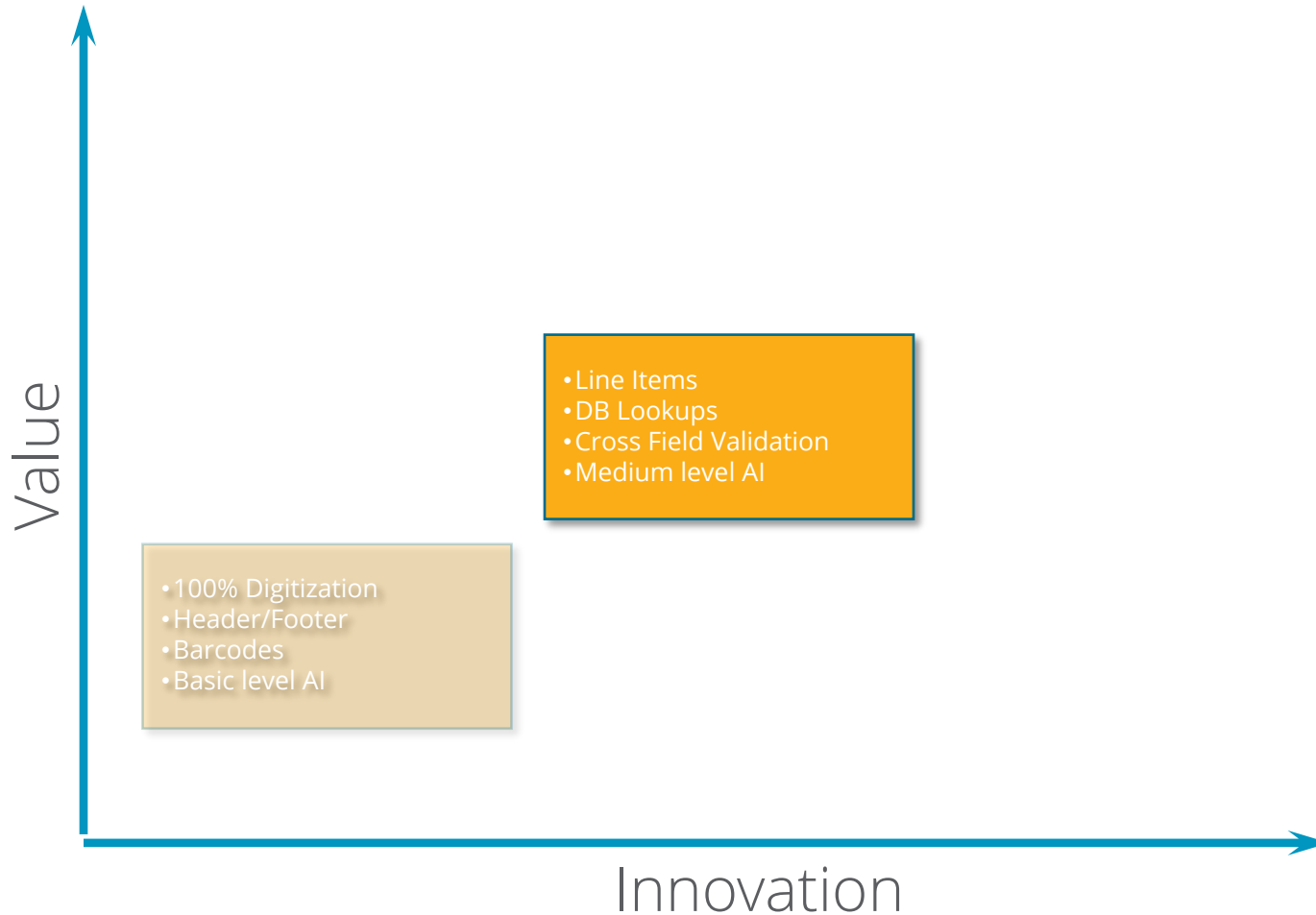
Homegrown Invoice
Application

Transforming AP into a Profit Center



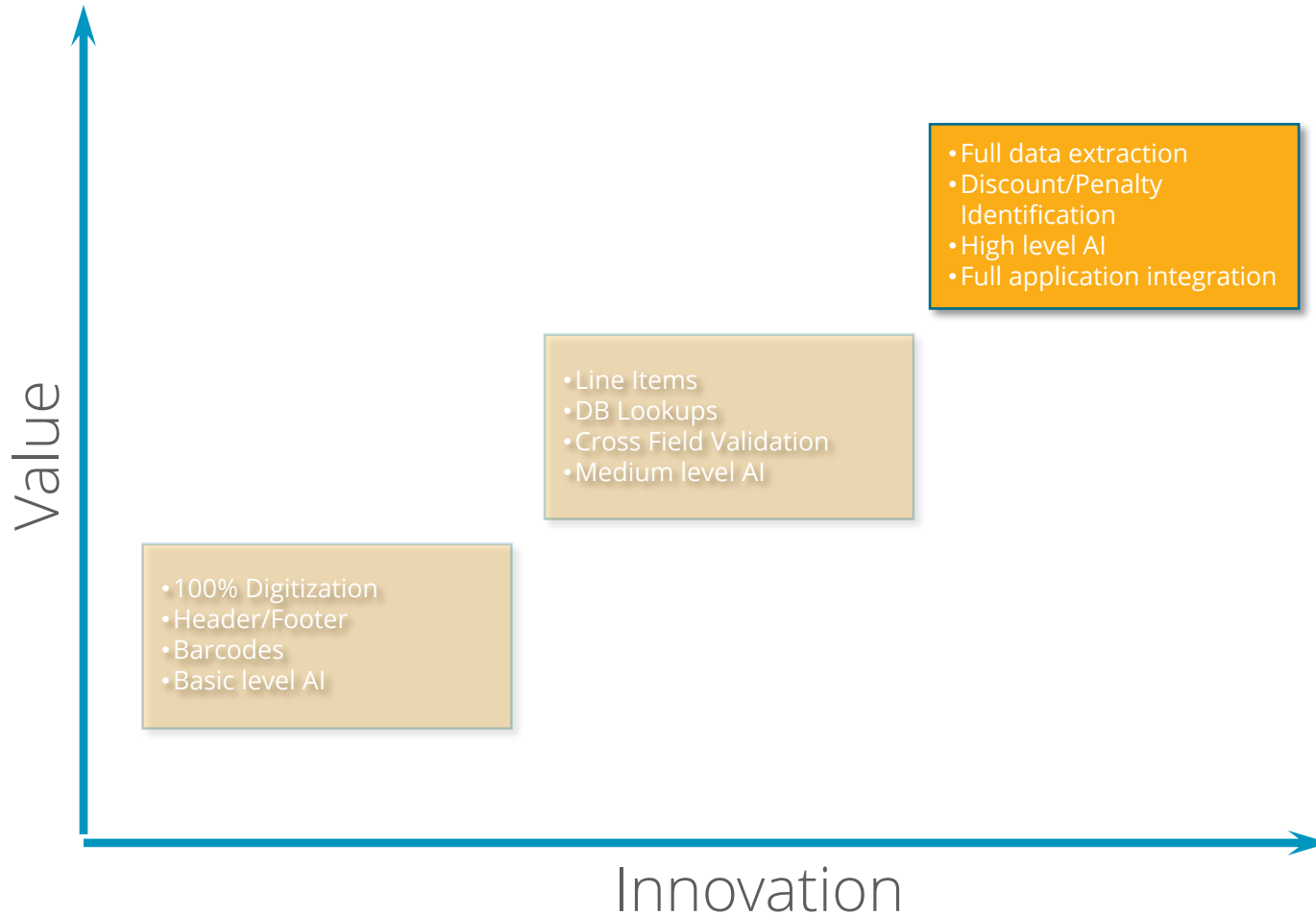
- \$10,000s saved on printing an paper costs
- Existing staff can process 20,000 more invoices
- Existing staff can support 6 times more locations

Transforming AP into a Profit Center



- Validation time 1 min/invoice
- Improved reporting
- KPI tracking
- Staff freed for revenue generating activities

Transforming AP into a Profit Center



- 35k docs: 583hrs down to 1 MIN
- Improved cashflow by improved discount identification
- Track 120k invoices with 2 staff
- Improved vendor relations

Automotive Logistics



- Cashflow visibility allowing deep discounts and cash management
- Integrated with JD Edwards
- Ability to track 120,000 invoices per year with TWO staff
- Ageing process has decreased
- Invoices validated with 48 hours
- Fast, seamless audits and reporting
- Job satisfaction with strategic decision-making
- Improved vendor relations
- AP department has transformed into a Profit Center with SUA payments

Questions?

Please continue to type in your questions. If we run out of time or you're watching on demand, we'll follow up directly via email.

For More Information



info@ephesoft.com



Ephesoft.com



linkedin.com/company/ephesoft-inc/



@Ephesoft



facebook.com/Ephesoft/

Thank you

for spending your time with us.

For questions about your CPE certificate or if you cannot download and print it, please email cpe@paystreamadvisors.com

PayStream
ADVISORS