

TRADESHIFT®

Account Payable Maturity Sketch

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Spend Matters™

About Tradeshift:

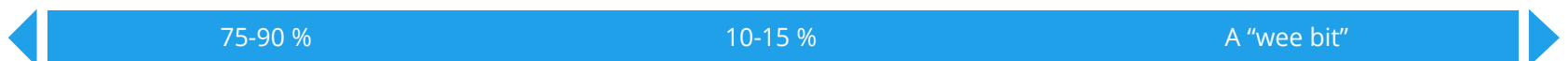
All your suppliers. All in one place.

Procurement, payables, risk management. Radically nimble and connected.

Invoicing / AP Simple Maturity Sketch

	FOUNDATIONAL	MODERN	BUSINESS-ENABLING
SNAPSHOT	<ul style="list-style-type: none"> • Largely manual processes • Exploring or using basic AP automation capabilities 	<ul style="list-style-type: none"> • Automation is the norm and efficiency is king • AP performance is benchmarked • E-invoicing likely in use 	<ul style="list-style-type: none"> • AP as a tool to enable the business overall – IT, procurement, you name it! • E-invoicing is invoicing
OBJECTIVES	<ul style="list-style-type: none"> • Reduce paper! • Show savings by lowering invoicing processing costs • Track KPIs to prove your worth 	<ul style="list-style-type: none"> • Show step change efficiency improvements • Banish paper • No supplier left behind – automate the tail 	<ul style="list-style-type: none"> • “Be the vendor” – own the data • Enable procurement, risk management and other corporate objectives via AP
TECHNOLOGY	<ul style="list-style-type: none"> • The scanner is high-tech • AP automation, document management • Learning about e-invoicing and P2P (it’s not peer to peer, is it?) 	<ul style="list-style-type: none"> • Automation rules • E-invoicing apps becoming the company standard • Technology does the heavy lifting for on-boarding, data management, connectivity, etc. 	<ul style="list-style-type: none"> • State of the art • Technology is not an extension of process – it is the enabler of change • Automation extends to suppliers – intelligent networks and platforms drive the mission of AP forward

% of organizations:



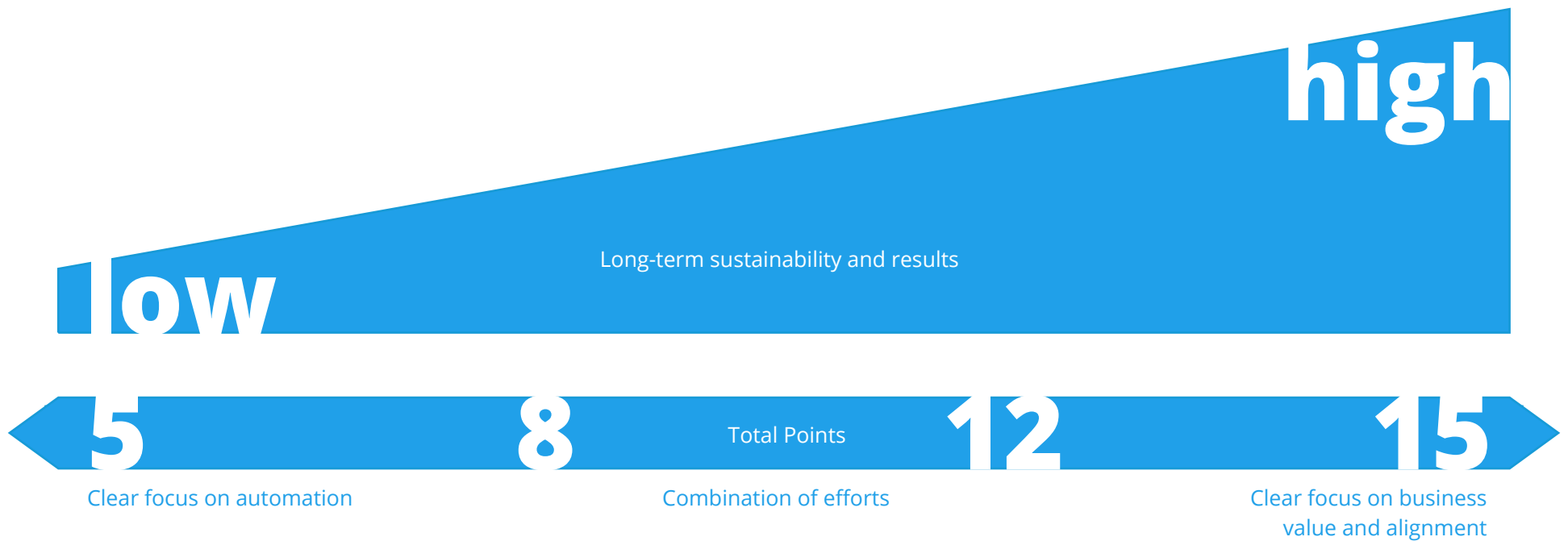
The AP and Invoicing Game — Placing the “You Are Here Dot”

For each area, select the box that describes your current environment; add up your score when complete.

AREA	1 POINT	2 POINTS	3 POINTS
FIRST GLANCE	<input type="checkbox"/> Largely manual AP processes – potentially with the use of select automation tools including scan/capture/OCR services and technology	<input type="checkbox"/> AP automation is standard practice (frequent scan/capture/OCR usage) with limited e-invoicing adoption gaining traction; efficiency metrics used to gauge success	<input type="checkbox"/> AP is seen as an enabler of the business; e-invoicing is the standard and web-based connectivity strategies drive improvements in both AP effectiveness & efficiency
METRICS, ALIGNMENT	<input type="checkbox"/> Infrequent use of KPIs and metrics to measure comparative AP performance. AP loosely coupled from procurement and other functions when it comes to everyday activities and reporting	<input type="checkbox"/> KPIs and benchmarks help guide strategies to transform and improve the AP function – and to guide investments. AP seen as a “service provider” to other business functions	<input type="checkbox"/> KPI metrics are a near religion and comparative benchmarks always show high levels of performance; AP seen as a strategic function uniting the external world with the business
TECHNOLOGY, ENVIRONMENT	<input type="checkbox"/> AP automation, document management, scan/capture and OCR dominate efforts; potential for limited / targeted adoption of purchase-to-pay (P2P) solutions for select spend areas	<input type="checkbox"/> E-invoicing and P2P solutions in wide use – technology drives on-boarding, data management and connectivity for coordinated AP and procurement activities	<input type="checkbox"/> Technology use is optimized with a focus on continuous improvement in metrics and performance; supplier networks and platforms seen as a strategic advantage
SUPPLIERS	<input type="checkbox"/> Suppliers’ process change is minimal – paper invoices commonplace, standard discount terms offered (but not acted on), often inconsistent receipt of on-time payments	<input type="checkbox"/> Suppliers turn to the web versus the mail and the phone (and fax); supplier portal usage, the submission of electronic documents and web self-service is the norm	<input type="checkbox"/> Supplier rework is reduced through the use of “many-to-many” platforms and networks; suppliers realize additional value from low-cost financing and other offers / apps
ASPIRATIONS, MOTIVATIONS	<input type="checkbox"/> AP organizations seek to reduce paper and show early, tangible savings through lowering the cost to process an invoice; an interest in early KPI improvements such as reducing AP cycle time	<input type="checkbox"/> The elimination of paper and step-change efficiency improvements are goals along with automating the long tail of suppliers and maximizing savings capture / reporting	<input type="checkbox"/> Become a key enabler of organizational compliance & risk management as well as the “owner” of supplier master data and transactional information to improve business performance

TOTAL PAGE SCORE: _____

How to interpret your score



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Call our sales team at +1.800.381.3585 for a demo or consultation,
and learn how you can use Tradeshift to reach your goals.