



How Safariland used AP Automation to transform its business

Agenda

- Introduction
- About Safariland
- Safariland's AP Automation transformation journey
- About Medius
- Q&A

Introductions

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AP Manager
Safariland

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Regional Sales Director
Medius



About Safariland

Our creed, Together, We Save Lives®, is inherent in the life-saving products we deliver. Through integration, innovation, and the constant pursuit of perfection, we intend to empower, equip and protect first responders and government agency personnel with the best protective products on the planet.

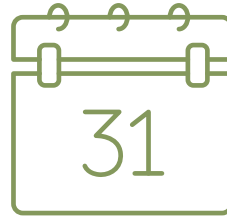


How autonomous AP drives efficiency



Do more with less

- Can now work with the team in Tijuana
- Reduced headcount while increasing invoice volume



Better month- end close

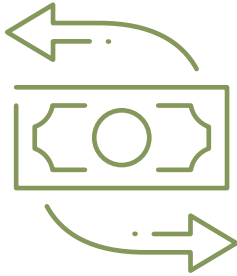
- Accrue expenses in Medius versus Excel
- Faster to process invoices
- Easier auditing



Improved control

- Predictive coding with AI
- Better analytics and insights
- Central location for approvals

The impact of reporting and analytics



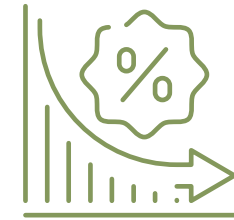
Better cash forecasting

- Speed and visibility improves forecasting
- Payment planning forecasting
- 3-way match to know what's pending and what's paid



Empowered customer service

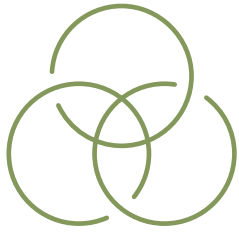
- Easily reply to vendor requests
- AP in control of AP
- 100's using Medius to support questions on P&L and review/approve invoices



Control maverick spend

- Data and reporting for approvals (who, what, amount of time)
- Correct GL classification
- Fix price deviations

How autonomous AP impacts company culture



Improve work / life balance

- Work anywhere access to the internet
- 40-hour flex work week



Enhance company culture

- AP in control of AP – don't rely on IT
- Save money, time and talent



Accelerate your career

- Grow career – more responsibilities without headcount

How autonomous AP improves vendor relations and vendor management



Improve vendor relations

- See vendor data in real-time
- Understand vendor compliance
- Late vendor payments



Enhance vendor management

- Access all vendor history
- Reconcile vendor accounts
- 360 degree view of vendor accounts



Drive efficiencies across the organization

- Improve back-end processes
- Better insights
- Open communications across the team

The impact of AP automation at Safariland

BEFORE

- Manual entry
- Emailed invoices
- Outlook to fix pricing discrepancies
- Excel for analysis with copy/paste
- Needed help from IT

AFTER

- Medius is self-governed
- Team can work where and when
- Auto capture and analyze deviations
- Increased focus on data analysis, including forecasting cash flow and cash needs
- Month-end closing now easier

About Medius

4,000+
CUSTOMERS

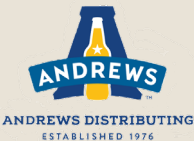
102
COUNTRIES
DEPLOYED

500K+
USERS

520
EMPLOYEES

\$180B
SPEND UNDER MANAGEMENT

TRUSTED BY LEADING COMPANIES



Make AP autonomous



Built for complexity



Get up and running quickly





Integration



Multi-level
matching



Payment
controls



Autonomous
processing



Capture




Transformation

Summary and Q & A

**How Safariland
used AP
Automation to
transform its
business**

? What
questions
can we
answer?

A decorative background on the right side of the slide featuring a large, dense cluster of white, 3D-style question marks of various sizes. Some question marks are larger and more prominent, while others are smaller and nestled within the cluster. The overall effect is a visual representation of many questions.

