Solve End2End Touchless Once & For All

AP Automation and Compliance Webinar

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Today's Presenters

Matt Rhodus

VP of Business Development and Strategy

Matt Rhodus, VP of Business Development and Strategy here at Medius. Matt sets the global partner strategy, and heads up the partner team here at Medius.

Chris Salisbury

Director of Partnerships and Alliances

Chris Salisbury, Director of Partnerships and Alliances. Chris is responsible for all partner operations in the North America Region and interfaces with the global Pagero team on worldwide initiatives.

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Urgent challenges for finance teams

Can't easily receive or process all my invoices

Required eInvoice mandates are complex, costly, and change often

Increased automation with a focus on exception management

Use this data for greater insights

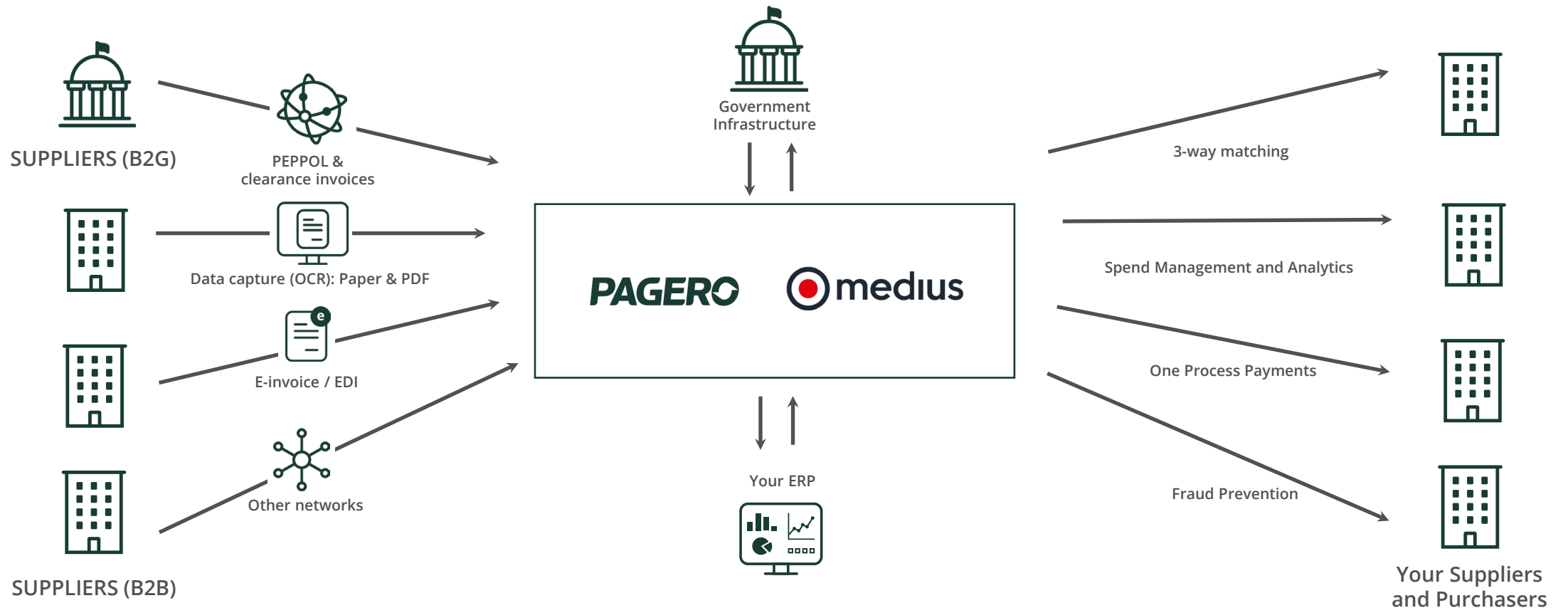medius **PAGERO**

Why current solutions are not solving their problems

- EDI alone only solves half the problem

- Old technology

- OCR and workflow on separate platforms

- Solutions not designed by and for finance

- Perfect if everything else is perfect

- Network reliant supplier engagement

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What Pagero and Medius customers are saying...

"I was afraid receiving e-invoices would be complicated, but this will allow us to be more automated without much work at all!" - **Renate Mortier, AP manager at TVH**

"With Pagero doing all of the data validation for us and Medius automating our approval workflow, we are confident this initiative will help us save time, reduce costs, and improve our overall financial visibility." -**Jill Skordinski Sr. Director, Corporate Controller at Gibson Brands, Inc.**

The landscape
Calendar

...   2018   2019   2020   2021   2022   2023   2024 →

About Pagero

Buying and selling should be easy.

Pagero provides a Smart Business Network that connects buyers and sellers for automated and compliant exchange of invoices and other business documents.

Pagero helps businesses streamline their order-to-cash and purchase-to-pay processes while unlocking the full potential of accurate and reliable business data.
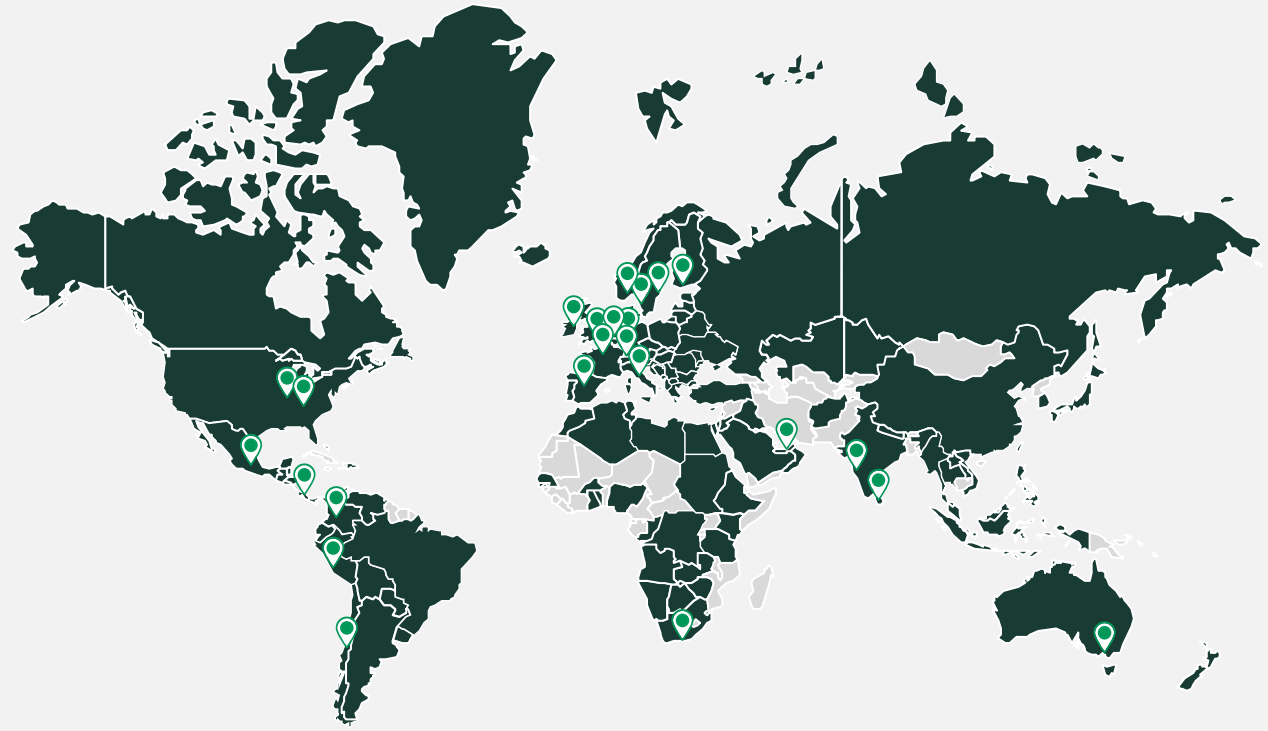
Global e-document exchange expert

A network of 12 million+ of businesses

E-invoice compliance experience offered in 75+ markets

30+ offices around the world

Customers in **140+** countries

Johnson & Johnson MEDICAL DEVICES COMPANIES

Hewlett Packard Enterprise

JOTUN

RICOH

Global scale to support your business

2,600+ CUSTOMERS

102 COUNTRIES DEPLOYED

500,000+ USERS

$180B SPEND
UNDER MANAGEMENT

550 EMPLOYEES

TRUSTED BY LEADING COMPANIES

NISSAN

HarperCollinsPublishers

LUSH FRESH HANDMADE COSMETICS

PUMA

virgin atlantic

MURPHY WORLD-CLASS INFRASTRUCTURE

ANDREWS DISTRIBUTING ESTABLISHED 1976

xerox

Reily Foods Company

Total Wine & MORE

J. J. Taylor COMPANIES, INC.

SILVER EAGLE HOUSTON

Make AP autonomous

Built for complexity

Get up and running quickly

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Current AP investments are not making an IMPACT

47% decrease

IN PAPER INVOICES

46% increase

IN ELECTRONIC INVOICES

YET

49% of AP teams

SHOW **NO CHANGE** IN STRAIGHT THROUGH PROCESSING

44% NO CHANGE

IN AVG TIME TO PROCESS AN INVOICE

There's a lot of digitized unstructured data that hasn't been automated effectively enough to save time or reduce the number of human touchpoints.

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Invoicing and Payments—not a pretty picture

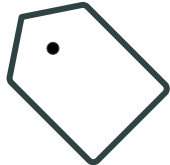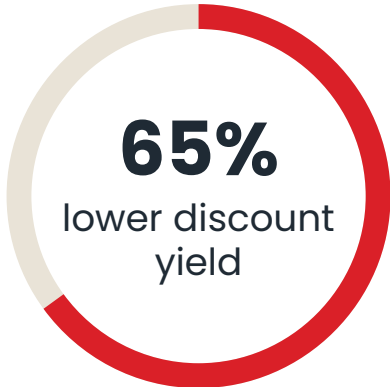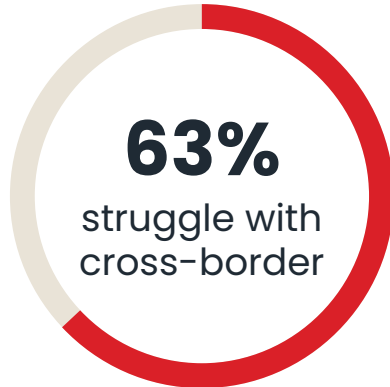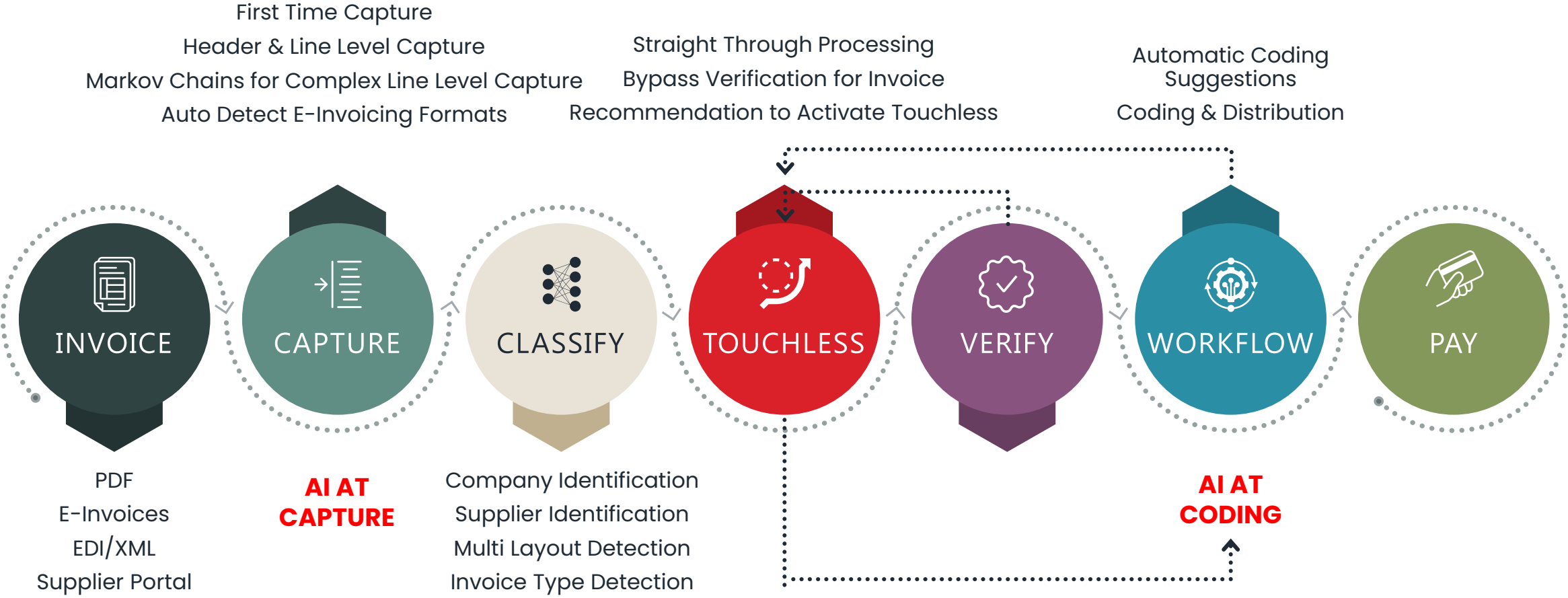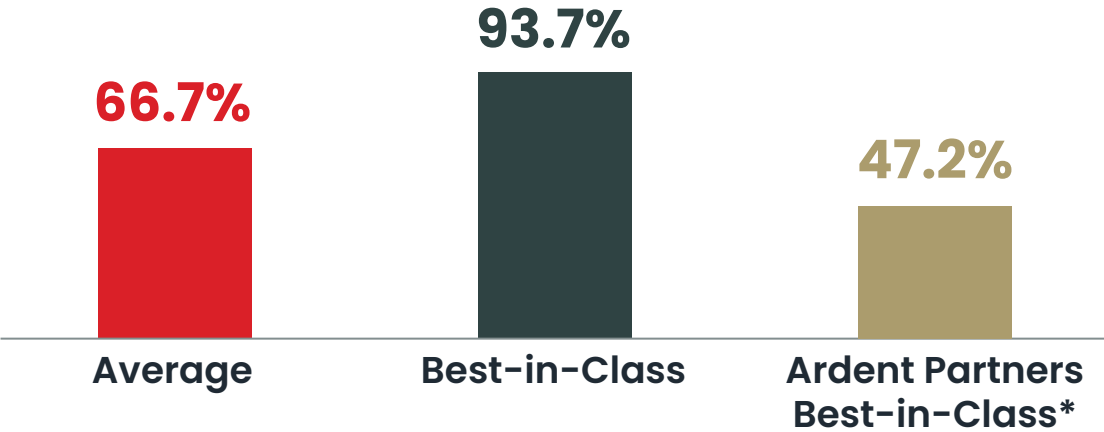| COMPLEXITY	DISCOUNTS	FRAUD	MANUAL PROCESSES	CROSS-BORDER
Unhappy employees, manual matching processes, lack of detail	Over 1/3 of companies would pay a fee or extend a discount to get paid earlier	Almost half of all companies lose money or fight serious B2B payments fraud every year	1 in every 2 companies make at least half their B2B payments manually	Nearly 2/3 of companies originate payments in 3 or more countries
100% more overtime cost	**65%** lower discount yield	**$280k** avg. annual fraud	**45%** of payments are late	**63%** struggle with cross-border

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Autonomous processing

First Time Capture
Header & Line Level Capture
Markov Chains for Complex Line Level Capture
Auto Detect E-Invoicing Formats

Straight Through Processing
Bypass Verification for Invoice
Recommendation to Activate Touchless

Automatic Coding
Suggestions
Coding & Distribution

INVOICE → **CAPTURE** → **CLASSIFY** → **TOUCHLESS** → **VERIFY** → **WORKFLOW** → **PAY**

PDF
E-Invoices
EDI/XML
Supplier Portal

**AI AT
CAPTURE**

Company Identification
Supplier Identification
Multi Layout Detection
Invoice Type Detection

**AI AT
CODING**

AI AT EXCEPTION HANDLING

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A better way—proven by benchmarks

Invoices Processed Straight-Through

66.7%
Average

93.7%
Best-in-Class

47.2%
Ardent Partners
Best-in-Class*

Time to Process a Single Invoice (Days)

6.3
Average

1.0
Best-in-Class

3.71
Ardent Partners
Best-in-Class*
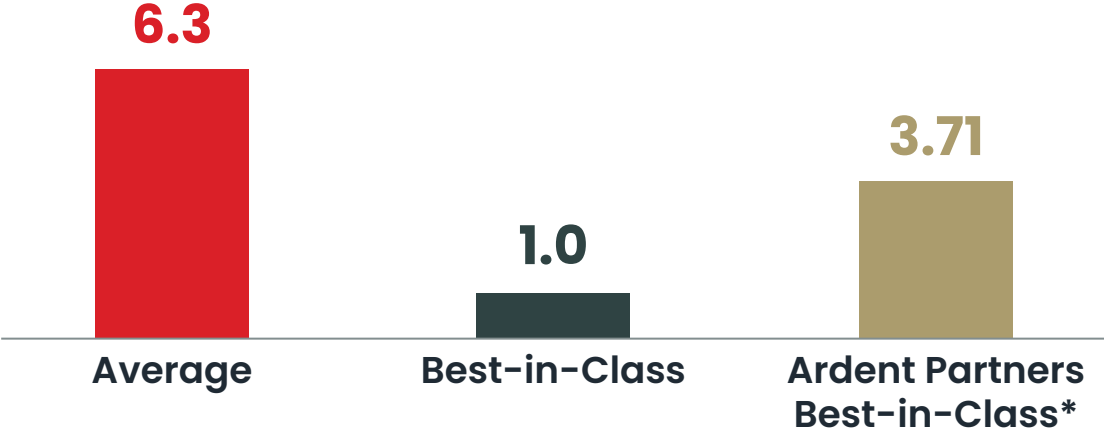
Touchless Processing Rate

The percentage of PO invoices that are automatically processed, matched to supporting data and approved for payment by the AP system without any user intervention whatsoever

Total Invoice Processing Time

The number of days it takes from when a PO invoice is entered in the AP system for data capture until it is finally approved and ready to be paid

*Ardent Partners State of ePayables 2022 Best in Class Metrics

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Wrap Up

Best of Both Worlds = Automation + Compliance

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- Ingest and process ALL your invoices regardless of document type, format, medium, or billing system or ERP (or multiple ERPs)

- Best-of-Breed automated solution from invoice receipt to payment

- Enable eInvoice compliance in over 70 countries around the world

- Certified platform integration to ensure automated, seamless, and secure data transfer for incoming and outgoing digital transactions

- Deep fraud protection across the payables process

All Invoices   **Any format**   **Capture**   **Process**   **Pay**

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Q&A

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Questions?
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