



Medius Purchase-to-Pay

- how to fight your Internal Maverick spend and Fraud Ninjas!

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The Ninja from a HISTORICAL perspective..

- **The Ninjas**, also known as **shinobi** or **Shadow Warriors**, were the spies, assassins, and saboteurs of feudal Japan.
- Their ninja skills were developed to gather information, while remaining **undetected** and misdirecting their foes.
- Many of the tasks performed by a Ninja were considered dishonorable and below the **traditional samurai**.
- Samurai fought bravely in battles and followed bushido, which is a **code of honor** and ideals for samurai to uphold. In contrast, **the ninja's methods went against bushido in almost every way.**



Fraud is everywhere...



facebook

Loses \$121 million
to fake vendor

 **TOYOTA**

Loses \$37 million
in BEC attack

 **Save the Children.**

Spent \$1 million
on fake invoices

 **UBIQUITI**
NETWORKS

Loses \$46.7 million
in vendor fraud

Finance is the target

More than **50%**

Say that spear phishing has increased in the last 12 months

65%

of IT security pros say that their organization has experienced spear phishing in 2021

57%

of respondents said finance folks are the most frequent victims of spear-phishing attempts

51%

Finance executives state invoice exceptions are a top challenge

The Maverick Buyer Problem



Type C Maverick Buyer:

This happens when an engineer specifies a part of a product for a design, which is not supplied by an approved or preferred vendor.



Type B Maverick Buyer:

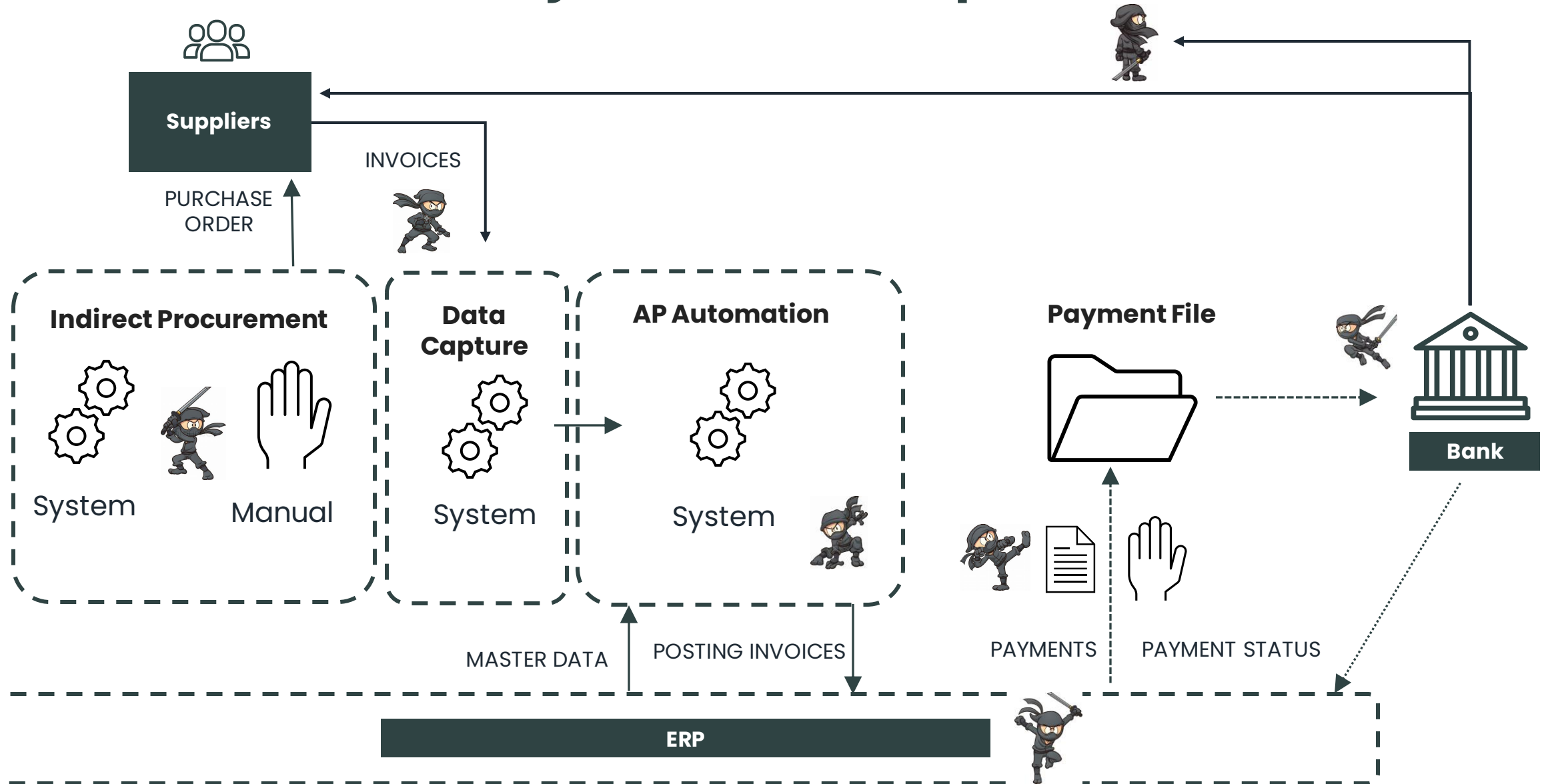
An employee buys a product outside of their purchasing department, using a preferred vendor but circumventing the internal buying channel for the company.



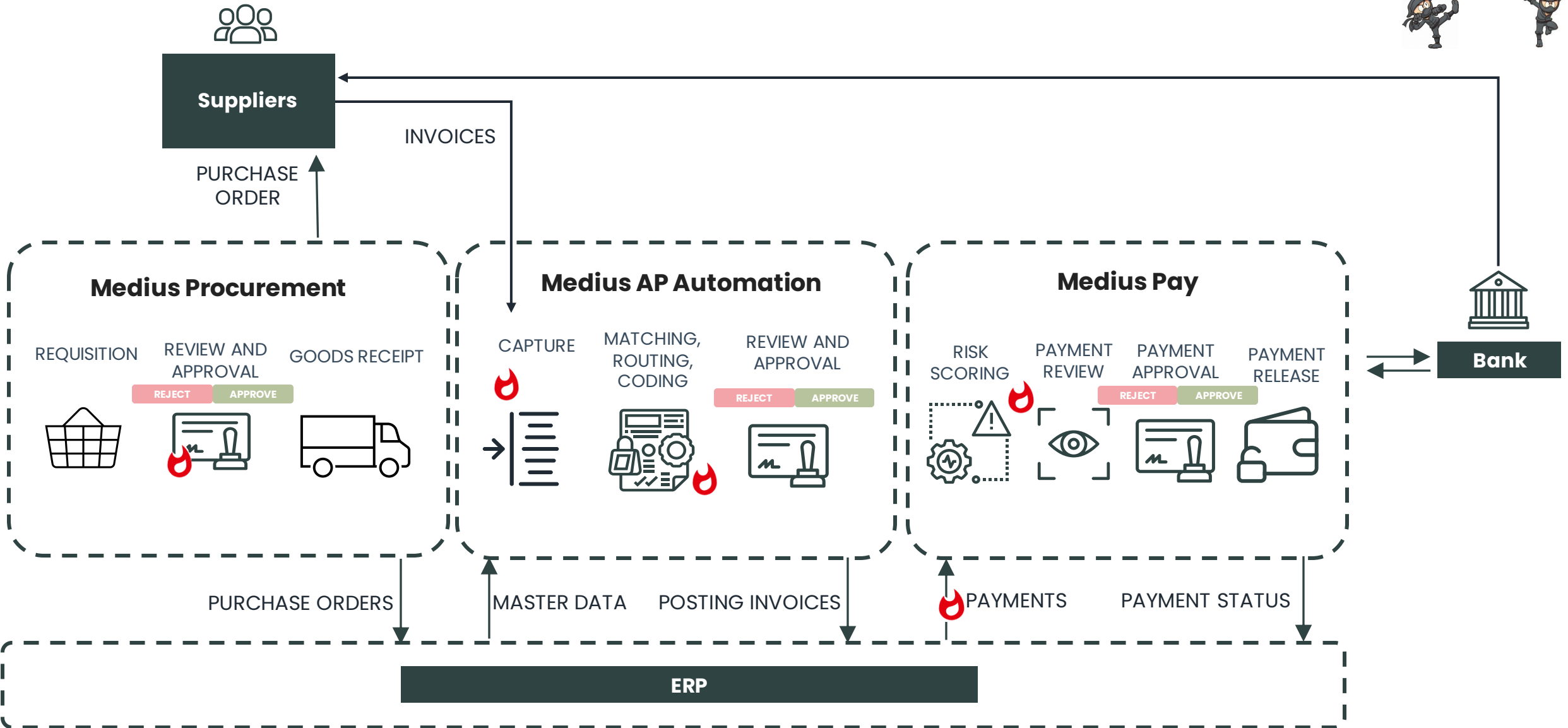
Type A Maverick Buyer:

This is when an employee goes completely rogue, procuring products both outside of the company purchasing department and using a non-preferred vendor.









Where is the Ninja in the P2P process?



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It's all connected - Don't give way for the Ninja

SOURCING	SUPPLIER ONBOARDING	CONTRACTS	PURCHASING	AP AUTOMATION	PAY	FRAUD & RISK DETECTION ^{NEW}	EXPENSE MANAGEMENT
 <p>Electronic Sourcing reduces cycle times by 30% creating standards and reducing errors</p>	 <p>Companies with advanced supplier collaboration capabilities tend to outperform peers by 2X</p>	 <p>By implementing standard automated processes, trim the number of lapsed contracts by 39%</p>	 <p>Using digital tools, world-class procurement organizations deliver 85% more cost savings than their peers</p>	 <p>Best in class organizations can automate up to 79% of their routing and workflow process</p>	 <p>A holistic approach that covers the three phases of the ePayables Framework can effectively cut processing costs by up to 85%</p>	 <p>95% of businesses have seen invoice fraud in the last year</p>	 <p>Companies with automated expense reporting systems experience a 58% reduction in processing costs</p>

Analytics

77% of best-in-class organizations have a heavy reliance on data/intelligence

TODAY'S Ninjas..

- The **Hacker** is a person skilled in **information technology** who uses their technical knowledge and skills to achieve a goal or overcome an obstacle, within a computerized system by non-standard means.
- **Maverick Buyer** - Someone who doesn't care about process and policies.
- **The Internal Ninja** - someone with access to the systems and processes.
- **Hackers, Maverick Buyers** and even some **colleagues** of yours are today's Ninjas.



BUT! – You can do even more..



NEW



