

The B2B Payments Transformation Playbook

How AP and Treasury Can Team Up to Automate Business Payments

In many enterprises, AP and Treasury departments have not always been aligned to the same objectives. While AP prioritizes the daily processing of invoices and payments, Treasury focuses on optimizing working capital and managing liquidity and risk.

The game has changed. In this new digital era, AP and Treasury need to play on the same team to score the ultimate goal: a streamlined, end-to-end payables process that benefits both their individual departments and their entire organization.

Same team, same game

Companies have underestimated the value of AP, but it's time to bring the back office off the bench and into the game.

Improved B2B payment visibility from AP can help both departments reach their objectives and better work together:



AP OBJECTIVES

Getting invoices approved and payments made on time within existing ERPs and systems

manual tasks

Reducing

Avoiding processing errors and fraudulent payments

AP



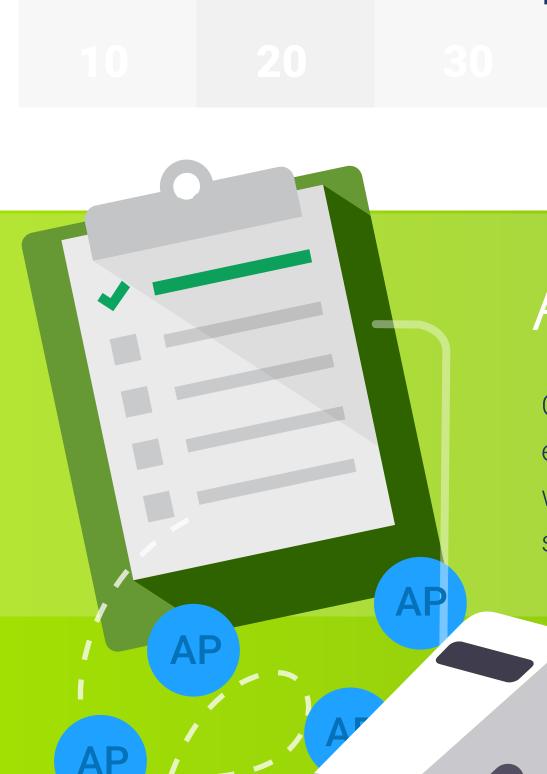
Managing financial risk

Monitoring liquidity

capital

Optimizing





A playbook for winning

Clearly, transforming B2B payments is a winning strategy. Doing so ensures AP is operating as efficiently as possible and provides Treasury with better data for cash management. To get there, everyone needs some coaching and a great game plan.

Understand the weak spots.



of AP departments report a high percentage of exceptions

of AP departments say invoices and payment approvals take too long of AP departments

believe there's too much paper involved

of businesses have

heavily automated their cash management

Key elements businesses say they require for AP digital transformation:

Incorporate the right training and tools.

76%

51%

Smarter systems that drive efficiencies

49%

Enhanced collaboration with stakeholders

Deeper, more agile analytics

Eradication of tactical tasks

Best-in-class vs. AP averages for benchmark metrics:

Measure your team's stats.

Best-in-class vs. Average

\$2 vs. \$10 3 days vs. 8 days time to process

an invoice

cost to process

an invoice

Visualize B2B payments success.

49% vs. 25%

of suppliers that submit

invoices electronically

clear consensus on what victory means, so they can celebrate that victory when they achieve it.

By transforming your B2B payments process, your

The best teams shoot for the same goals and have

organization is: more likely to leverage data and intelligence to improve stakeholder collaboration

more likely to leverage data and intelligence to improve invoice exception-handling

more likely to use AP-related data and intelligence for enterprise cash flow analysis

That's effective teamwork!



Together, AP and Treasury can develop a B2B payment transformation

strategy that meets stakeholder needs, integrates tightly with ERPs and banking partners, and generates results that leave the entire organization cheering. It's time to get in the game. Learn how more than 300 businesses

how you can join them. Read Strategic Treasurer's 2019 B2B Payments **Survey Report.**

Source: All data taken from Ardent Partner and Bottomline, The State of ePayables 2019.

and banks are innovating to overcome AP and Treasury challenges and



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