

# 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

10	20	30	40	50	40	30	20	10
Getting invoices approved and payments made on time within existing ERPs and systems								
Reducing manual tasks								
Avoiding processing errors and fraudulent payments								



#### TREASURY OBJECTIVES

10	20	30	40	50	40	30	20	10
Managing financial risk								
Monitoring liquidity								
Optimizing capital								

### 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.

#### 1 Understand the weak spots.

62%

of AP departments report a high percentage of exceptions

51%

of AP departments say invoices and payment approvals take too long

40%

of AP departments believe there's too much paper involved

<40%

of businesses have heavily automated their cash management

#### 2

#### Incorporate the right training and tools.

Key elements businesses say they require for AP digital transformation:

76%

Smarter systems that drive efficiencies

51%

Deeper, more agile analytics

49%

Enhanced collaboration with stakeholders

49%

Eradication of tactical tasks

#### 3

#### Measure your team's stats.

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

#### Best-in-class vs. Average

\$2 vs. \$10

cost to process an invoice

3 days vs. 8 days

time to process an invoice

49% vs. 25%

of suppliers that submit invoices electronically

#### 4

#### Visualize B2B payments success.

The best teams shoot for the same goals and have clear consensus on what victory means, so they can celebrate that victory when they achieve it.

By transforming your B2B payments process, your organization is:

2x

more likely to leverage data and intelligence to improve stakeholder collaboration

2.2x

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

1.6x

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 and banks are innovating to overcome AP and Treasury challenges and 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*.