



# SIMPLIFYING YOUR ACCOUNTS PAYABLE PROCESS

AP Automation Software Demonstration

**MEET HELEE LEV**

*CRO, Goby*



# MEET CARRIE BUTH

*Solutions Engineer, Goby*





GOBY AP AUTOMATION

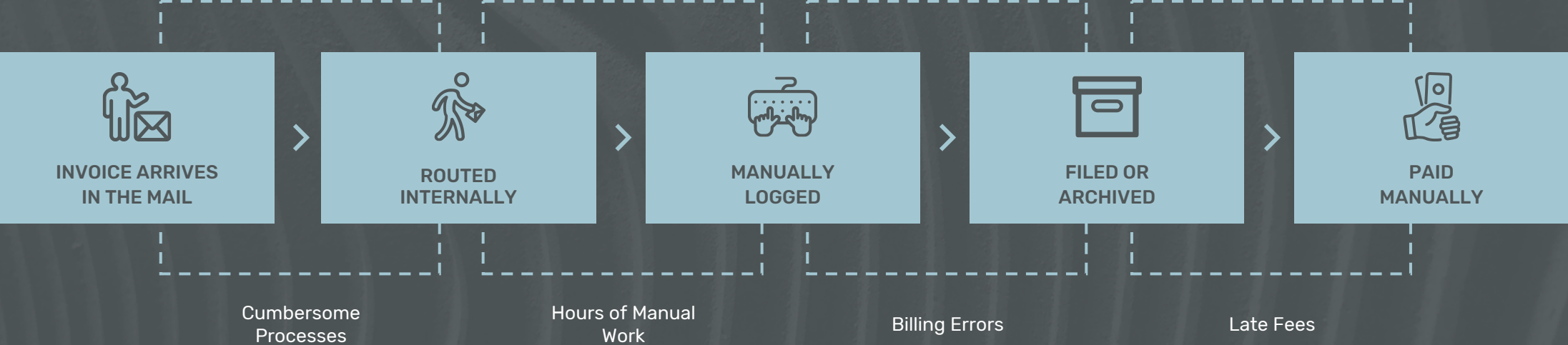
**RETHINK WHAT AP CAN BE**



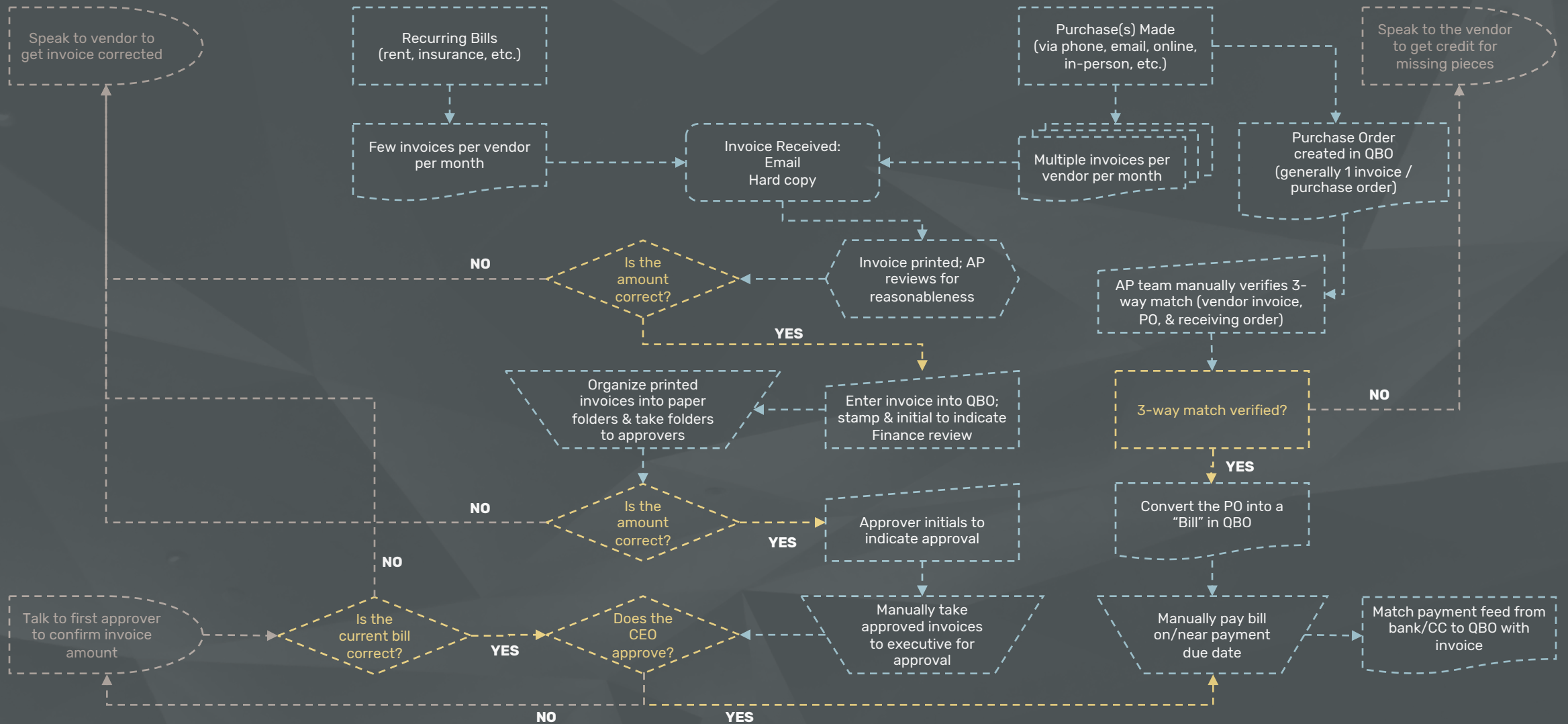


A faster, smarter way  
forward.

# Traditional Invoice Management Process

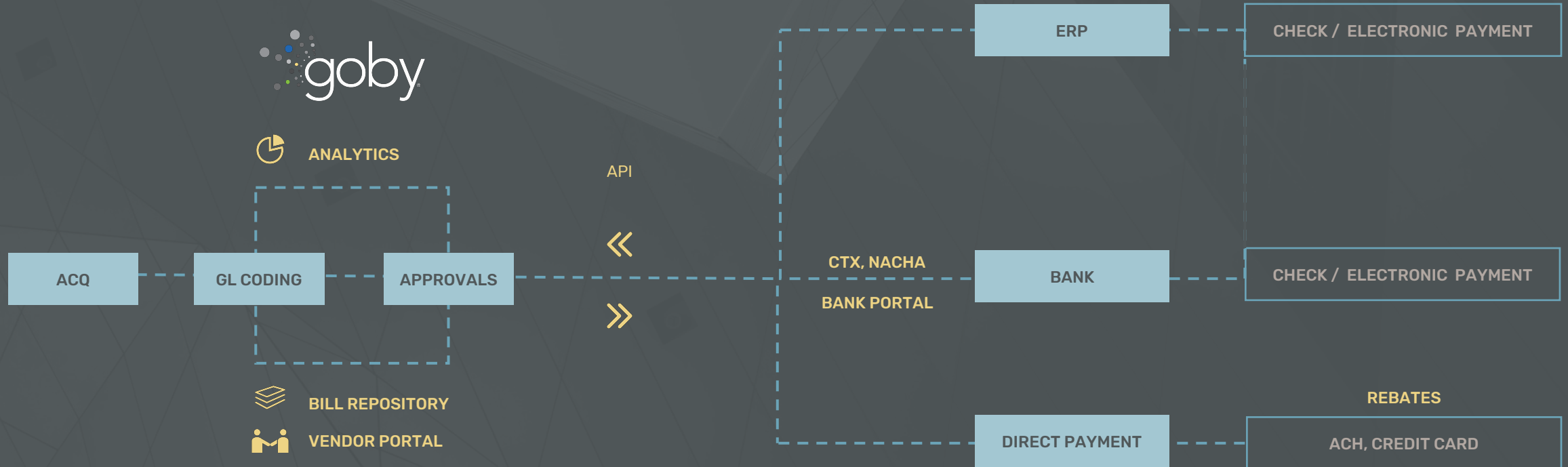


# Accounts payable **as-is** process

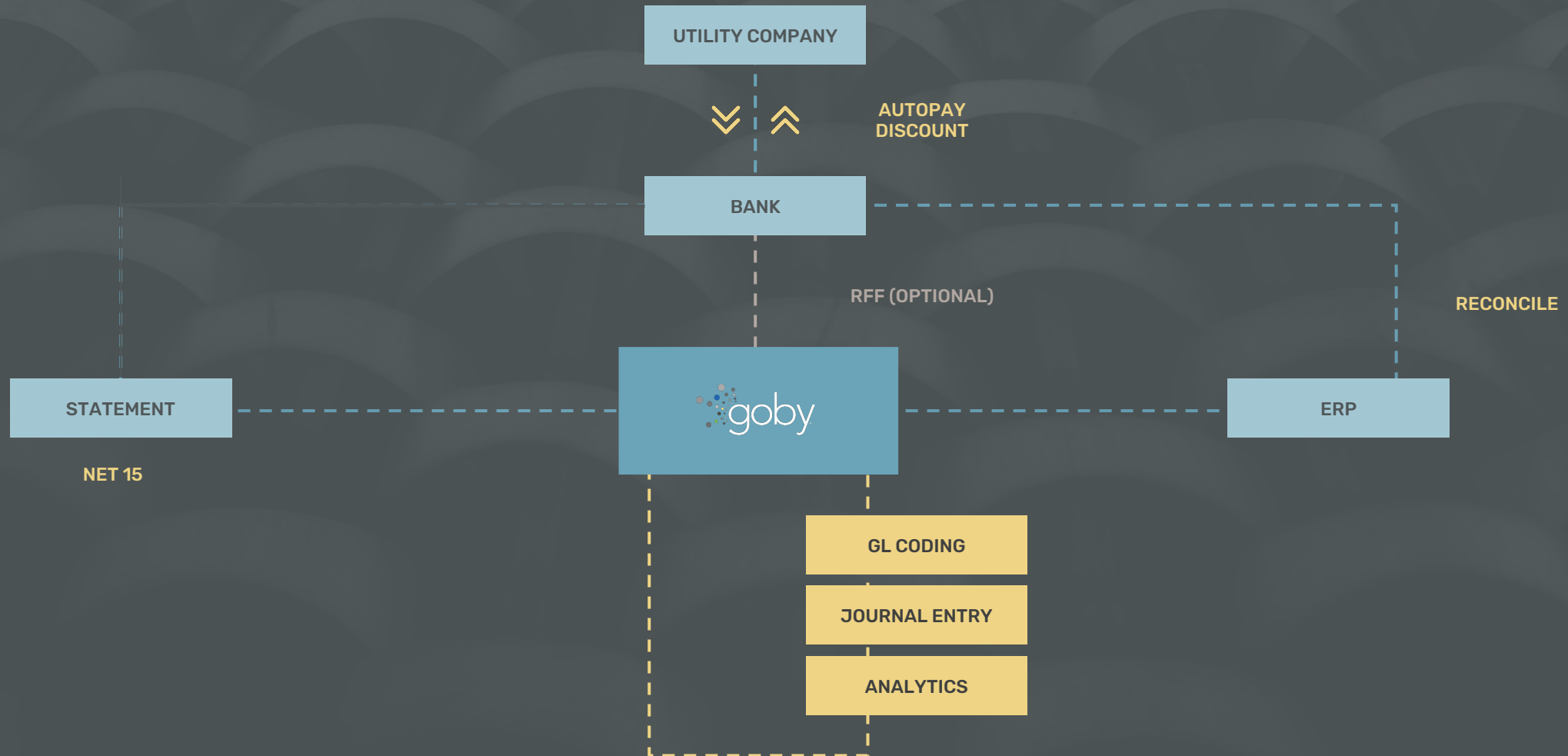




# Auto payment process



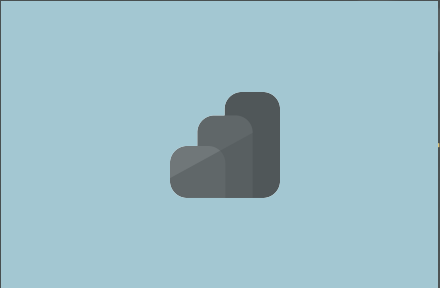
# Utility bill payment process



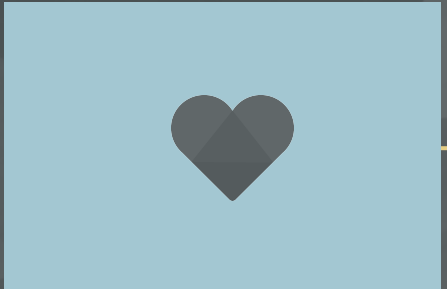
# Our Differentiators



AUTOMATED  
COMPLEX BILLS



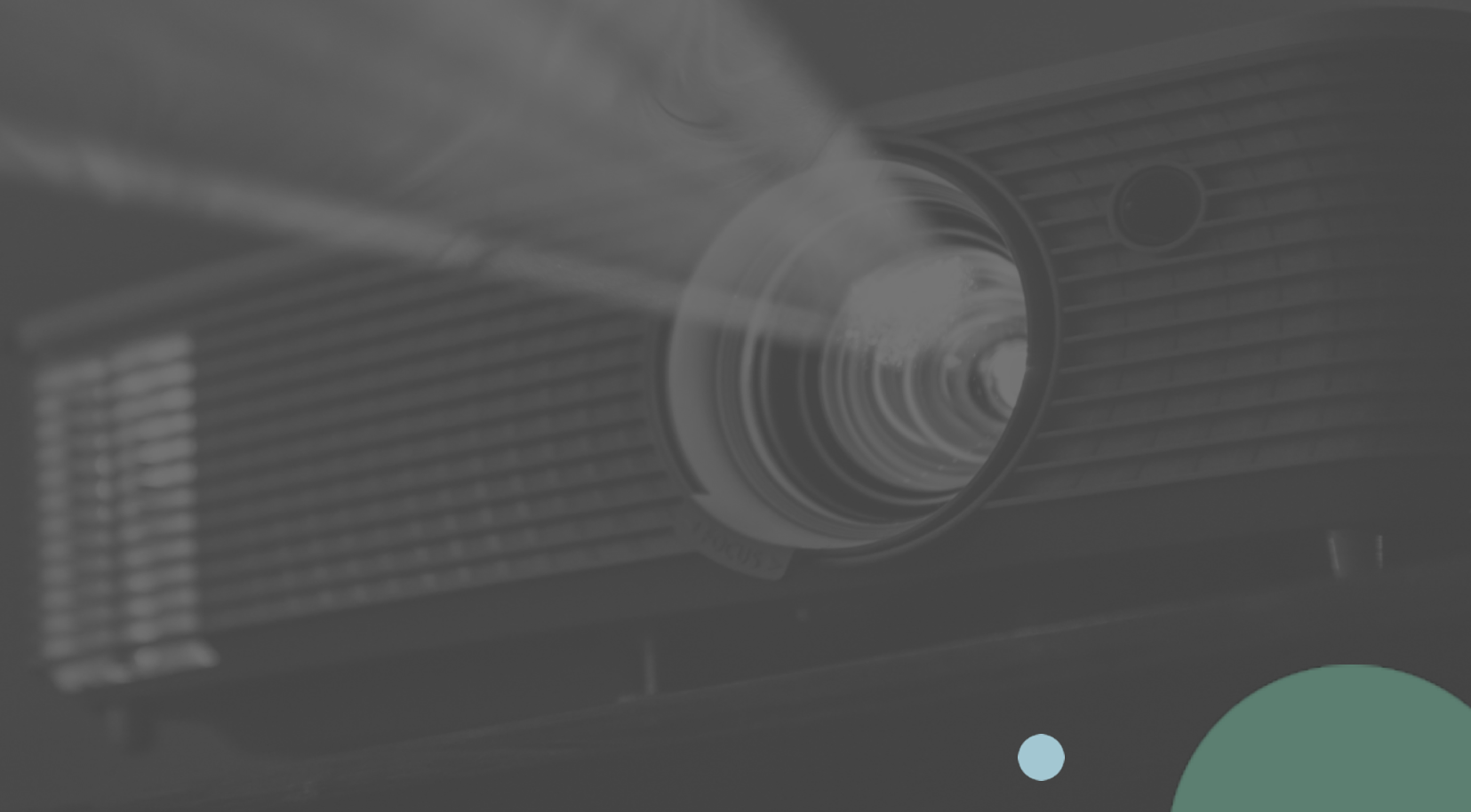
ACTIONABLE  
ANALYTICS



CUSTOMER  
HYPERCARE



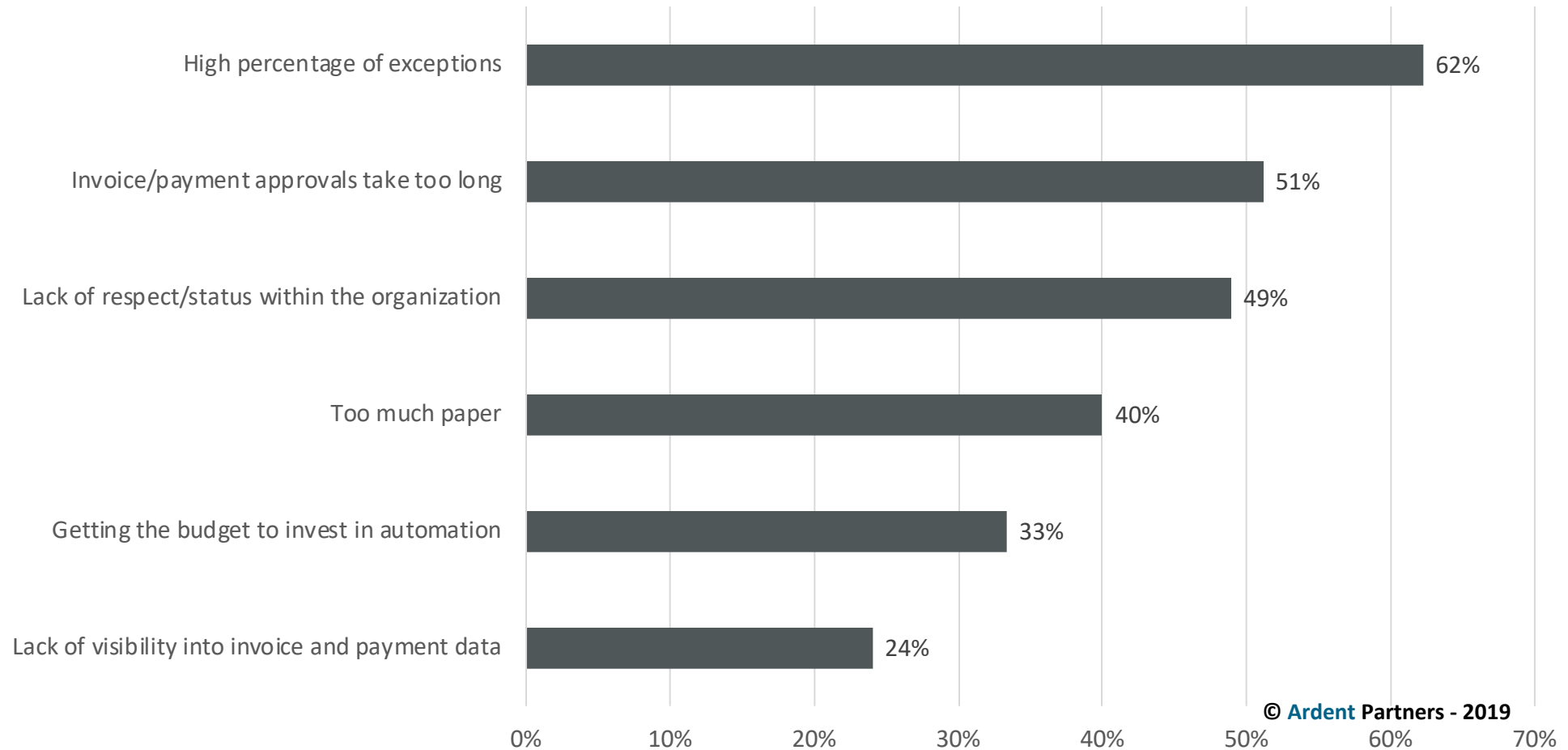
**DEMO**





# **MAKING THE BUSINESS CASE**

# AP'S TOP CHALLENGES IN 2019







**Save Money & Time**

**+**

**Avoid Costs**

**+**

**Make Money**

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**ROI**

# How will we save time & money?

## Fix this:



Invoices do not get into the process as quickly as possible



Coding errors



Errors in keying the invoice data



High paper storage and retrieval costs



Lost or misplaced invoices



Delays uploading data on approved invoices to downstream systems



Long approval and exception resolution cycles



Difficulty implementing operational best practices

# How will we avoid costs?



**Stop** paying late fees



**Don't** be defrauded



**Stop** over-paying



**Hire less** people per invoice as you grow



**Stop** double-paying



# How will we make money?



**Capture**  
early-pay discounts



**Celebrate**  
cash-back rebates



**Negotiate**  
favorable terms

# Best-in-Class AP Departments



Have **cut invoice processing** times in half



Capture 7 times **more early pay discounts**



Have **reduced per invoice cost** by 50% or more



**Increase DPO** without changing payment terms



Process **3 times more invoices** per FTE



Make most of their **payments electronically**



**Earn some cash-back** rebate on 30% of spend

**Expect a payback period of 9 to 15 months on AP automation investments**

Questions?



# Contact us!



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