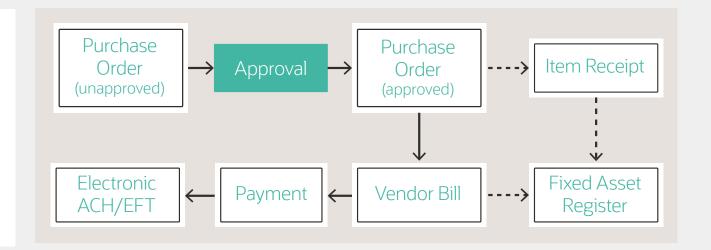
# ORACLE NETSUITE PROCURE-TO-PAY BUSINESS REVIEW CARD Internal Use Only

**Procure-to-pay**, also known as P2P or PTP, is the process of requisitioning, purchasing, receiving, paying for, and accounting for goods and services. It gets its name from the ordered sequence of procurement and financial processes, starting with the first steps of procuring a good or service to the final steps involved in paying for it.



### **PROCUREMENT:**

The process of requisitioning goods or services from a vendor.

## **SOLUTIONS:**

Procurement Cloud Services, Users

# Audience (C-Level = CFO):

AP Manager/Clerk
Procurement Manager
Accounting Manager/Controller

# **APPROVAL WORKFLOWS:**

The process of routing a NetSuite transaction through individuals in an approval chain or matrix.

# **SOLUTION:**

Professional Services

# Audience (C-Level = CFO):

AP Manager/Clerk
GL Accountant
Accounting Manager/Controlle

# **ELECTRONIC PAYMENTS:**

The process of receiving an invoice from a vendor for goods or services and providing payment by electronic means.

### **SOLUTION:**

Advanced Electronic Bank Payments

# **Audience (C-Level = CFO):**

AP Manager/Clerk
Treasurer/Treasury Clerk
Account Manager/Controller

# **FIXED ASSETS:**

The process of acquiring and depreciating an asset.

# **SOLUTION:**

Fixed Asset Management Cloud Service

# **Audience (C-Level = CFO):**

Fixed Assets Accountant/Clerk GL Accountant Accounting Manager/Controller

# **CHALLENGES/IMPACT**

# **PROCUREMENT**

**Challenge** – Manual processes, vendor bill accuracy and timeliness.

Impact – Finance team inefficiency, potential unexpected costs, additional time spent validating bills, missing expenses at month-end.

### **ELECTRONIC PAYMENTS**

**Challenge** – Printing paper checks, tracking payment status, reconciling cleared checks.

Impact – Increased costs, lost checks in the mail, re-printing if payment not received, fraud, incorrect bank balances, unknown cash in transit.

**Challenge** – Reconciling bank balances, manual processes.

Impact – Increased time to close, difficulties in tracking cash flow changes, missing cleared bank transactions, incorrect or misinformed bank balances.

### **APPROVALS**

**Challenges** – Lack of approval process, matrix or chain, lack of visibility in company spend, approving via email.

Impact – Expenses procured over budget, increased rouge spending, lack of visibility into committed costs.

### **FIXED ASSETS**

**Challenges** – Manual processes, tracking via Excel.

**Impact** – Increased time to close, increased time to report, potential incorrect asset value.

# **ESTABLISH**

- Financials (GL/AR/AP)
- CRM and order processing
- Revenue management
- Software KPIs, reports and dashboards

### **ELEVATE**

- International expansion
- Electronic payment integration
- Workflow and approval processing
- Asset management

# **Expand**

- Opportunity-to-cash automation
- Subscription and renewals management
- Payroll and people management

# **ACCELERATE**

- Financial planning and analysis
- SaaS metrics
- Professional services automation

### **DOMINATE**

- Operate with global scale
- Country-to-country localizations
- Usage, meter and consumption-based billing

	PRIORITY	FOUNDATIONAL	COMPETITIVE	BEST-IN-CLASS	TRANSFORMATIVE
Purchasing	HIGH	Limited visibility into upcoming and committed expenses. Manual bill entry.	Purchase orders to track committed spend and accrue for missing invoices.	Approval process for spend review and electronic payments to reduce number of paper checks.	360-degree view of the vendor for actionable insight.





