



# VALUE ASSESSMENT PREPARED FOR

## Pavilion Energy

# Executive summary



**\$283,543**

**Potential net savings over a 3-year period**  
for Pavilion Energy

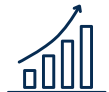


**775%** Return on Investment



**\$272,282** Net Present Value

\*using a 2% inflation rate



**4.12 months** Payback period

## **Business user efficiency**

\$68,040

## **Process efficiency savings**

\$55,543

## **Foreign VAT recovery**

\$81,000

## **Fraud reduction**

\$108,000

## **Going digital**

\$7,560

[Visit this ROI by clicking here!](#)

# Business user efficiency



\$68,040

## Estimated savings

\*3-year projection

### Save time and increase policy adherence

- ✓ Quickly & easily capture & declare expenses by taking a picture of the receipt with a mobile device.
- ✓ Effortlessly enforce policies & compliance.
- ✓ In-app guidance ensures a carefree user experience.

#### Current State

Annual expense reports submitted	1,800
Annual hours creating expense reports	900
Annual hours correcting expense reports	45
<b>Total hours with current process</b>	<b>945</b>

#### Future State

Expected time savings with automation	60%
Projected hours saved	567
Hourly rate of a business user	\$40
<b>End user productivity benefits</b>	<b>\$22,680</b>

Conservative factor applied:

0%



# Process efficiency savings

**\$55,543**

## Estimated savings

\*3-year projection

### Open and fully adaptive solution

- ✓ We support all your current and future systems (ERP, payroll, travel company, etc...) and processes.

### Automated business and compliance controls

- ✓ The system automatically checks entries against your business policies & local regulatory compliance.
- ✓ Controllers simply tap to approve for fast and accurate reimbursements.

#### Current State

Annual expense reports submitted	1,800
Expense reports checked manually	1,800
Minutes to check an expense report	20
Annual hours checking expense reports	600
Hourly rate of Finance & Accounting controller	\$34.29
<b>Current cost to review and process</b>	<b>\$20,571</b>

#### Future State

Expense reports checked with MobileXpense	1,800
Minutes to check & process with MobileXpense	2
Annual hours saved	540
Hourly rate of Finance & Accounting controller	\$34.29
<b>Review and approval savings</b>	<b>\$18,514</b>

Conservative factor applied:

0%

# Foreign VAT recovery



\$81,000

## Estimated savings

\*3-year projection

### Foreign VAT recovery has *never* been this easy

- ✓ Integrated foreign VAT recovery allows you to effortlessly put money back into your bottom line and increase your profitability.
- ✓ Accuracy and compliance are guaranteed by a hands-off process - everything is taken care of for you by the recovery agent.

#### Potential Foreign VAT Recovery

Eligible travel & expense spend	\$500,000
% of international travel w/ VAT (year)	60%
International spend with VAT	\$300,000
Average VAT rate	15%
Potential VAT recovery	\$45,000
Recoverable VAT rate	60%
<b>Realized VAT recovery</b>	<b>\$27,000</b>

Conservative factor applied: 0%

# Fraud and error reduction



\$108,000

## Estimated savings

\*3-year projection

### Eliminate fraud and errors



Automated controls identify and eliminate errors and attempted fraud before they even take place, reducing unnecessary cash out.

#### Policy Enforcement & Error Reduction

Annual travel and expense spend	\$1,200,000
Estimated out of policy and fraud recurrence	5%
Estimated out of policy and fraudulent spend	\$60,000
Decrease in out of policy and fraud spend	60%
<b>Policy enforcement and fraud savings</b>	<b>\$36,000</b>

Conservative factor applied: 0%

# Digitalisation savings



\$7,560

## Estimated savings

\*3-year projection

### Say hello to paperless processing

- ✓ Ensure data integrity with digital data and receipt collection.
- ✓ Receipts are saved and stored securely and can be examined time and again.
- ✓ Use digital receipts as part of a paperless tax process where allowed.

#### Digital Transformation - Going Paperless

Annual expense reports filed	1,800
Digital archiving savings	\$1.40
<b>Transition to paperless savings</b>	<b>\$2,520</b>

Conservative factor applied: 0%

# Customer success stories



*All in all, we have achieved 1M in savings on a 9M travel spend. The simplified administration represents 25% of this. The rest is down to spend management - it's key and represents about 75% of the savings we've achieved so far thanks to MobileXpense.*

Michel Weber  
Manager Shared Service  
Centres  
Recticel



*MobileXpense is a very user-friendly and intuitive solution which has helped reduce the time I spend entering expenses. In particular, the mobile app allows me to easily scan documents and auto-fills the relevant fields. I also appreciate the use of SpendController which automates back-office controls on policy and compliance.*

Francois Gilles  
Project Coordinator  
UCB Pharma



*MobileXpense has almost become an invisible system for us. We hardly need to pay attention to it and yet it works to everyone's satisfaction.*

Henrik Ahtela  
Finance Systems & Process  
Manager  
Proximus



*MobileXpense have provided great user and customer experience for us. We consider ourselves to be a demanding customer and our needs have always been met with great warmth and care from the team. This really appeals to us.*

Hansa Murugan  
Operations Team Leader  
SD Worx





# Let's work together!

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**ROI Link**

