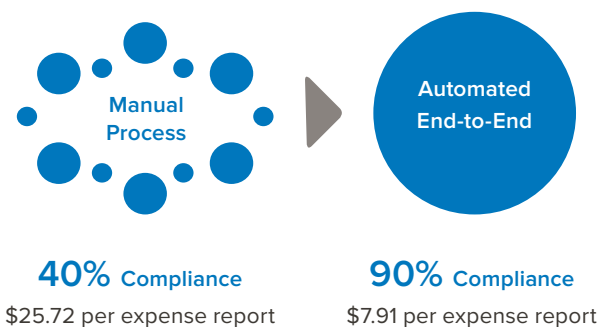


ROI Proof Points

Expense Automation: The cost to process a single expense report



Aberdeen reports that 8-12% of OPEX is T&E. 20% of T&E spend is non-compliant with company policy. It costs on average \$25.72 to process a single manual expense report.

Scenario: ABC Company

- OPEX = \$1m, T&E = \$100k, Out of policy spend = \$20k
- 100 Expense Reports/month = 1,200 p.a.
Processing costs = \$31k

By fully automating~ your expense process you can achieve a 70% reduction of the processing cost and a 2.25 x improvement of policy compliance. That's a \$42k saving.

Source: Aberdeen 2012 T&E Report

Expense Automation: Compliance Savings

- Selected 48 clients
- Est. \$86m T&E spend
- 12 months analysis



Avg. Spend by Company	\$ 1,798,473.20
Avg. Exceptions by Company	\$408,873.55
Avg. # Employees	185.42
Avg. Spend by Employee	\$9,699.63
Avg. Exceptions by Employee	\$2,205.16

WHAT WE FOUND

22%
Flagged as exceptions
\$200k

4%
Flagged as duplicates
\$40k

7%
Incorrect receipts
\$70k

6%
No GST receipt
\$60k

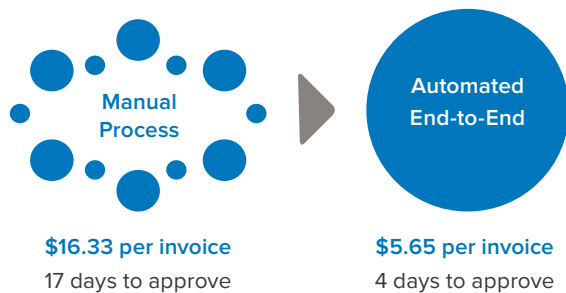
7%
Submitted late
\$70k

~Automation alone 51%; mobility provides a further 40%

Expense Automation: FBT Real Time Reporting

3 Meal Entertaining FBT Calculation Methods: Actual, 50:50 or 12 week log book	Scenario	50-50	Actual	Average Company Saving p.a. \$10k
	<ul style="list-style-type: none"> \$700 dinner expense 2 employees 1 employee travelling 4 customers 	<ul style="list-style-type: none"> Calculation \$350 x Gross Up Factor (2.06) x Tax Rate (46.5%) \$335.27 	<ul style="list-style-type: none"> Calculation: \$200 x Gross Up Factor (2.06) x Tax Rate (46.5%) FBT Liability \$191.58 43% less than 50:50 	

AP Automation: The cost to process a single invoice



It costs on average \$16.33 to process a single manual invoice.

Scenario: XYZ Company

- 1 x AP Employee
- 1000 invoices/month = 12,000 p.a. Processing costs = \$196k

By fully automating your AP process you can achieve a 65% reduction of the processing cost and is 4 x quicker.

That's a **\$128k saving**.

Source: Aberdeen 2012 T&E Report

AP automation: The real cost of a manual AP system

Cause

- ▶ Late payment causing late fees or not getting all available discounts
- ▶ Inability to spot duplicate, bogus or incorrect invoices
- ▶ Inability to spot incremental rising costs or effectively manage liabilities and/or claims
- ▶ Manual data entry and rework

Effect

- ▶ **Paying more for bills and damaged supplier relationships**
- ▶ **Increased risk of fraud and abuse, time to claw back money and cash is out of the business**
- ▶ **Improperly maintained profit margins, incorrect P&L and Cash forecasting, poor business decisions**
- ▶ **Lost productivity and efficiency**