

## **MAKING THE CASE FOR AR AUTOMATION**

**VALUE & BENEFITS** 

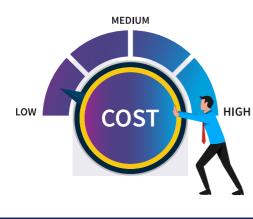












### **COST AVOIDANCE Delay Need to Hire**

**IMPROVED WORKING CAPITAL Reduce DSO** 





#### **IMPROVED CUSTOMER SATISFACTION**

Respond within minutes

24 /7/365

#### **IMPROVED CASH PERFORMANCE**

Reduce past-due AR by 75% Reduce bad-debt write-off by 35%







# VALUE PROPOSITION

VS

**BUILD** 



**ONE-SIZE-FITS-ALL** Approach

**MANDATORY IT** Involvement

Competing IT Project Priority

**MINIMAL IT** Involvement **PURPOSE-BUILT** for Finance

**EXTENDED** development and implementation TIMEFRAMES

**BUSINESS-USER** Empowered **OUT-OF-THE-BOX** functionality

to update / scale software

**CUMBERSOME TIMELINES** 

SaaS provides FLEXIBLE, SCALEABLE, SEAMLESS integration

sufficient resources

**BUDGET CONCERNS**, lack of



SaaS **REDUCES COST OF OWNERSHIP** over time

**DOWNTIME** for QA, testing, patches, fixes



100110

**ROI** payback in **LESS THAN A YEAR** 

IT-Dependent change



background, **SEAMLESSLY** and WITHOUT DOWNTIME

**UPDATES PERFORMED** in the

requests are **SLOW** and LOW PRIORITY



FINANCE-DRIVEN low-code /

Functionality requests needs



and system changes Functionality requests

no code **CONFIGURATION** 

**CUSTOM DEVELOPMENT -SLOW, LOW PRIORITY** 



**IMPLEMENTED QUICKLY** 

**PRIORITIZED** and

**STAGNANT** back-end



**IMPROVEMENTS** 

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**DYNAMIC** Workflow

**CONTINUOUS** back-end

**STATIC** workflows



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