

E-invoicing is a critical piece of a successful Purchase-to-Pay service delivery model

Top performing P2P organizations excel across six major service delivery components...

Top performer strategies consider all elements of the service delivery model

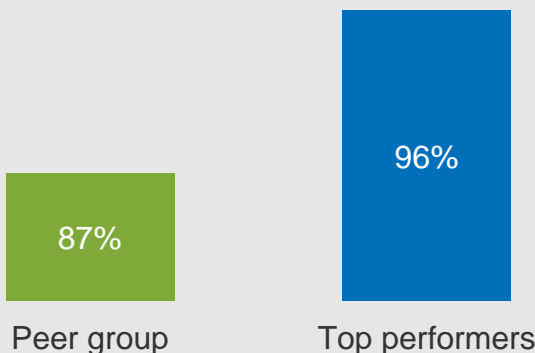
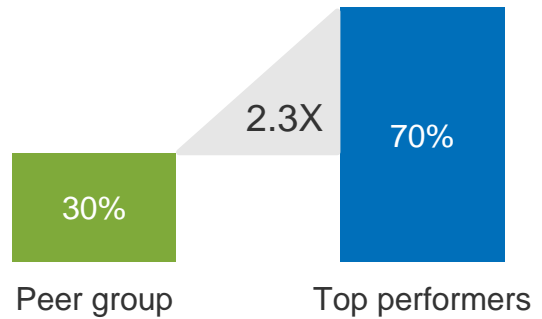


...enabled through technologies such as e-invoicing

Top performers use e-invoices for **70%** of their transactions vs. **30%** for the peer group...

Invoice formats considered as “electronic”

- XML / cXML
- Electronic Data Interchange (EDI)
- Evaluated receipt settlement (ERS) with or without self-billing



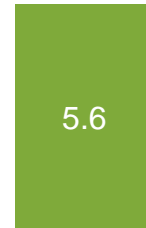
...and electronic payments for **96%** of their transactions vs. **87%** for the peer group

Smart technology enablement in P2P provides improvements in efficiency and effectiveness

E-invoicing enables process and FTE efficiencies...

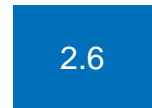
E-invoicing reduces PO invoice cycle time by an average of **3** business days...

INVOICE CYCLE TIME: PO INVOICES (IN BUSINESS DAYS)



5.6

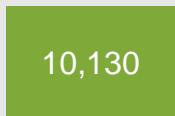
Peer group



2.6

Top performers

INVOICES PER FTE



10,130

Peer group



27,460

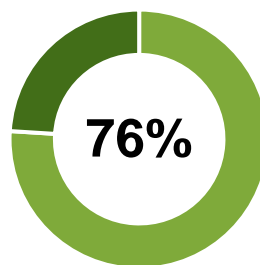
Top performers

... while increasing FTE invoice process efficiency by **2.7X**

...while improving accounts payable effectiveness in business operations

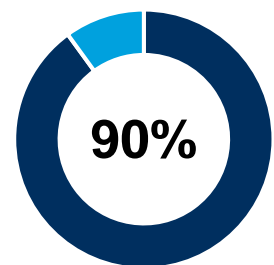
Top performer first pass match rates are **14% points higher** than the peer group...

FIRST PASS MATCH RATE



76%

Peer group

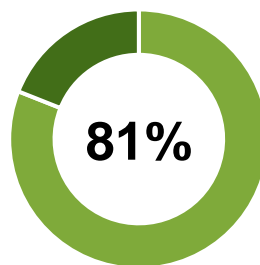


90%

Top performers

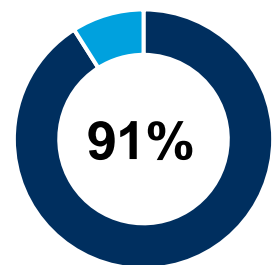
... and on time payment rates are **10% points more favorable**...

ON-TIME PAYMENT RATE



81%

Peer group



91%

Top performers