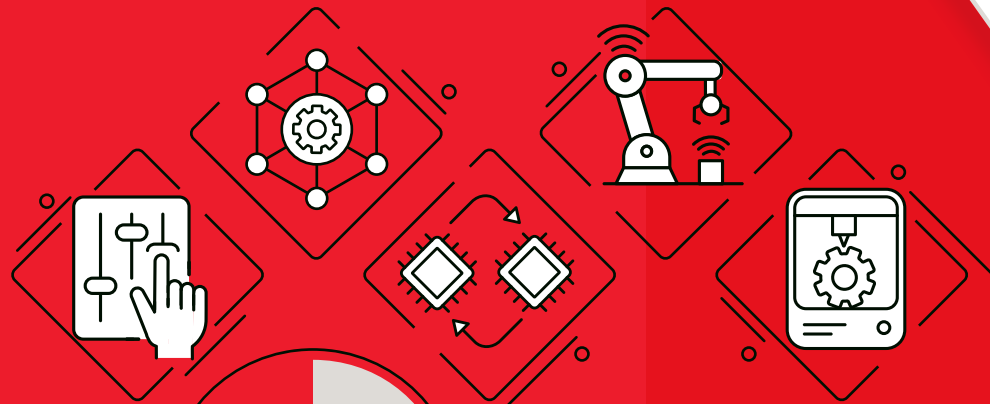




Drivers to Automation



20%

Only 20% of AP groups are considered highly automated



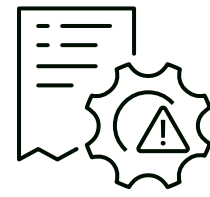
TOP BLOCKERS TO BECOMING HIGHLY AUTOMATED

42% MANAGEMENT PRIORITIES

41% IT AVAILABILITY

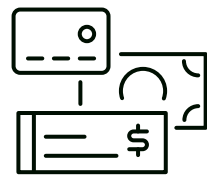
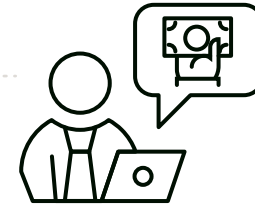
35% FINANCIAL PAYBACK OR ROI OF AUTOMATION

TOP AP PAIN POINTS



38% Invoice error management

33% Managing vendor inquiries about payments



20% Supporting multiple payment types

SPRINT AWAY FROM IN-HOUSE

In-house processing

Percent planned change

- 18%
- 20%
- 21%
- 22%

- Invoice Receipt Processing/Imaging
- Vendor Master Record Management
- Payment File Generation (Electronic)
- Payment File Generation (Paper)

Percent planned change

- +70%
- +77%
- +36%
- +27%

Outsourced + hybrid (in-house/outsourced)



IMPORTANCE OF FULLY ELECTRONIC

72% 8% 20%

Indicate this movement is important or very important

View it as of low importance or not at all important

Had a neutral view

Factors that would move fully electronic processing up on the priority list

65% COST SAVINGS

39% IMPROVED CASH FLOW

32% LOW IT SPEND