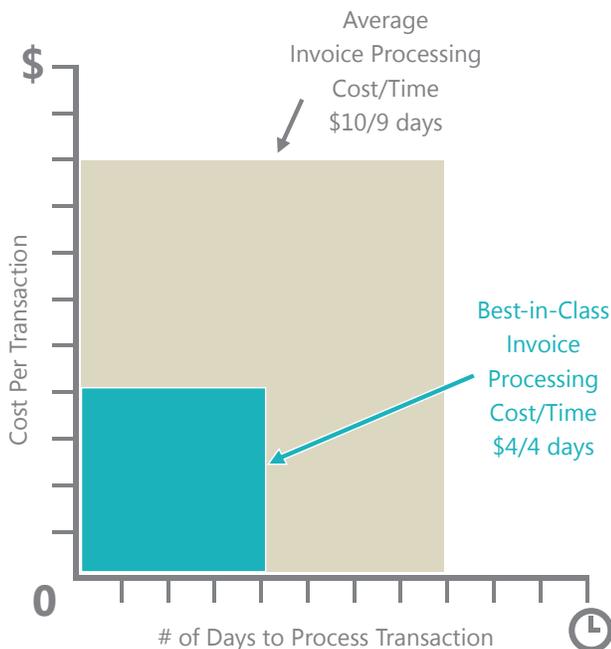# The Business Case For Ariett Purchase to Payment Software

We Help You to Work Smarter, Execute Faster, Buy Better

Organizations are faced with the challenge of accomplishing more with less; whether they are cutting back or expanding through mergers, businesses are looking to gain efficiency and drive savings. Ariett's one, complete platform for purchasing, AP invoice/payment processing and expense management accomplishes these goals by helping employees to work smarter, execute faster and buy better.

Cost/Time Savings:

Average Invoice Processing Cost/Time $10/9 days

Best-in-Class Invoice Processing Cost/Time $4/4 days

Cost Per Transaction

# of Days to Process Transaction

Streamlining your business processes allows employee productivity to soar.

Across the Ariett Software suite, customers are able to submit or approve purchase requisitions, invoices, payments, contracts or expense reports anytime, anywhere. Because our software takes care of repetitive and time-consuming processes, your employees have time to contribute to more strategic tasks for your company.

Maximizing managed spend and minimizing unmanaged spend directly impacts your organization's bottom line.

Ariett Software helps your organization to manage your purchasing spend by providing your employees with visibility to all purchase requisitions, invoices and receipts. By automating tasks, such as purchase order creation, our software frees up your employees to focus on building relationships with specific vendors for more cost-effective buying.

Eliminating paper speeds up the pace of work, allowing your employees to accomplish more.

With Ariett's paperless solution, your employees don't have to waste time with scanning, tracking and storing paper documents—our software tracks and stores documents for you. In addition, Ariett Software eliminates errors from manual data entry and the need to check for errors, which ends up saving employees hours of their time.

Increased Employee Productivity with Mobile-first Technology:

Highlighting the importance of mobile-first technology for businesses, an Intel survey titled "Accelerating Deployment of Touch-enabled Ultrabook Devices" reported that 90% of their employees preferred a touch-enabled device for their work (1). In addition, a report by Aberdeen Group, "Your 2013 Guide to Travel and Expense Management," found that best-in class companies are 60% more likely to leverage mobile applications for their travel and expense management (6). Ariett Software's mobile-first design provides users with a touch-enabled interface built first for mobile devices and then adapted for the desktop.

Ariett promotes productivity by...

- Allowing employees on the go to enter transactions anytime, anywhere
- Allowing employees to capture and submit expense receipts for approval from any location
- Providing complete functionality across the product suite, including the ability to enter, revise, approve or reject purchase requisitions, purchase orders, invoices, payments, contracts and expense reports on any device
- Optimizing the mobile user's experience with a user-friendly, touch-enabled interface

Customer Spotlight:

INTERNATIONAL EXPERTISE
HUMAN ADVOCACY

SEMAFO

Mining Industry

"SEMAFO is a gold mining company with approximately 1,000 employees that has offices in Montreal and gold mines in Africa. When the company opened a new mine a few years ago, it started to hit the CFO that they were spending a lot of money, so the CFO wanted to implement a more formal requisition approval process based on dollar thresholds. Ariett enabled quick requisitioning, accelerated approval, provided visibility to spend and inventory across the organization and reduced the workload in the purchasing department."

"A key benefit has been Ariett's Mobile Approval, which has greatly accelerated the purchasing approval process. Because the CFO and directors are often working away from their desks, Mobile Approval– with visibility to Job Cost Categories, GL Coding, attached electronic documents—makes it a lot easier for them to quickly approve requisitions. Before implementing Ariett, approval took over 3 weeks; with Ariett and Mobile Approval, a requisition to purchase order is approved inside of two days— often, it is approved on the same day. A quick approval process ensures that products are delivered to our projects in a timely manner."
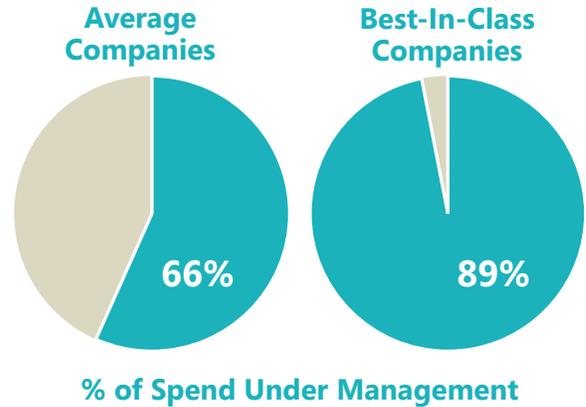
~ Marc Trudel,
Business Operations Consultant, SEMAFO

Increased Managed Spend:

While using preferred suppliers for requisitions and purchase orders is managed spend, requisition of goods and services left up to employee discretion is unmanaged spend. The more spend you can manage, the more savings go directly to your bottom line. According to Aberdeen Group's "CPO Series: Time to Delivery by Means of Visibility and Business Intelligence," the industry average has 66% of spend under management and 41% of companies' purchasing is compliant with supplier contracts (3). On the other hand, best-in-class companies have 89% of spend under management and 85% of purchasing in compliance. You'll gain better control of your bottom line by understanding and acting on differences in spending.

Ariett brings your spend under management with...

- Visibility to calculated budget availability while entering or approving purchase requisitions
- 3-way matching of receipts to purchase orders and invoices
- Ability to buy items with contract pricing either from vendor catalogs online, using cXML PunchOut, or from catalogs in Ariett
- Out-of-the-box reports on pricing and time-to-delivery to identify most cost-effective vendors

Average Companies

Best-In-Class Companies

66%

89%

% of Spend Under Management

Customer Spotlight:

Steel Dynamics:

Manufacturing Industry

"Before we started using Ariett, everybody had to handwrite requisitions, which added up to a lot of time. Then, you had to deliver the requisition to the approver and wait for approval—we called this the chase method because you had to chase down the approver until the requisition was signed off on. **With Ariett, our employees have been able to work smarter instead of harder.** Ariett allowed us to decentralize our purchasing in order to accelerate the requisition
to PO process—we're now able to quickly receive quotes and get purchase orders out the door. Because all the documents are stored electronically, we don't have reams of paper that we have to find a way to store."

~ Richard B. Lester,
Accounting Supervisor, Steel Dynamics

SDI **Steel Dynamics®**
Roanoke Bar Division

Increased efficiency through automation:

On average, processing an invoice takes about 9 days and costs $10 dollars per invoice. According to Aberdeen Group in "From the Shadows to the Forefront: AP Automation and the Strategic Vision," best-in-class companies reduce those numbers down to 4 days and $4 and capture 66% of early payment discounts (5). For a year's worth of invoices, let's say 30,000, the savings with an automated system add up to the significant sum of $180,000.

Ariett cuts costs by...

- Automatically submitting documents into approval workflows based on dollar amount, purchase type, project, department or other criteria
- Eliminating rekeying data for requisitions, purchase orders, invoices or expense reports
- Eliminating manual check processing costs - no printing, signing and mailing checks
- Allowing an unlimited number of electronic documents to be attached to a transaction

Why Automate AP Invoice Processing?

Cost of processing just 1 invoice with average invoice processing	$10
Cost of processing just 1 invoice best-in-class invoice processing	$4
Savings:	**$6**/per invoice
Cost of processing 30,000 invoices with average invoice processing	$300,000
Cost of processing 30,000 invoices with best-in-class invoice processing	$120,000
Savings:	**$180,000**

Customer Spotlight:

San Francisco Housing Authority

Non-Profit/Public Sector

"Now the process is well defined and streamlined and we save money because at the time of entering the requisition you know if you have the funding for the services or not. Before we purchased services whether we had the money for them or not. **So I think that putting a value on the cost savings - it may add up to hundreds of thousands of dollars each year because again, we used a lot of time getting approval and trying to check budgets** – ending up purchasing services often without having a requisition."

~ **David Rosario,**
IT Director, San Francisco Housing Authority

Increased visibility and control:

In "Your 2013 Guide to Travel and Expense Management," Aberdeen Group states that 51% of respondents listed lack of visibility as their primary concern for T&E (2). Because many companies don't have access to valuable information about business expenses, they also lack control over those expenses. Whether pre-approving an expense or submitting a requisition for approval, Ariett customers can view documents and current budget availability to make informed decisions on spending.

Ariett helps control spending by...

- Performing on-the-fly queries about employee and departmental expenses
- Reviewing indicator lights at the line item to determine whether the purchase requisition, invoice or expense is within budget
- Viewing budget remaining while submitting or approving a purchase requisition, purchase order, invoice or expense report

Why Automate Expense Reporting?

Cost of processing just 1 expense report with a manual system	$20
Cost of processing just 1 expense report best-in-class expense report software	$8
Savings:	**$12**/per report
Cost of processing 6000 expense reports average expense report software	$120,000
Cost of processing 6000 expense reports best-in-class expense report software	$48,000
Savings:	**$72,000**

Customer Spotlight:

wex Health

WEX Health

Healthcare Industry

"There were simply too many touches in the process. Our employees would produce their expense reports, get their managers to sign it, send that to finance, manually enter the data into system and then finally process it. Thirty days would go by before our employees would see their reimbursement checks.

We chose Ariett because the solution offered more than just expense processing; it had it all. We needed it to seamlessly integrate with our accounting system, and corporate credit card integration was another key factor in our decision. If we didn't have Ariett's AP Invoice and Expense, we would have easily acquired at least one more full time employee just for finance. The fact that we can leverage technology in one place through Ariett allows us to be more productive and have the business data we need at our fingertips."

~ **Jen Francis,**
Controller, Wex
Health

Benefits of Ariett's AP Invoice Automation, Payment Processing, Procurement and Expense Management

Ariett's Efficient AP Invoice Automation

✓ Eliminates the need to manually scan, track and store paper invoices; offers secure electronic payments

✓ Provides visibility to invoices in payment batch, secure segregation of payment duties and easy reconciliation of payments on bank statement

✓ Performs a 3-way match of receipt of goods to purchase orders and invoices

✓ Track all invoices/payments and approvals with their date and time stamps for auditing purposes

Ariett Procurement for More Managed Spend

✓ Supports approvers' ability to review dept./contract budget when approving a requisition

✓ Tracks purchase requisitions and invoices against a vendor contract or internal capex project budget

✓ Helps employees to buy better with requisition templates, catalogs and cXML PunchOut to vendors' websites

✓ Includes out-of-the-box reports to check for vendor compliance with pricing and time-to-delivery

Ariett Controls Costs for Employee Expenses

✓ Allows approval of a travel or expense request before the cost is incurred

✓ Helps your organization to quickly reconcile credit card transactions with expense reports

✓ Provides CONUS and OCONUS rates and mileage calculations for business travel

✓ Includes out-of-the-box reports on spending by employee

About Ariett

Ariett generates savings on every contract, requisition, invoice, expense report and payment with a unified cloud platform. Designed to work the way you work, Ariett's easy-to-use web application delights employees by running on any mobile device or desktop. Accounting teams everywhere benefit from upfront purchasing control, global visibility to spending and audit trails, which drive cost savings across the enterprise. For more information, please visit www.ariett.com or call 781-826-1120.