

Best of both worlds: Automation AND financial benefits

Global Payments and Card Conference
2025



Our Speakers

Ask me about:
Developing a program
strategy



Susan Domingos
Specialized Product
Sales, Bank of America

Ask me about:
Getting internal
stakeholders onboard



Kelly Buckton
Accounts Payable
Director, Main Line
Health

Ask me about:
Understanding
timelines to achieve
goals



Bill Davis
Vendor Sales,
Bottomline



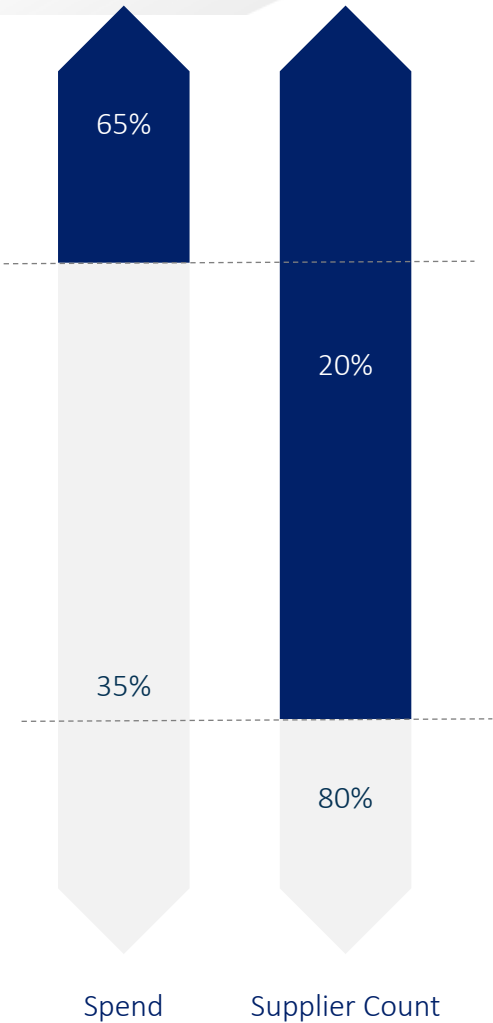
AP & AR both face similar challenges and have similar goals.

Challenges	Desired outcomes
Inefficient	Streamlined
Underleveraging rebate	Financially maximized
Susceptible to fraud	Secure
Expensive	Cost effective, revenue generative
Risky	Loss free



ACCOUNTS PAYABLE (AP) AUTOMATION

Supplier tiering drives campaign action and results



- **Onboarding cycle:** Thoughtful, Weeks/ Months
- **Onboarding Focus:** Rebate-qualified methods first where applicable
- **Supplier value (greatest value delivery):**
 - Accounts Receivable automation
 - DSO reduction
 - Consolidation of many buyers/transactions onto one platform
- **Onboarding cycle:** Accelerated, Days/ Weeks
- **Onboarding focus:** Some rebate, most direct-to-buyer automation
- **Supplier value:**
 - Making manual processes easier
 - Moving off checks



Engagement motions



Buyer-specific campaigning

- Supplier is a target of a specific Buyer campaign
- Includes 1-1 relationships
- Includes campaign specific messaging

Advantages:

- Buyer Letterhead
- Specific incentives

Disadvantages:

- 1-1 relationships/small volumes, hold less supplier value
- Often a race to automation goals



Network-driven campaigning

- Supplier is payable on network by multiple payers
- Does not include 1-1 relationships
- Network value focused messaging
- Continuously grows programs over time

Advantages:

- More relationships/ transactions = more supplier value
- Not limited by Buyer driven effort/ bandwidth

Disadvantages:

- Less Buyer control over campaign / enrollment timing



What's Next:

- Go back to your organization and identify KPIs presented to document holistic program success
- Align strategy within functional groups
- Setup time to have internal conversations as to what success looks like in terms of maximizing financial return and automation value



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