quadient

The AP Buy-In: Justifying Software That Covers IT All

Evan Guilbault,
Sales Development

- Help businesses optimize their financial automation
- Love outdoor adventures
- Home base is Vancouver, BC

Poll #1: Who has the final say on software purchases at your company?

A
LOB managers

B
C-suite or Legal

C
IT Department

“Technical debt is the cost of technical decisions that are made for the immediacy, simplicity, or [budget] that, while easy today, will slow you down or increase your operational costs/risks... Most often, it’s related to technical products but can be found in most business processes and use cases.

Justin Brodley, co-host of The Cloud Pod

The Cloud Pod

Technical debt is standing in the way of AP automation

Takes human and monetary capital

Impacts risk appetite

Business justification focuses how a project supports the organization's strategic goals, while IT justification specifically addresses the technical viability, costs, and benefits of the IT components of a project.

Poll #2: Have you participated in development of an IT justification?

IT justification

01 **Focus: Provide technical rationale**

02 **Purpose: Demonstrate technical feasibility**

03 **Audience: IT leaders and staff**

04 **Elements: Broad and wide tech implications**

A word about technical feasibility assessments

1. Tech requirements
2. Available resources
3. Risks and constraints
4. Compatibility
5. Time and costs
6. Compliance

Simplicty CAN be simple with Quadient AP

01

02

03

04

Quick, safe payments your way

Payment choice

Payment security

Poll #3: Which electronic payments attribute would be most attractive to your vendors?

[redacted]

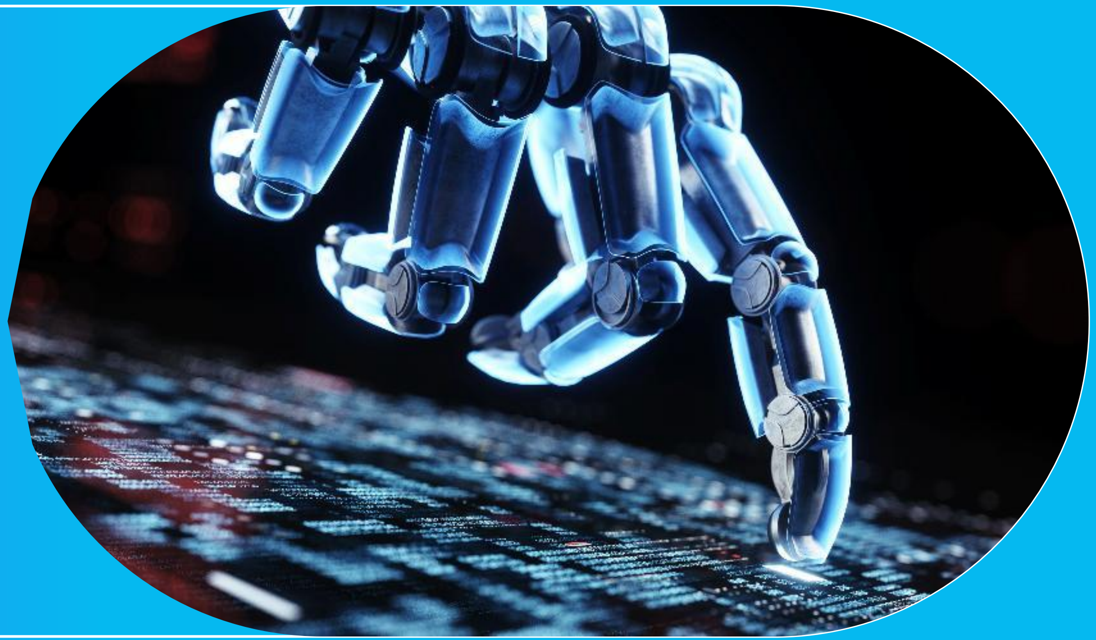
Cloud ready, willing, and able

01 Connectors with the top systems

02 AnySync fills in the gaps

03 Easy end-to-end integration

Demo



Q&A

Contact us!

ap.sales@quadient.com

quadient.com/ap-automation

Thank you