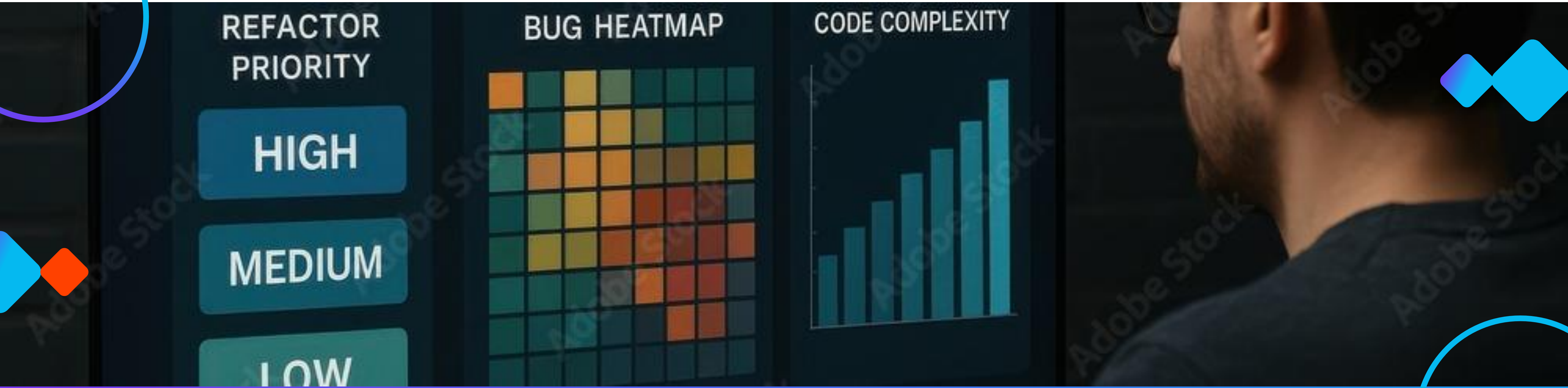
quadient



MASTERCLASS:
Cracking the Technical Debt Code

Vanessa Cowan, Sr. Sales Development

- Driving business success by connecting innovative solutions with organizations that want to scale and evolve
- Love animals
- 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

Get to know IT

Stephen R. Covey

Author, *7 Habits of Highly Effective People*

"Seek first to understand, then to be understood."

Budgets are significant *and* tight

$6,000

IT SPEND

Average per employee per year

8%

SPEND OF GROSS

Average annual percentage

$250,000+

SOFTWARE

Average SMB spend per year

Poll #2:
How many dedicated IT staff members does your company have?

A

0

B

1 or 2

C

3+

IS less more?

1/2

25 employees or less

1

26 to 75 employees

3+

Over 76 employees

Complexity is an IT headache

Business goals

Technological maturity

Regulatory standards

Cybersecurity

"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

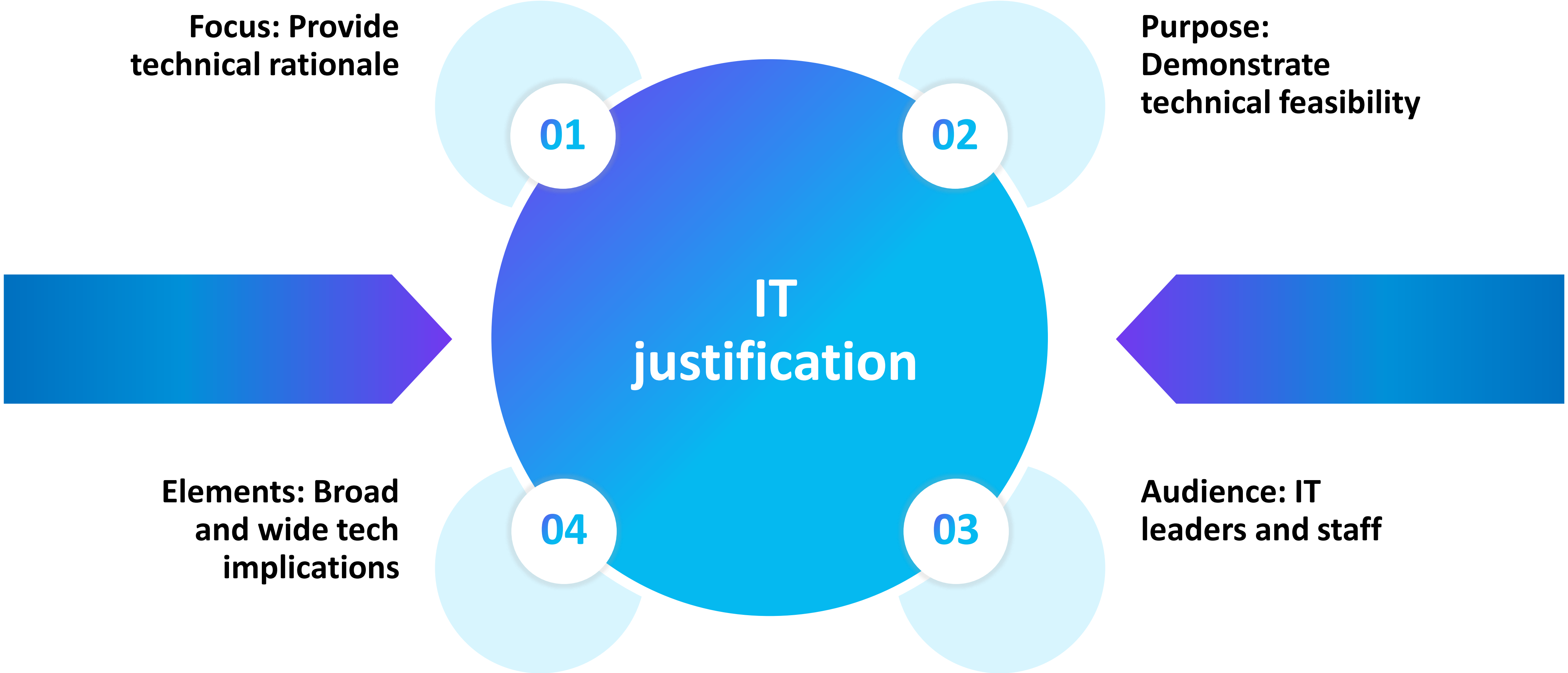
Technical debt is standing in the way of AP automation

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


Focus: Provide technical rationale
01
Purpose: Demonstrate technical feasibility
02
IT justification
Audience: IT leaders and staff
03
Elements: Broad and wide tech implications
04

A word about technical feasibility assessments

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

Simplicity CAN be simple with Quadient AP

Easy PO creation **01**

Reduced errors and dupe payments **02**

Secure upload and storage **03**

Quick implementation **04**

Quick, safe payments your way

Payment choice

Payment security

Poll #4: Which electronic payments attribute would be most attractive to your vendors?

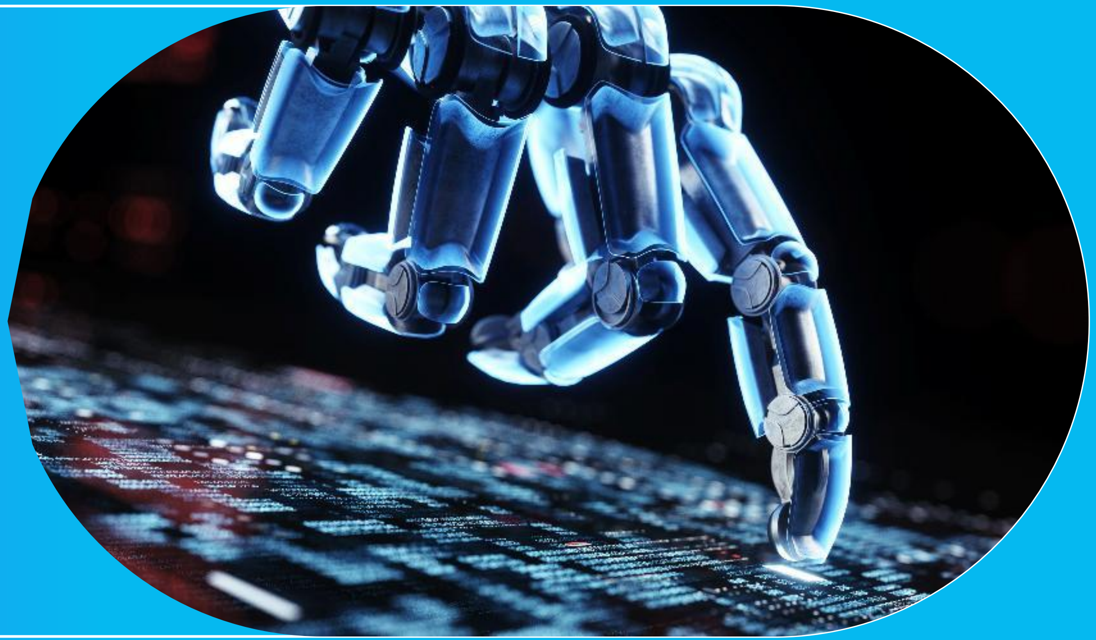
Cloud ready, willing, and able

01 Connectors with the top systems

02 AnySync fills in the gaps

03 Easy end-to-end integration

Demo



Q&A

Contact us!

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Thank you