

Choosing the Right AP Automation Platform

Presented by:
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Background

Steve Weber – CEO, PaperTrl

- **An ERP & AP Automation thought leader**

- Co-founder & CEO of **PaperTrl**, a platform that bridges **ERPs, banks, and suppliers** for seamless payables.
- Deep expertise in **ERP integration, financial workflows, and payment automation.**
- Formerly founded **nChannel**, a leading cloud-based ERP and eCommerce integration platform

- **Strategic Leadership & Industry Impact**

- Built **key partnerships with Visa, U.S. Bank, and Elan Financial Services** to enhance payment solutions.
- Passionate about **helping businesses streamline ERP-based AP processes** and improve financial control and buying the best software to make that easier
- Leads PaperTrl in providing **predictable, transparent, and efficient** payment automation.

Aren't they all the same?

- Every platform says....
 - End-to-end automation
 - Touchless processing
 - AI or Smart document processing
 - Dynamic Workflows
 - Vendor Networks
 - Digital payments
 - AP as a *profit* center

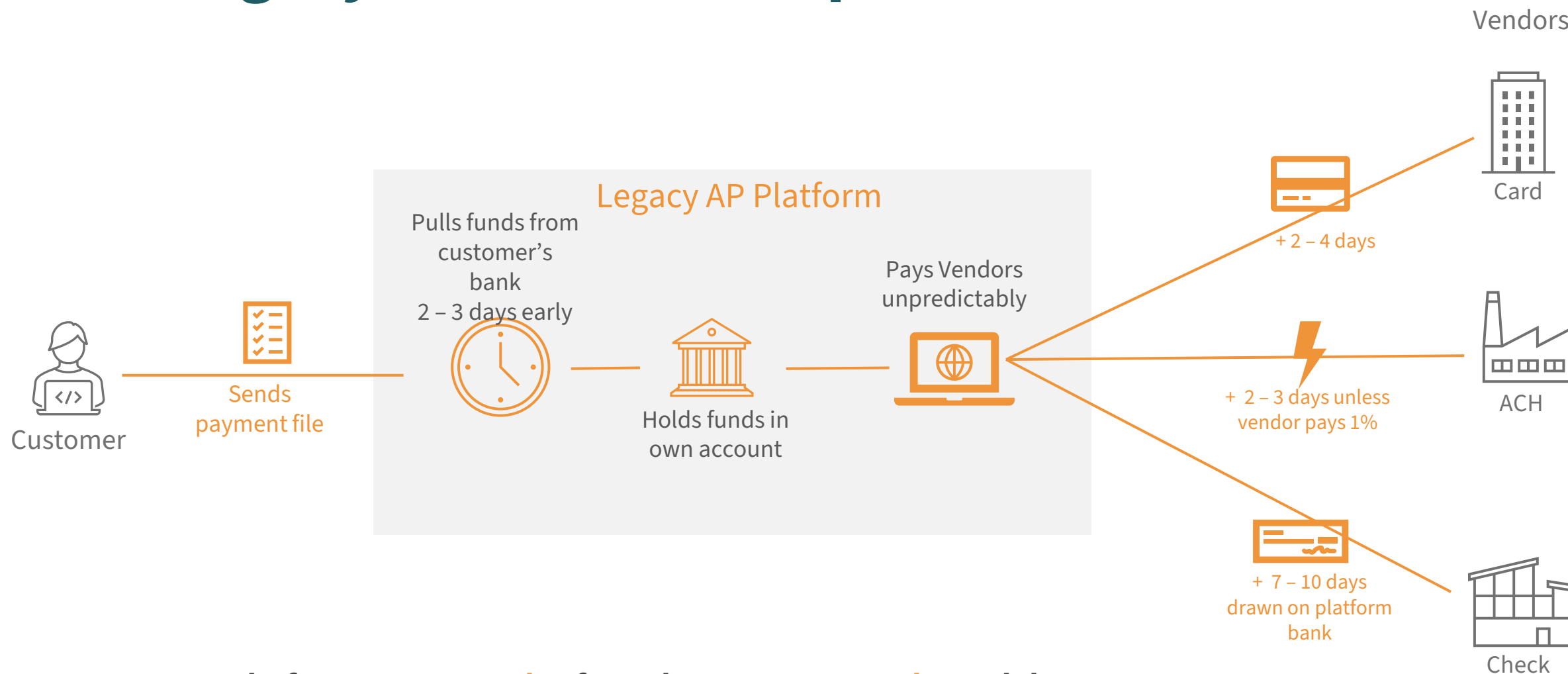


Commoditized Features

- What EVERYONE has:
 - OCR
 - Smart matching/coding
 - Virtual cards and rebates
 - Vendor on-boarding
 - Approval workflows
 - Email & portal ingestion
 - Vendor portals



How Legacy AP Platforms operate:



Legacy AP platforms, **extract value** from the **customer, vendor** and the **bank**

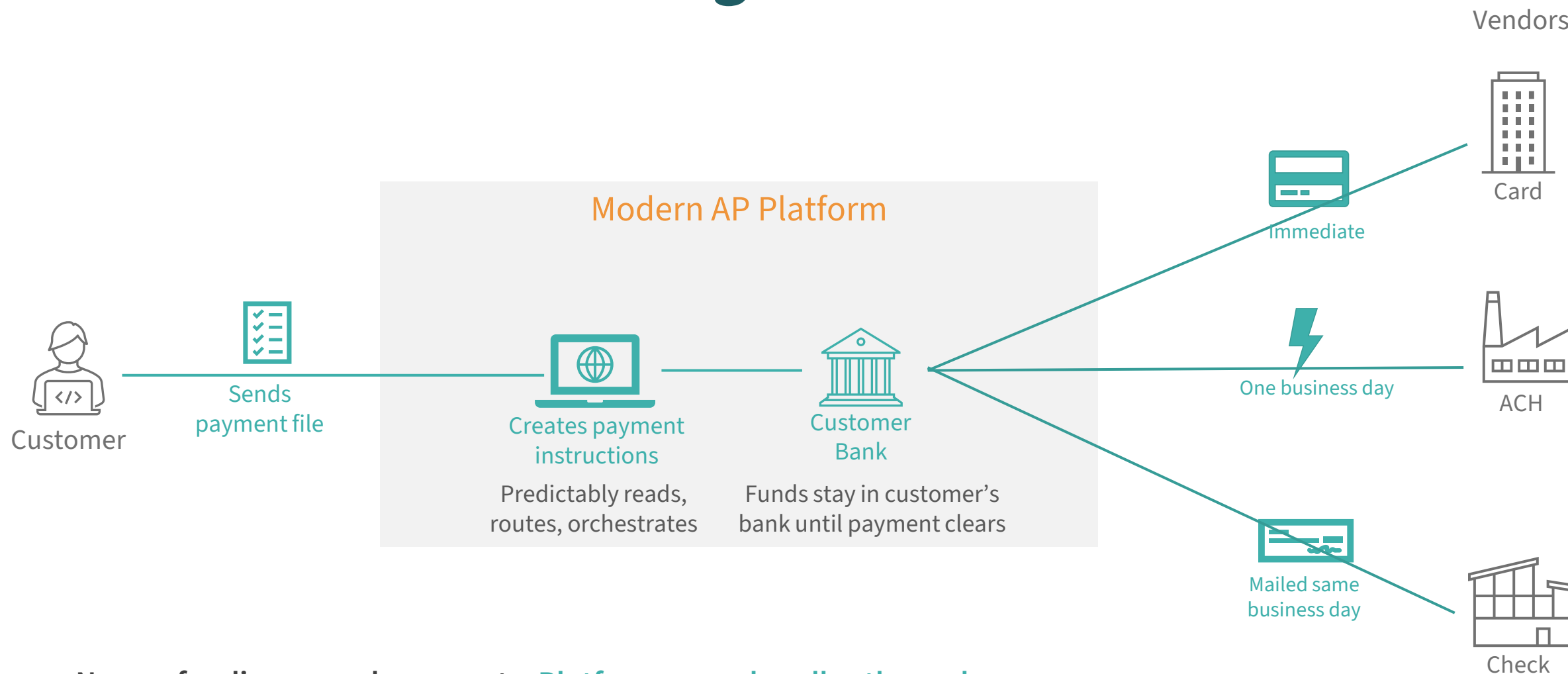
Legacy AP Platforms vs. Embedded Banking-Powered

Feature	Legacy Platforms (pre-embedded banking)	With embedded banking
Bank Connectivity	None	Direct connections to your bank, often real-time
Payment Execution	Delayed, batched, requires pre-funding	Real-time or scheduled, direct from your account
Vendor onboarding	Heavy card bias, ACH or check	Your/vendor's preference
Check payments	Drawn on their account	Drawn on your account
Payment delivery	2 – 10 days	Immediate
Accounting Integration	Middleware or custom	Native
Same-day transactions	1% up charge	Standard

What you're not hearing in demos

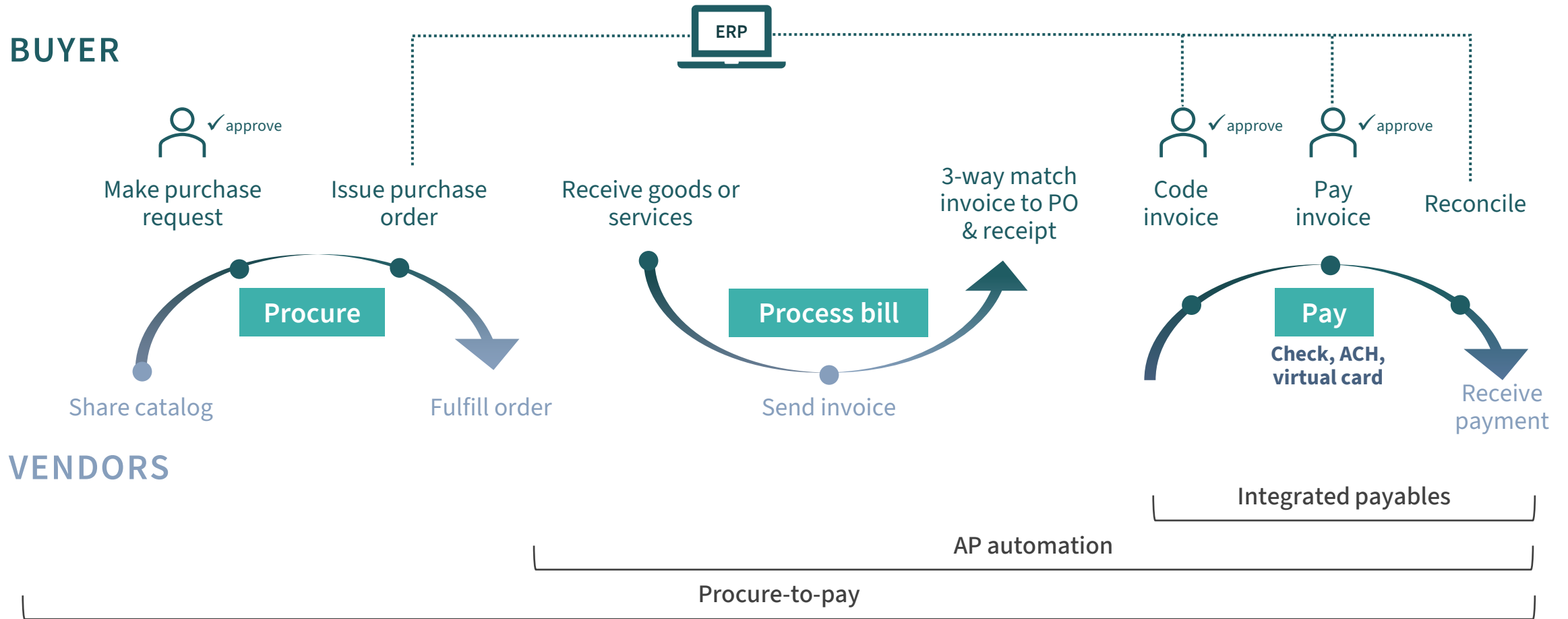
- Questions most buyers forget to ask:
 - Who controls how my vendor is paid
 - How do you achieve such high card adoption rates?
 - Is pre-funding required?
 - How do I issue a stop payment?
 - How do I re-issue a check? How long will it take to get my cash back?
 - How much interest are you earning on my cash?

What embedded banking looks like:



No pre-funding, no sub-accounts. **Platform never handles the cash.**

Determining the right level of AP Automation for your business



Putting it all together:

- Less Common Features:

- Purchase Orders
- Material Receipts
- 3-way match
- Digital payments
- Reconcillation

- Table Stakes:

- OCR
- Smart matching/coding
- Virtual cards and rebates
- Vendor on-boarding
- Approval workflows
- Email & portal ingestion
- Vendor portals
- Role-based Security

Building a fraud resistant AP Strategy



PREVENT DATA BREACH

- Automation-enforced segregation of duties
- Adopt the PCI “out of scope” posture
 - Do not **collect, store or transmit** sensitive data
- Regularly conduct phishing security tests
 - Phishing simulators help you find/address vulnerabilities
- Do not accept any remittance updates via email, only phone
- Explore virtual cards
- Avoid ACH debit transactions
- Use Account Validation Service match for ACH transactions



LIMIT BREACH EXPOSURE

- Replace plastic with digital cards
 - One-time use
 - Discreet transaction
 - Set credit limits
 - Control activation period
- More frequent reconciliation
- Implement positive pay
- For the checks you must print, consider using a third-party printer
- Use a zero-balance (ZBA) or dedicated disbursement account to fund check/ACH payments



PROTECT VENDOR DATA

- See **PREVENT DATA BREACH**
- Keep business transactions inside trusted financial applications
 - Email is not a trusted app
 - Adopt a vendor portal
- Be suspicious of changes
- Manage employee/1099 reimbursement as you would vendors

Buyer's Checklist: What to Ask Before You Choose

- Do they require pre-funding?
- Who controls timing and method of payments?
- Are vendor preferences customizable and secure?
- How long is implementation, and how complex is the file format?
- What kind of vendor onboarding support is included?

Final Takeaways

- AP Automation has evolved, the business models haven't
- Most platforms automate the easy stuff
- Few give you control over payments and visibility
- Start with your bank

Thank You!

Steve Weber

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