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Q&A — Asking Questions

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Moderator

Steve Shannon

Director

Partnership Marketing, Business Development

IMA

Featured Presenter

Ram Bartov, CPA

Executive Vice President, Finance,

Corporate Controller

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Ram Bartov's Biography

- As Executive Vice President of Finance, Ram oversees all the accounting functions, procurement and payroll for TripActions. Prior to TripActions Ram has successfully guided teams to scale in hyper growth environments where he served as VP Finance, Corporate Controller at Snowflake, Chief Accounting Officer and interim CFO at Talend and various leadership roles in companies that span the software, hardware and medical device industries.

- Ram is a CPA and started his Career in KPMG, Tel-Aviv. Ram, his wife and two kids reside in Redwood City, CA.

Learning Objectives

Upon completing this webinar, you will be able to:

1. Identify ways to eliminate time-consuming and manual expense management processes in your organization to prioritize higher value-added work.
2. Recognize cost savings in a decentralized workforce through automated policy controls and tracking of real-time employee spending and trends.
3. Explain how to adapt your expense management process to changing market conditions, like a remote workforce.

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T&E is one of the company's largest expenditures

2nd
largest controllable
expenditure is T&E

82%
of businesses fail due to
cash flow issues

Yet managing this spend is painful for all parties

Reconciliation is manual

Accounting teams spend hours every month manually reconciling transactions

Paying for business expenses is a hassle

Employees often front personal dollars for business expenses. Reimbursement is a manual, inefficient process

Controlling spend is impossible

Finance teams lack full control due to out-of-policy spend and delays in expense report submissions

Polling Question 1

Which of the following is the greatest source of frustration about expense management?

a) Chasing receipts
b) Time wasted on reconciliation
c) No visibility into real-time spending
d) No payment audit trail

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Polling Question 1 Results (Placeholder)

Key Challenges for Spend Management

Digitally Disconnected

Budget/policy not connected to approvals; **Approvals not connected** with accounting software

Undue Burden

Employees pay out of pocket for company expenses and **managers review** against company's money

Lack of Context

Context matters when employees are spending company money

Delayed Visibility

Expense **reports** can be **submitted months after spend** has happened

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Expensing a coffee today...

EMPLOYEES

Review policy → Front personal dollars → Save receipts → Input expense details → And then…. wait...

MANAGERS

Analyze details → Review for errors → Approve

ACCOUNTING

Review → Ensure compliance → Reconcile → Enter into books → Load into payroll

How do I better monitor and manage overall spend?

The risk

Without clear spend data, it's difficult to assess financial impact and budgeting
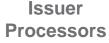
The need

Having data together in one place for enhanced spend visibility and control in order to plan more carefully and drive compliance

Next-gen fintech enablers can help

Issuer Processors

Provide in-auth controls to make **decisions in real time** on virtual and physical cards

Card Networks

Mobile payment provisioning and **richer data/control** before, during and after a transaction

Bank and ERP Connectors

Enable **access to financials** for **seamless visibility** and **movement of funds**

Character Recognition

Pull **individual line items** from a **typed or hand written** receipt or folio with accuracy

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Flexible Payment Solutions for All Business Spend

Virtual Cards.
Generate single-use or recurring virtual cards for secure online spending

Physical Cards.
Allow for on-the-go spending with physical corporate cards

Polling Question 2

Please indicate the extent to which you agree with the following statement:

At my company, finance leaders have identified the scenarios they need to consider when developing policies for employees when they are making business expenses.

a) Strongly agree
b) Agree
c) Disagree
d) Strongly disagree
e) I don't know

Polling Question 2 Results (Placeholder)

Proactive Policy Controls & Automated Approvals

Custom policy builder.

Set up spending policies tailored to your company with a configurable policy builder

Total financial control.

Automatically enforce compliance with built-in policy controls

Automated approval workflow.

Review only flagged expenses while automatically approving and reimbursing everything else

Polling Question 3

How does your company approve spend today?

a) Line managers approve purchases
b) Managed by a dedicated spending team
c) Finance team approves purchases
d) Automated approvals according to policy workflow

Polling Question 3 Results (Placeholder)

Real-Time Spend Visibility

Complete visibility into spend.

Get access to on-demand spend analytics in real-time

Interactive performance dashboards.

Slice and dice T&E data with unprecedented granularity

Smarter, informed decisions.

Transform your spend data into compelling and actionable insights to drive cost savings and efficiency

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Polling Question 4

Please indicate the extent to which you agree with the following statement:

At my company, finance leaders have great visibility on what is spent.

a) Strongly agree
b) Agree
c) Disagree
d) Strongly disagree
e) I don't know

Polling Question 4 Results (Placeholder)

When it all comes together….

Employers reimburse employees for out-of-pocket expenses; employees pay employers for personal expenses

Policy and budget controlled corporate cards for all employees

No filing, reviewing or approving expense reports… ever again

TripActions

4,000+ customers

8 global offices

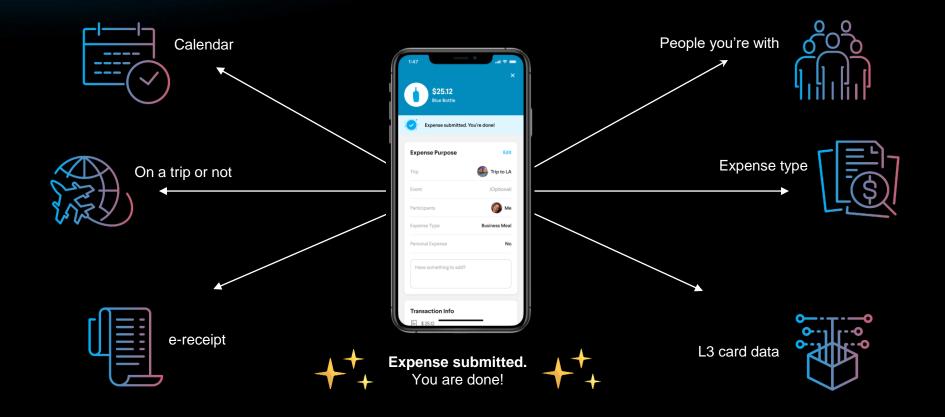Leader by IDC

Forbes Cloud 100:
2020, 2019

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2020 Cloud 100
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G2 BEST
SOFTWARE FOR
2020

G2
Leader
Enterprise
FALL 2020

IDC
Analyze the Future

Real-Time Spend Visibility

Automated contextualized information

Calendar

People you're with

On a trip or not

Expense type

e-receipt

L3 card data

Expense submitted.
You are done!

Questions & Answers

Use the **Q & A Panel** *to send your questions to our panelists.*

Ram Bartov, CPA
Executive Vice President, Finance,
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Director
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Business Development
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Thank You to Our Featured Presenter!

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Executive Vice President, Finance,

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Final Reminders

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