

How to Achieve Scale in Accounts Payable

Dave Wieseneck, Expert-in-Residence, Ramp

Matt Mayer, Technical Consultant, Ramp

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The Association of
Accountants and
Financial Professionals
in Business



Featured Panelists



Dave Wieseneck,
Expert-in-Residence, Ramp
(Recovering CFO)

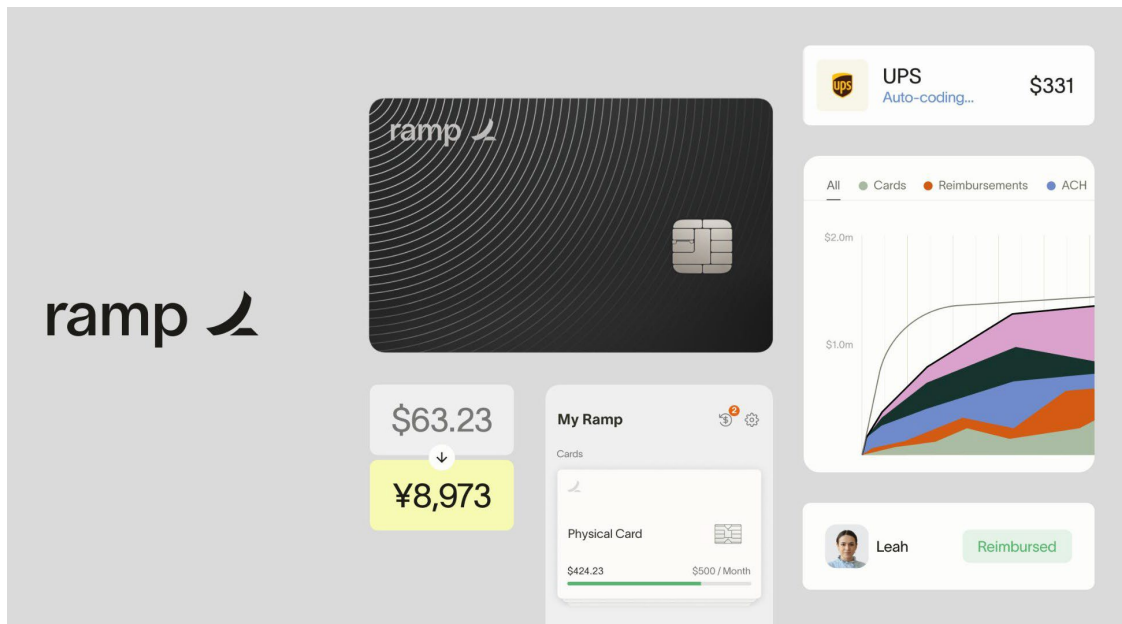


Matt Mayer,
Technical Consultant, Ramp

Agenda

1. Key AP innovations for lean finance teams
2. Technology in action: Live demonstration
3. Beyond AP – Total spend control

About Sponsor's Organization



Ramp is the ultimate platform for modern businesses

We help companies control spend, automate accounting, and manage vendors together in one place

We help the average customer save 5% per year on expenses.

1. Key AP innovations for lean finance teams

Intro: OCR



Optical character recognition

Technology that converts images of text (like scanned documents or photos) into editable and searchable text on a computer


1931:

The first OCR patent was filed by Emanuel Goldberg

Today:

Nearly 70% of AP team time is spent on manual data entry...

Challenges

 **slack**

Slack
500 Howard Street
San Francisco, California 94105

Bill To:
Ramp Inc.
28 W 23rd St,
New York, NY 10010

INVOICE
927223

Date: May 1, 2024

Payment Terms: Net 30

Due Date: May 30, 2024

Balance Due: \$1,725.00

Item	Quantity	Rate	Amount
Business+ Monthly User License - May 2023	115	\$15.00	\$1,725.00

Subtotal: \$1,725.00

Tax (0%): \$0.00

Total: \$1,725.00

Traditional OCR was programmed to only ‘look’ and copy certain parts of the invoice.

This worked well for invoices that followed a standard, simple format...

Poll Question #1:

How long does it take to draft a single bill?

- A. 2 minutes
- B. 5 minutes
- C. 8 minutes
- D. 15+ minutes

RAMP
ATTN: Finance DEPT
23W 22nd St
New York, NY 11211

PDS Global Services
PO Box 66
322 Hope Street, SD
10011

Customer ID		9999	PO #		Payment Terms		
Contract Ref	Description	Quantity	Factor	Unit Price	Net 45 Ext. Price		
LIST RENTAL							
NAH0952							
Sec 3.3.b.ii	MINIMUM CHARGE	1.000	Each	27.142	27.14		
Sec 3.3.d.i	OUTPUT(1)EACH	1.000	Each	28.051	28.05		
Sec 3.3.a	SELECTION-BASIC	3.035	M	5.049	15.33		
Sec 3.3.b.ii	SOURCE SELECTION	9.105	M	1.122	10.22		
Sec 3.3.b.i	ZIP/SCF SELECTION	3.035	M	1.122	3.41		
Subtotal					84.14		
NAH0954 RX ON 22031							
Sec 3.3.d.i	OUTPUT(1)EACH	1.000	Each	28.051	28.05		
Sec 3.3.a	SELECTION-BASIC	10.159	M	5.049	51.29		
Sec 3.3.b.ii	SOURCE SELECTION	40.636	M	1.122	45.59		
Subtotal					124.93		
NAH0956 SEV-052							
Sec 3.3.b.ii	MINIMUM CHARGE	1.000	Each	47.762	47.76		
Sec 3.3.d.ii.A	OUTPUT(2)SECURE FTP < 250000 RECORDS	1.000	Each	28.051	28.05		
Sec 3.3.a	SELECTION-BASIC	1.351	M	5.049	6.82		
Sec 3.3.b.ii	SOURCE SELECTION	1.351	M	1.122	1.52		
Subtotal					84.15		
NAH0957 Learning Course 002							
Sec 3.3.b.ii	MINIMUM CHARGE	1.000	Each	38.032	38.03		
Sec 3.3.d.ii.A	OUTPUT(2)SECURE FTP < 250000 RECORDS	1.000	Each	28.051	28.05		
Sec 3.3.a	SELECTION-BASIC	2.147	M	5.049	10.84		
Sec 3.3.b.ii	SOURCE SELECTION	6.441	M	1.122	7.23		
Subtotal					84.15		
NAH0958 Service charge							
Sec 3.3.b.ii	MINIMUM CHARGE	1.000	Each	30.752	30.75		
Sec 3.3.d.ii.A	OUTPUT(2)SECURE FTP < 250000 RECORDS	1.000	Each	28.051	28.05		
Sec 3.3.a	SELECTION-BASIC	3.012	M	5.049	15.21		
Sec 3.3.b.ii	SOURCE SELECTION	9.036	M	1.122	10.14		
Subtotal					84.15		
NAH0959 Trial period							
	DEMO OVERLAY	1.000	Each	500.000	500.00		
Subtotal					500.00		
NAH0961 Security letter							
	Age - Input Individual Default to 1st	1.835	M	7.000	12.85		

Imagine encountering an invoice like
this....

What's changed



Modern OCR leverages LLM to parse through the entire invoice

- Capture more detail
- Logical reasoning
- Understands language

AVI Consulting →

Finance's Tofu Speakeasy · R00372406

Overview

Activity 2

Bill details

Invoice date

July 31, 2024

Due date

September 14, 2024

Description

Invoice for various list rental and data processing services

Description	Category	NetSuite Departme...	NetSuite Location	Amount
MINIMUM CHARGE	3100 - Legal and t	Product	New York City	\$27.14
OUTPUT(1) EACH	3100 - Legal and t	Product	New York City	\$28.05
SELECTION-BASIC	3100 - Legal and t	Product	New York City	\$15.32
SOURCE SELECTION	3100 - Legal and t	Product	New York City	\$10.22
ZIP/SCF SELECTION	3100 - Legal and t	Product	New York City	\$3.41
OUTPUT(1) EACH	3100 - Legal and t	Product	New York City	\$28.05
SELECTION-BASIC	3100 - Legal and t	Product	New York City	\$51.29

The result?

1. Higher accuracy
2. Can extract additional details (line items, descriptions etc)

Reduction in bill processing time by 50-75%

What to consider

Nearly ALL AP providers (and even your ERP) will have some form of OCR.

Evaluation criteria:

1. Accuracy
2. Ability to capture line items
3. Scanning time
4. Cost (yes some providers charge a per invoice cost)

The best method to validate OCR is to...

Submit an invoice!

Intro: Vendor management



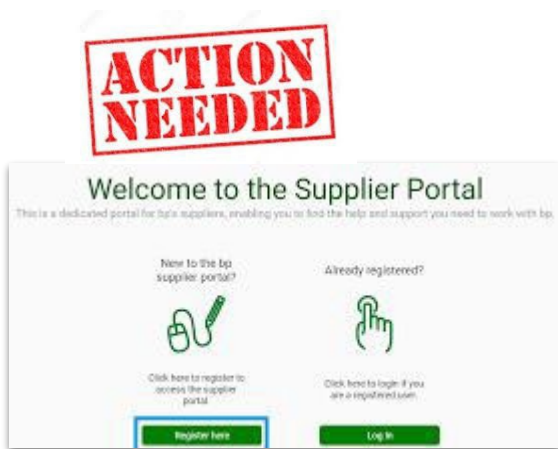
Vendors are a critical part of our business ecosystem.
Strong vendor relationships can:

- Decrease costs
- Decrease requisition time + provide supply chain stability
- Increase operating efficiency

Yet...

~40% of finance teams reported spending **over 6+ hours each month managing vendor communications**

Challenges



Legacy providers often prioritized only AP team needs (or their own!)

1. Rigid payment and onboarding process
2. Limited data access and communication
3. Manual and error prone interactions

Vendors were often reluctant to provide information to these portals and it strained relationships!

Vendor management consists of....

Vendor onboarding

Verification and
validation

Payment tracking

Issue resolution and
dispute management

Tax and compliance

Performance
tracking and
validation

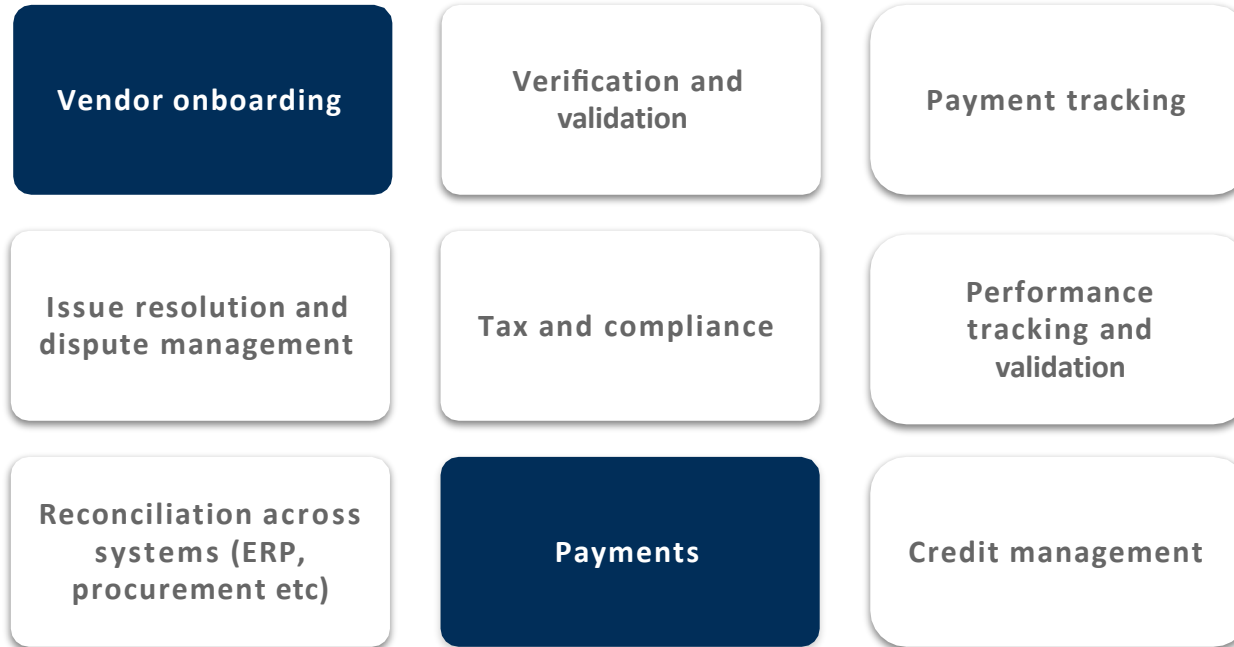
and
more....

Reconciliation across
systems (ERP,
procurement etc)

Payments

Credit management

Yet most providers only cover the bare minimum



What's changed

Vendor management stopped being an afterthought in AP solutions...



More automation

Contract analysis, onboarding tools, tax support, renewal dashboard etc.



Greater transparency

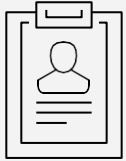
Real-time visibility into payment status and timelines



Shift from transactional to relationship driven

Realigning the product experience to ensure incentives are aligned across both parties

Tax and reporting workflows have improved significantly....



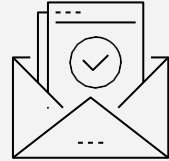
**Auto-detect 1099
vendors**



**Capture signed W9
forms**

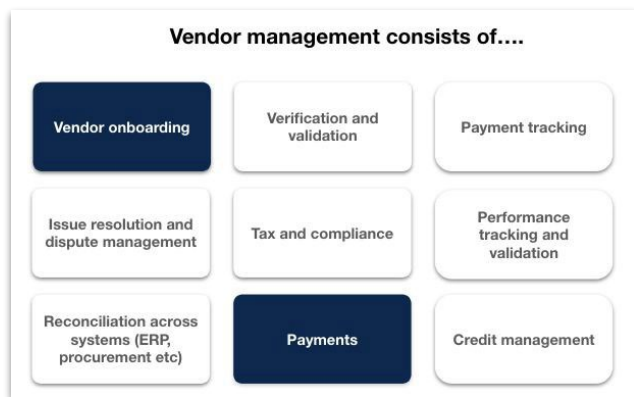


TIN verification



**Direct tax form
filing**

How to evaluate



Build your own scoring criteria!

Most AP solutions will have some form of vendor management capabilities

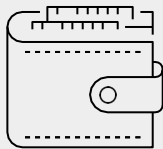
Things to consider:

1. What capabilities are most important to you
2. Does it reduce friction for vendors and your team
3. What data and insights are available to you

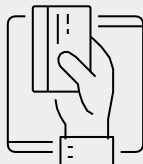
... Would you put your customer through it?

Intro: Spend management platforms

Reimbursement



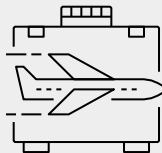
Corporate cards



Direct and indirect spend (AP)



Travel



There are many different avenues to facilitate business spend....

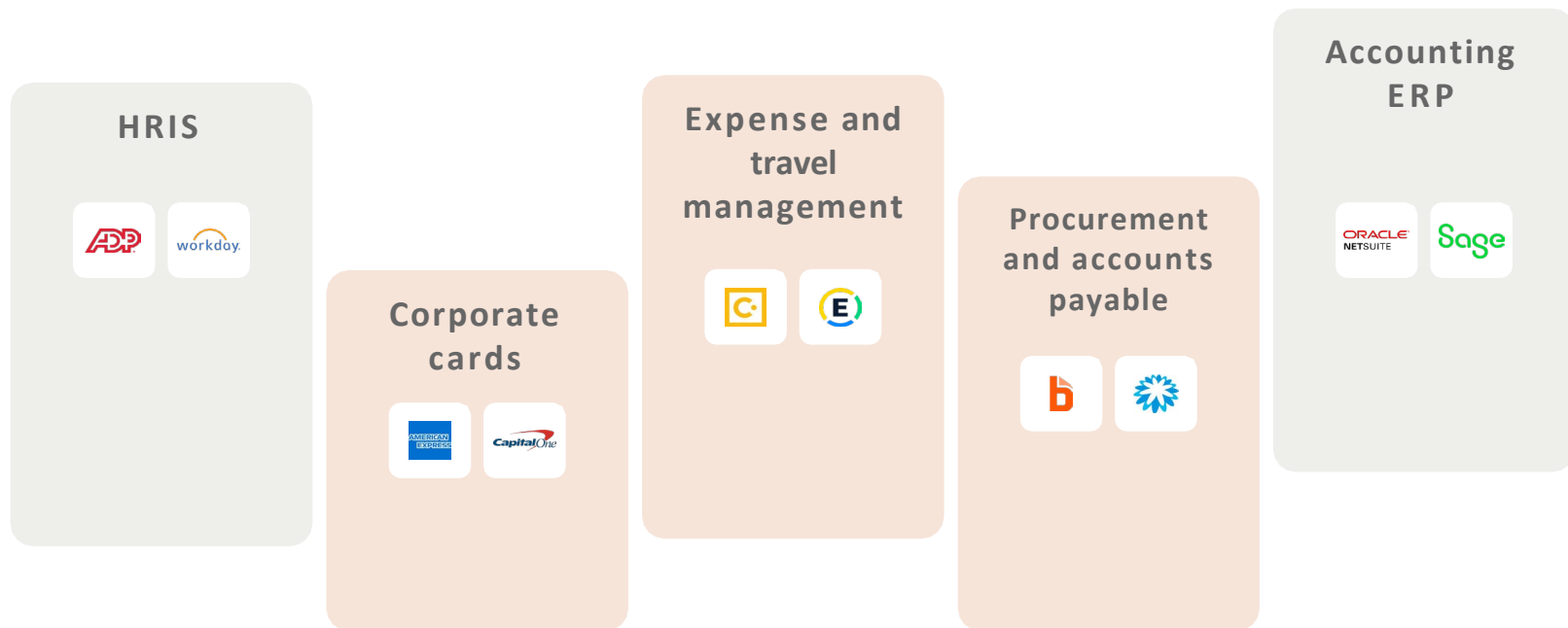
Poll Question #2:

What % of your business spend occurs outside of AP?
(ex payroll)

- A. 10%
- B. 20%
- C. 30%+

Challenges

Teams are toggling between fragmented tools that require time-consuming, manual effort



What's changed

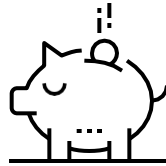
More teams are electing to consolidate their finance stack....



Advantages...



Enhanced visibility and control



Cost savings and optimization



Improved efficiency and automation

How to evaluate



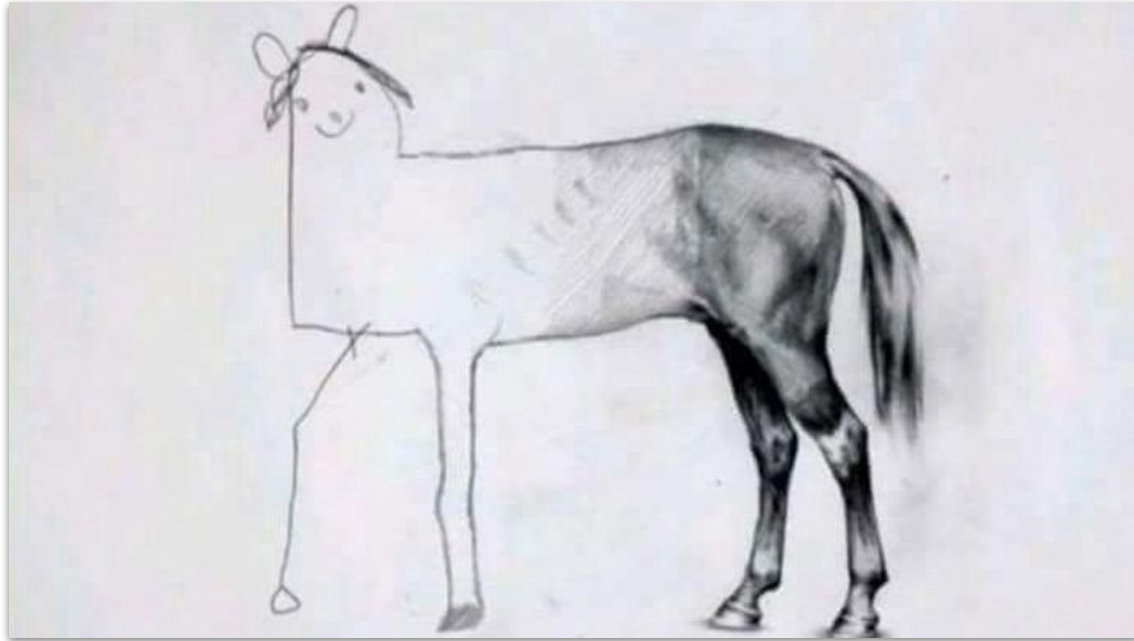
+



Things to consider:

1. Ability to handle different types of spend
2. Scalability and flexibility
3. User experience + support
4. Integration quality
5. Cost

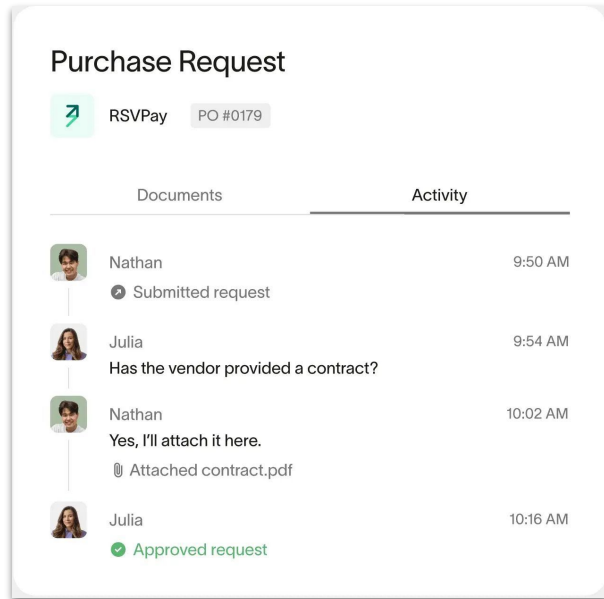
Example: You've built the most efficient AP system, but have no upfront controls...



BONUS: Intake...

Imagine a world where **every bill** in AP arrives with all relevant context—approved, aligned, and **ready to process**....

What's changed



Shift towards one central node for employees to request spend

1. Tools to reduce barrier to entry (AI intake)
2. Collaborate with all counter parties in a single platform

Poll Question #3:

How do you manage spend requests today?

- A. Reactively (you only find out after the fact!)
- B. Mixture of spreadsheets and emails
- C. Dedicated intake or spend software

Advantages...

1. Reduce waste and non-compliant spending
2. Accelerate the AP workflow
3. Stronger financial oversight

2. Technology in action: Live demonstration

Poll Question #4:

What would you find most impactful for your team?

- A. Invoice capture
- B. Vendor management and onboarding
- C. Purchase order matching

3. Practical tips on moving beyond AP

Intro:

Spend control matures over time...

01

**Card based
purchasing**



02

**Approve spend
before payment
(AP)**



03

**Approve before
purchase (P2P)**



When to start

Shift to approve spend before payment (AP)

1. Process 10-20 bills per month
2. Paying bills via card or via bank portal

Shift to approve before purchase (P2P)

1. Process 100+ bills per month
2. Have 200+ FTE
3. Your current approval process is causing delays

Where to start

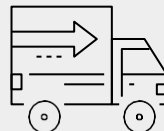
Pre-approvals

Not all spending requires the same level of control. Start with areas where intake will provide the most benefit

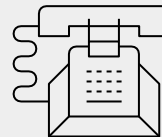
Think...

1. High value or impact purchases
2. Recurring or contractual commitments
3. Compliance sensitive categories

1. Direct spend



2. Indirect spend



ex.
Software..
Contracting..
Cloud computing....

Question & Answers



Dave Wieseneck
Expert-in-Residence
Ramp
(Recovering CFO)



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Technical Consultant
Ramp

Thank you!

[Ramp.com/bill-pay](https://ramp.com/bill-pay)



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