



CAAS Webinar

The Real-Time Benefits of Automation

Our UHY Presenters



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Agenda

- Manual processes can be painful
- Why now is the time to automate
- What to automate
- How to build an ecosystem
- Accounts Payable automation
- Gross margins
- Case studies
- Looking forward



Manual processes can cause chaos



Is your back-office ripe to automate? Do you have:

Disparate
systems

Double data
entry

Inefficient
processes

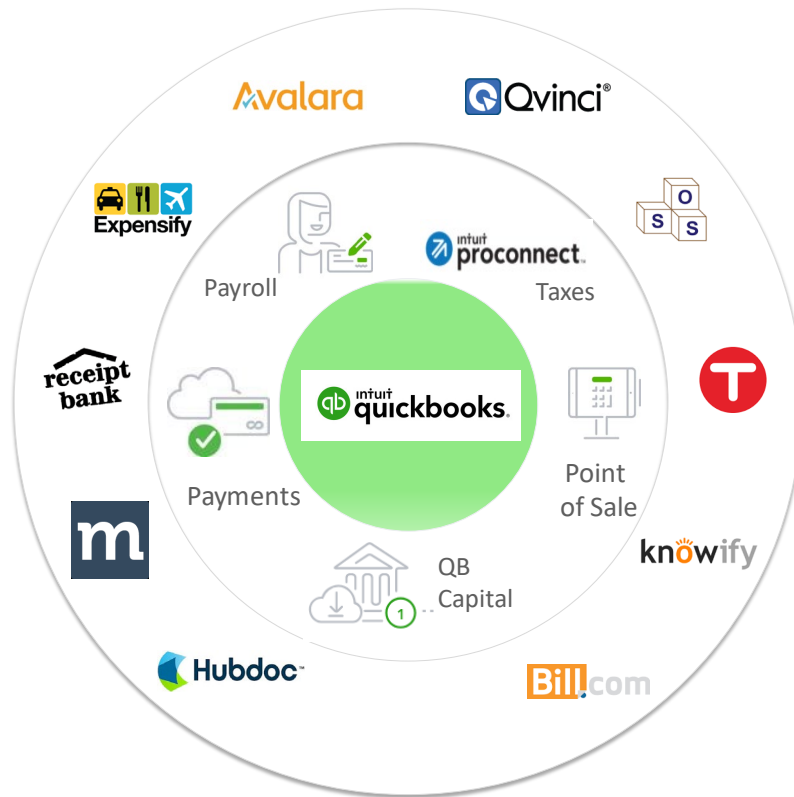


What processes could be automated?

Financial Preparation	Reconciliation	Accounts Payable	Accounts Receivable
<ul style="list-style-type: none"> • Monthly reports (P&L, balance sheet, cash flow) • Drive close process • Adhere to departmental controls • Comply with company policies and procedures • Research on accounting issues • Fixed Asset maintenance • Sales & use tax filing • Budgets 	<ul style="list-style-type: none"> • Reconcile consultant hours • Reconcile bank accounts • Reconcile credit cards • Investigate variances and notify 	<ul style="list-style-type: none"> • Invoice processing • Following AP approval process • Disbursements: checks, ACH, EFT • Review time and expense • Vendor maintenance • Month-end AP accruals • Analysis of expense GL's and other AP related reports 	<ul style="list-style-type: none"> • Monthly revenue accruals • Reconcile deliveries • Customer master maintenance • Cash application • Create account receivable aging reports



Where to start? General ledger software

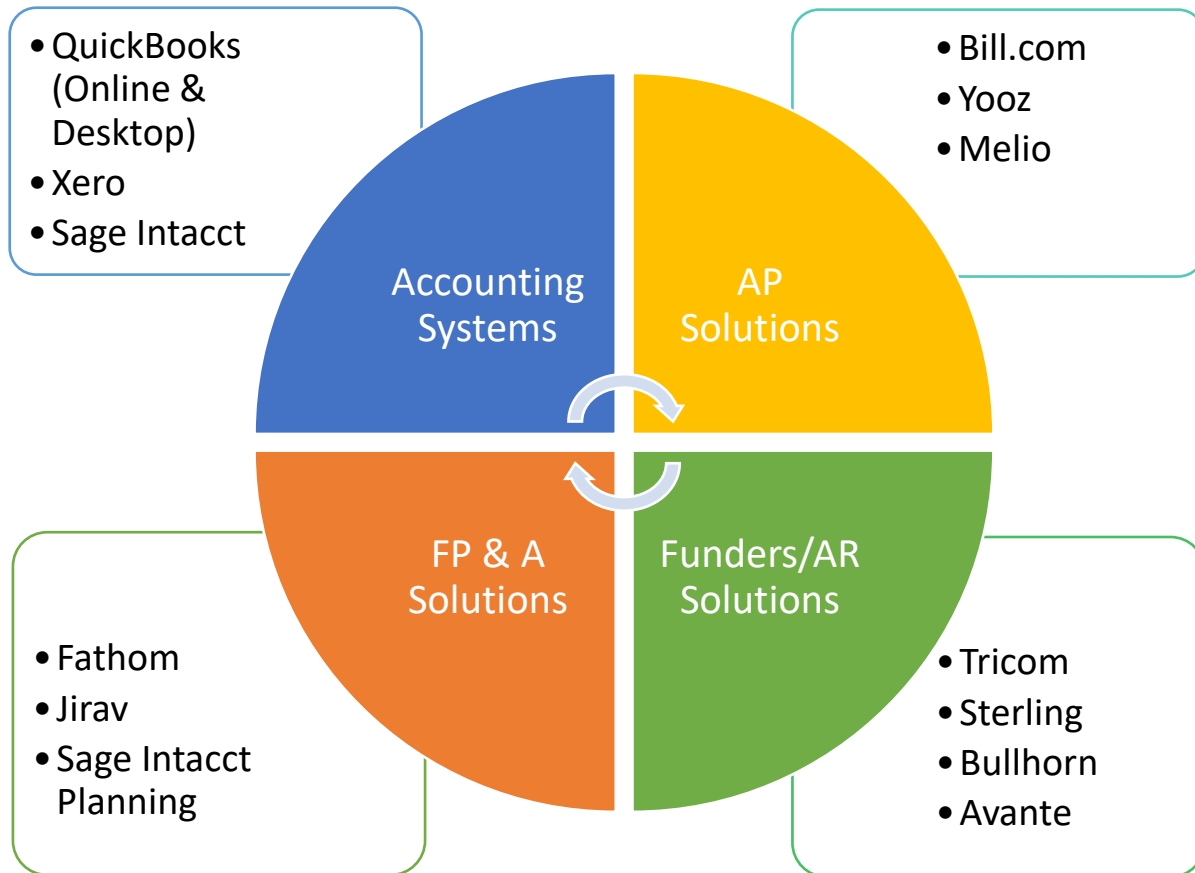


Key values

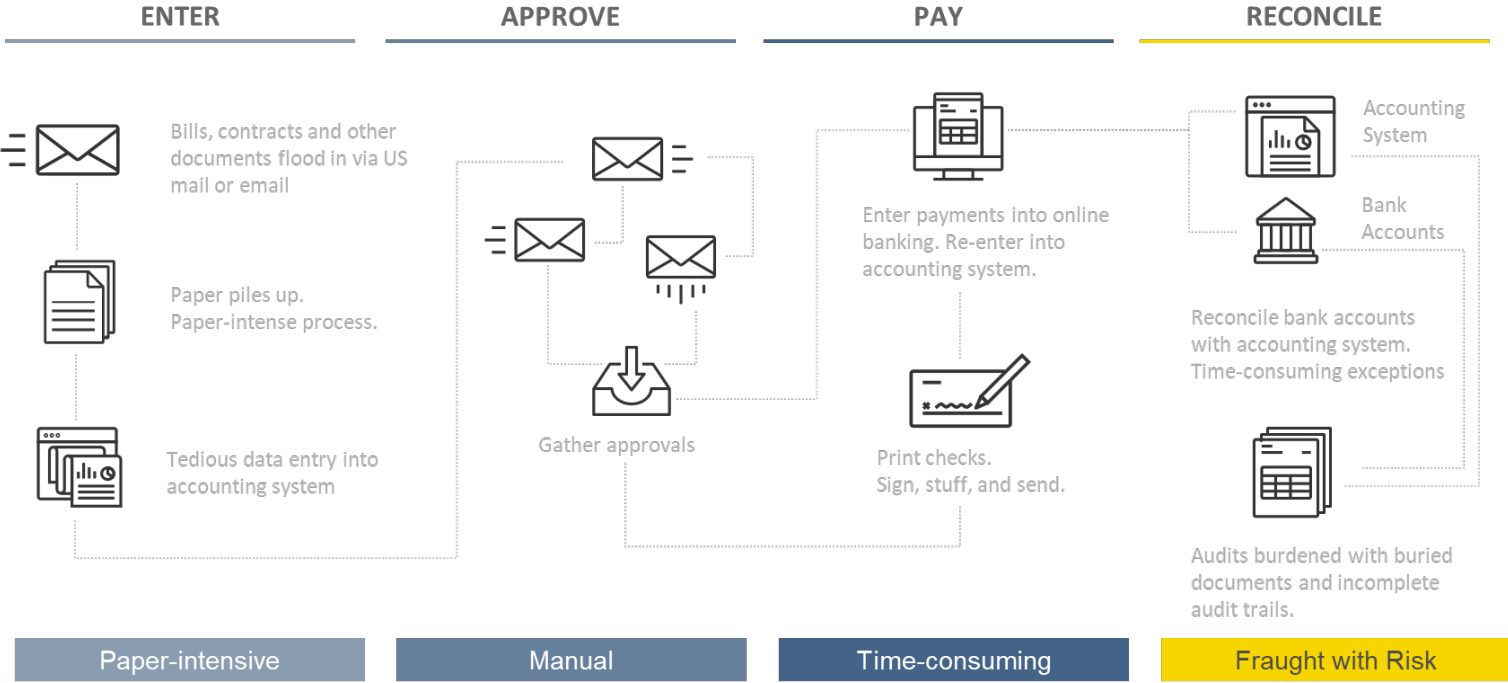
- 650+ Apps within marketplace
- Simple to deploy, train and use
- Connects with 1,000's of financial institutions
- Integrated Payment Gateway (Merchant Services)
- Custom reports
- Mobile application
- Sales tax rates automatically calculated
- Integrated payroll



How to build an ecosystem



Accounts payable is a painful process for most



Simplify the accounts payable process

4 Easy Steps

ENTER



Send bills via email

APPROVE



View and approve bills online from any device

PAY



We pay for you

ACCOUNT



We add the details to your books

Paperless

Automated

Simple

Efficient



Benefits of AP Automation

- Transparent
- Accessible
- Creates checks and balances within your system
- Reduces manual processes
- Improves quality, consistency, and timeliness
- Provides secure payment disbursement



Targeting gross margins

Gross margin percentages:

- Light industrial 15% – 18%
- IT 22% - 27%
- Medical 25% - 30%
- Office staff 20% - 25%



Case studies

- Large staffing company with 10 different locations
 - QBO, Bill.com and Advanced Partners (Funder)
- Large staffing company with 5 different state locations
 - QBO and ADP
- Medium staffing company
 - QBO, Bill.com and ADP
- Start-up staffing company (less than one year)
 - QBO and Bullhorn (Funder)



Looking forward: FP&A, RPA & AI

FP&A, RPA & AI adoption is growing rapidly

- **89%** of High-Growth area for clients improving FP&A
- **44%** of clients starting to use RPA
- **38%** are using some type of AI



Considerations/Questions

- Do you receive financials on a timely basis?
- Can you make quality decisions based on those financials?
- Are you experiencing challenges hiring and keeping qualified talent?
- Do you want to make improvements in productivity and efficiency?
- Is your technology outdated or on/premise?
- Are you manually updating data from different systems?





Questions?

The Growing Need for Automation, AI & RPA