

Procure-to-Pay Automation Releases Resources  
To Deliver Better Frontline Services

**VISA**

 **cloudBuy**

**3M**

**NHS**

Shared Business Services



What is the procure-to-pay process?

Sourcing  
and Order  
Placement

Payment,  
Settlement and  
Reconciliation

Reporting,  
Control &  
Audit

# Procure-To-Pay...



**01** Rationalize Spend

**02** Optimize Procurement

**03** Monetize Payment Stream

...and why all the focus and attention at this point in time?



How much of overall procurement should go through an automated Procure-To-Pay solution?



Do organizations  
need a  
purchasing  
application AND  
a procure-to-pay  
solution?

# Does Procure-To-Pay rely on punch-out connections for catalogue content?

What effect does the move to a Procure-To-Pay system by a client have on the suppliers' cost model?



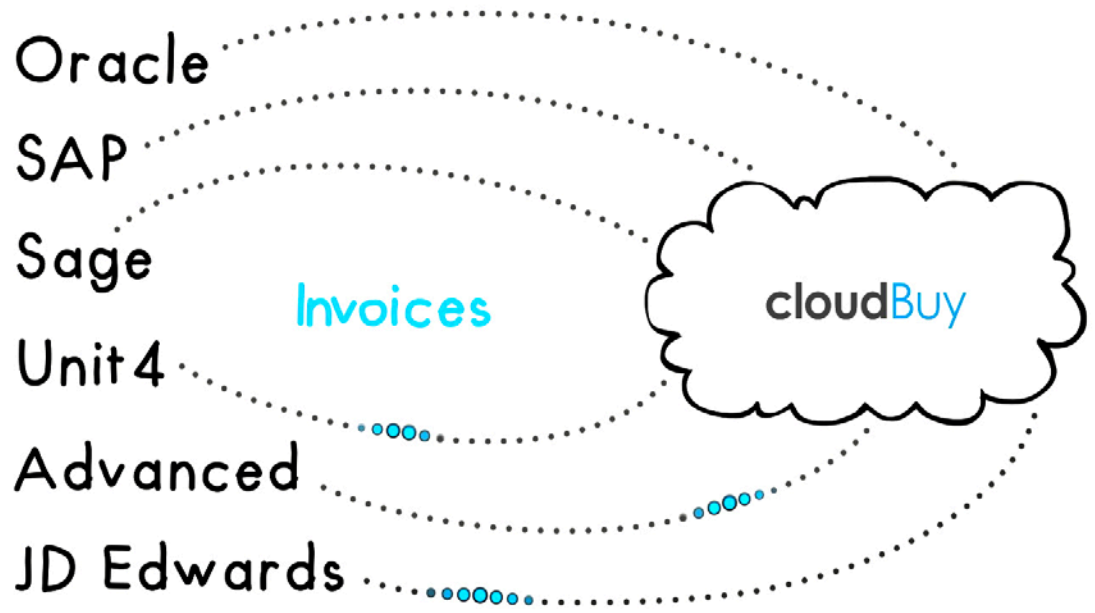
Does automating procure-to-pay processes change (improve) the way you pay and how?



How does it impact the relationship with your suppliers?



# Is it difficult to integrate a Procure-To-Pay solution with an existing ERP?



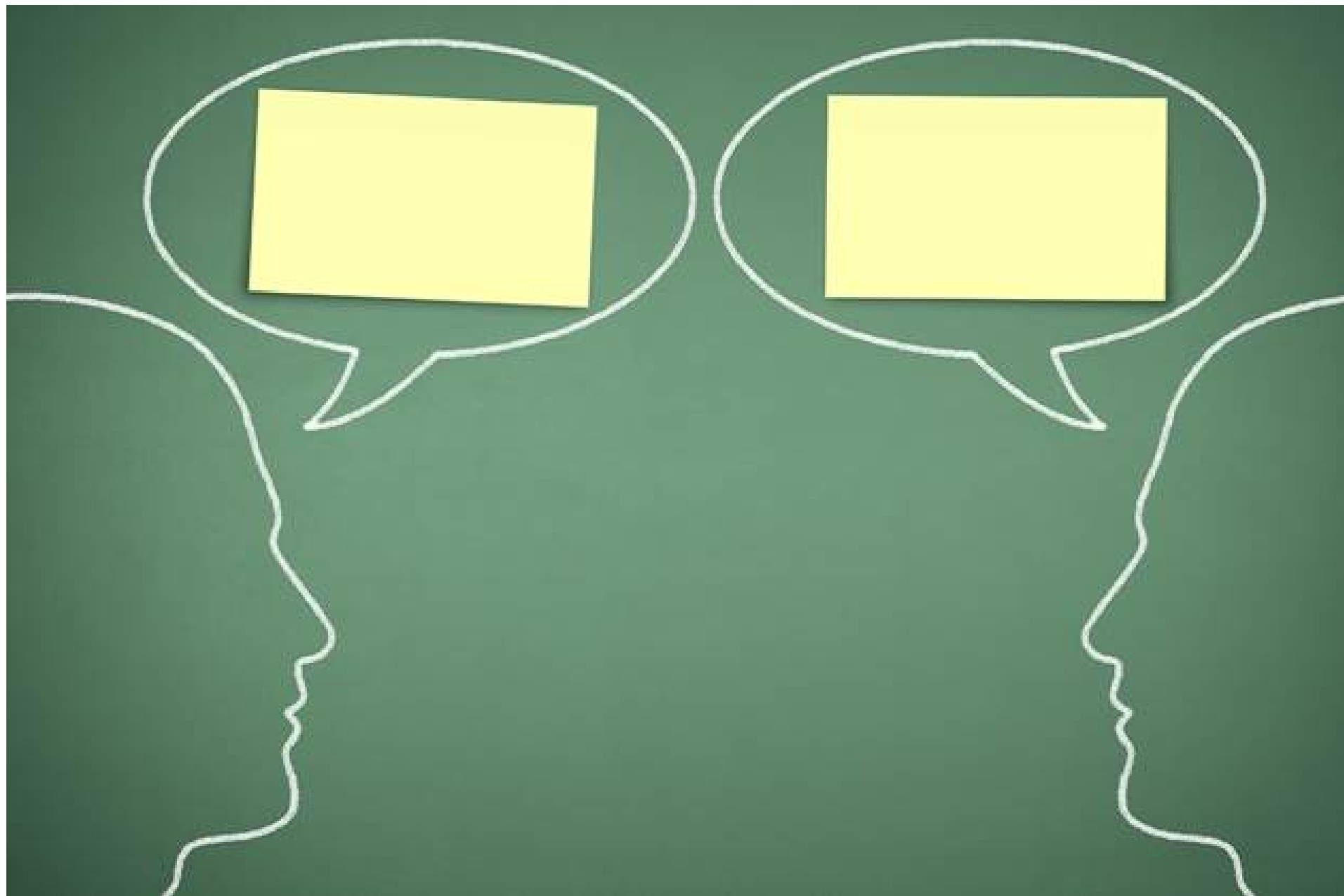
Why is the relation between the procurement of and the payment for goods/services purchased important?

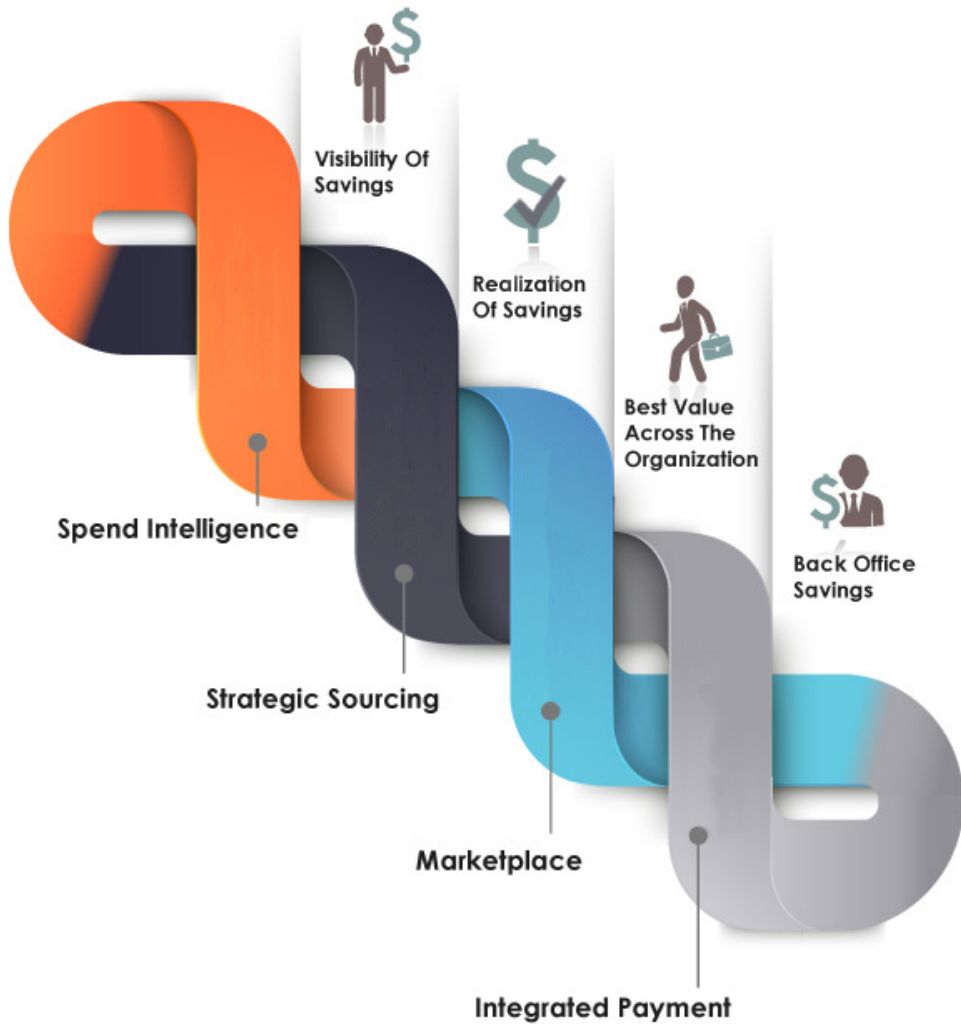
How do users know the information is reliable?



Should organisations mandate Procure-To-Pay internally to drive adoption and compliance?







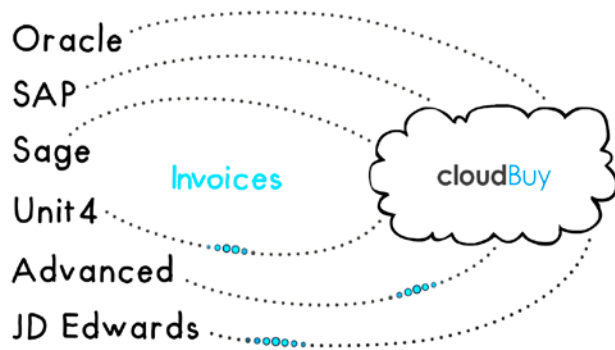
How does Procure-To-Pay deliver a return on investment (ROI)?

Should a global organisation implement a single Procure-To-Pay solution or operate in silos?





Should Procure-To-Pay be rolled-out to end users?



Do suppliers have similar need and upside for investment in Procure-To-Pay solutions?





