apexanalytix.

Ultimate supplier management.

The Deployment Spike

Case Studies in New Tech
Deployments Upending Controls

Danny Thompson
Chief Product Officer
apexanalytix

250+ Fortune 500 and Global 2000 Clients

200
Recovery audits performed each year

$8B
Overpayments prevented or recovered, annually

9.5
The highest NPS Score in the Industry

35
Years of continuous innovation and profitable growth

90M
Supplier golden records, scored for accuracy, opportunity and age

98%
Global trade languages covered

1K
Integrated external validation & enrichment data sources

$9T
Spend protected annually

apexrecovery®
Accounts Payable
Unclaimed Property
Contract Compliance
Sales & Use Tax
Telecom, Utilities & Waste

firststrike®
AP Controls
Retail.ai

apexportal®
Discovery
Registration
Risk Management
Fraud Management
BankPro
ESG Management
InsurancePro
CyberPro
Diversity Management
Inquiry & e-Invoicing
Dynamic Discounting & SCF
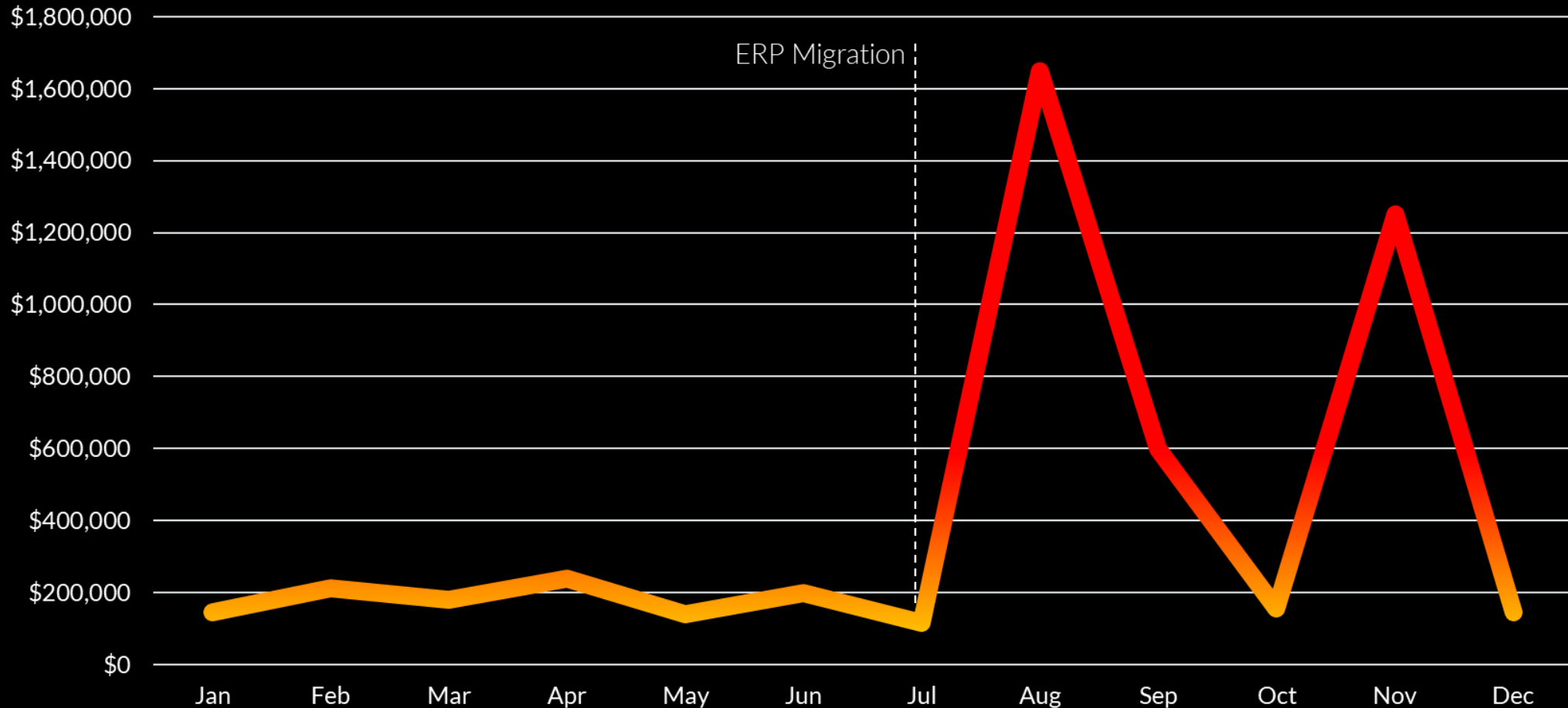Performance Management

smartvm®
Web/API
Plus

apexanalytix®
Ultimate supplier management
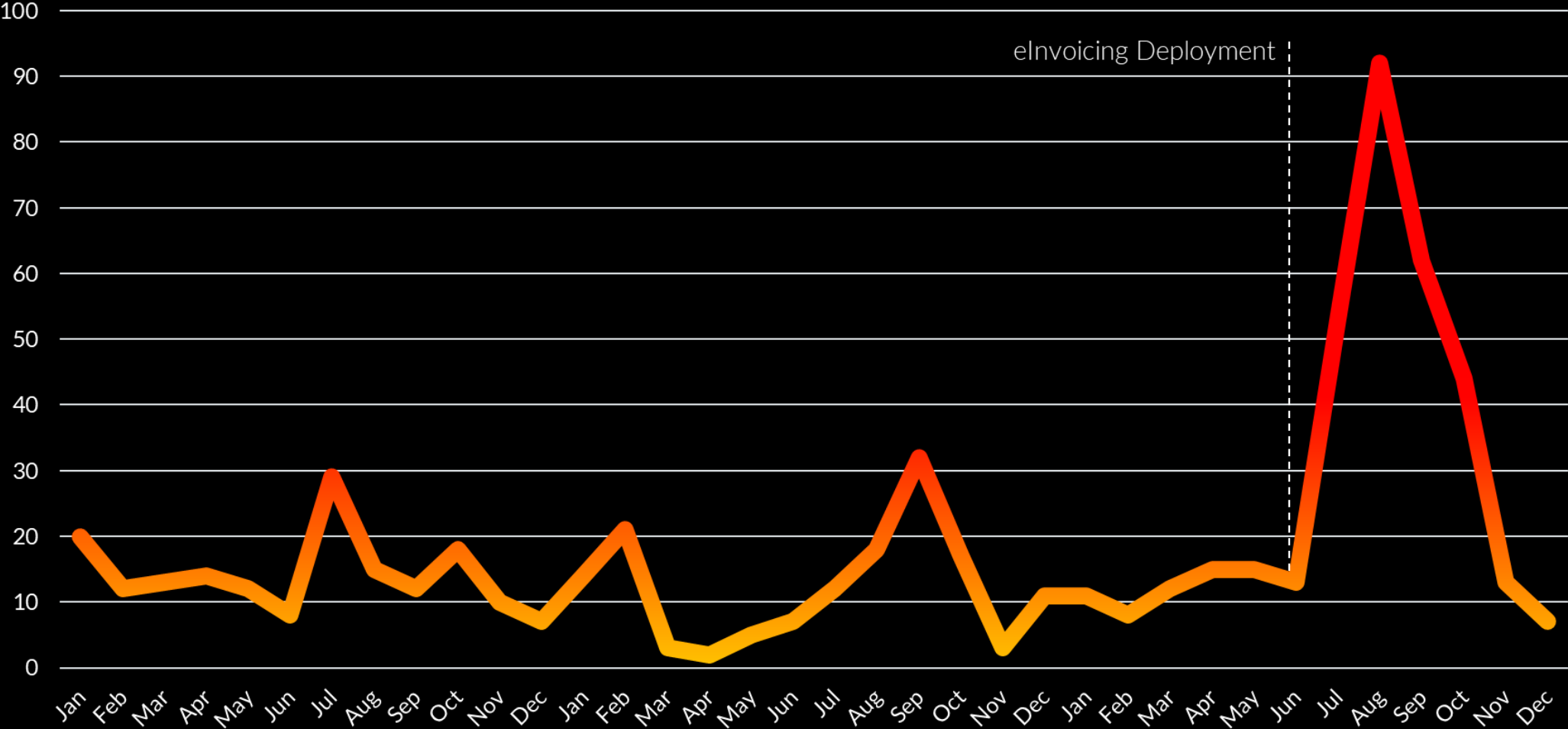
Information. Risk. Opportunity.

Case Study
Duplicate Payments Increase from an ERP Migration

Case Study
Duplicate Payments Increase from an eInvoicing Deployment

Why duplicate payments happen
The one-two punch.

1. Day-to-Day Control Gaps
- Multiple invoice submission methods
- Suppliers submitting the same invoice in different ways
- Invoice approvers accidentally approving invoices twice
- Vendor master problems

2. Major Disruptions
- ERP migrations
- M&A
- eInvoicing deployments
- Invoice processing changes

...And many more

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What's the impact?
$2M per billion in spend, that's how many overpayments slip through normal ERP controls; **firststrike** catches them.

SAP DUPLICATE CHECK
Requires an exact match on 6 fields

Company Code

Vendor

Currency

Gross Invoice Amount

Reference Document Number (i.e., Invoice Number)

Invoice Date

SCENARIOS SAP DOESN'T CATCH

Minor invoice number differences:
18132 ≈ 18132A ≈ 18-132 ≈ 018132 ≈ 1B132 ≈ 0188132 ≈ 01B132

Substitute Invoice Number problem
Invoice Date, PO number, or shipment number used as the invoice number

Currency code errors
Same amount, different currency codes

Gross/Net problem
Two invoices, one with freight or tax, one without

Decimal errors: $100,000 v. $1000.00

Vendor name problem
Danny Thompson v. Danny Thomas
Fisher Scientific v. Thermo-Fisher

ERS problem
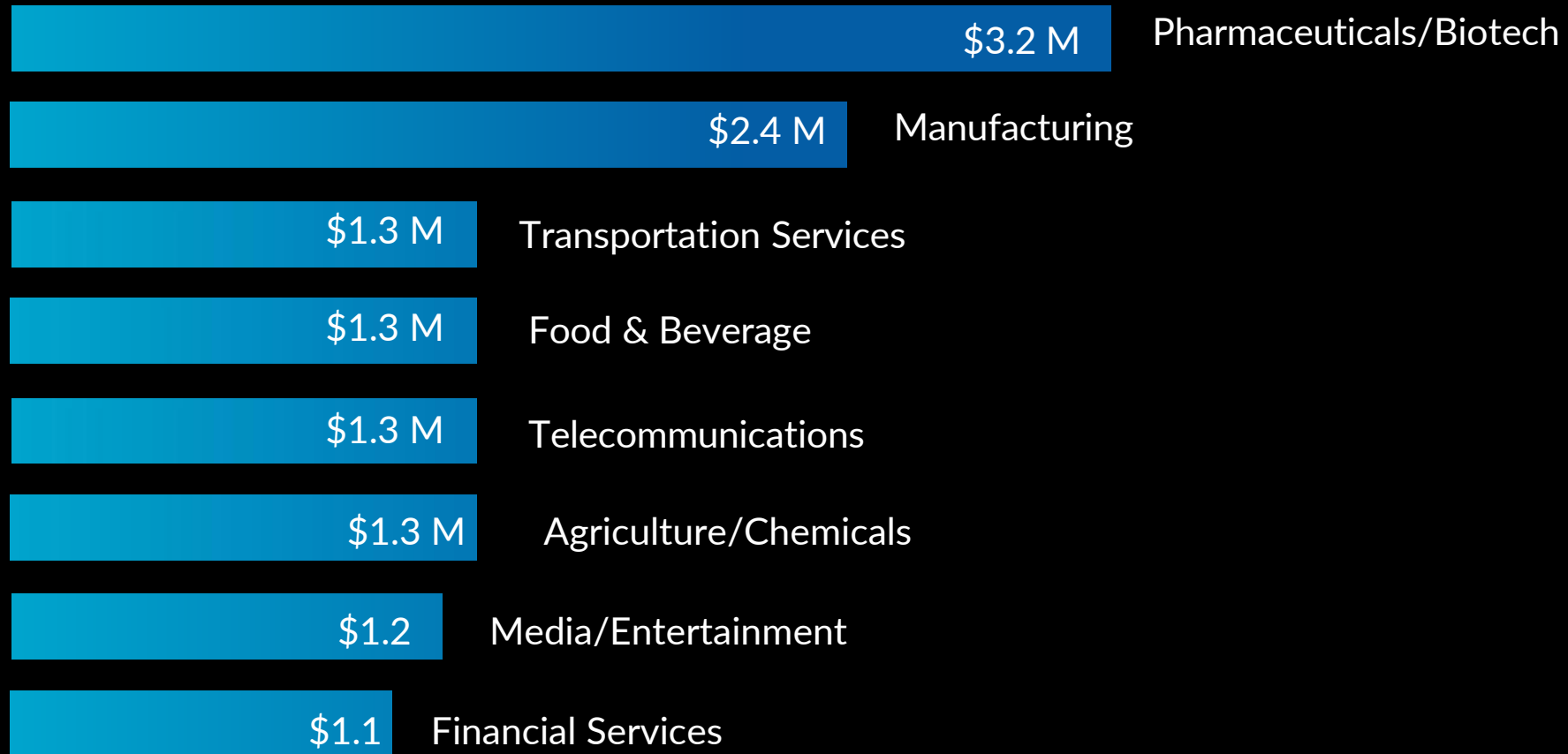Different invoice numbers, same bill of lading

Company code errors
one invoice, two company codes

M&A problem
one invoice, two systems

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Typical AP Recovery Audit Scope

Duplicate & Erroneous Payments Review

Analyze invoice and payment data to identify and recover duplicate and erroneous payments.

Supplier Statement Review

Engage suppliers to identify and recover client funds found on suppliers' books, but unknown to clients.

Fewer Errors. Process Improvement. Funding for New Solutions.

Root cause analysis
- Problematic vendors
- Process and system errors

End-of-Engagement Mgmt. Assessment Report
- Deep dive analysis of audit findings
- Benchmarking against similar companies
- Recommendations to improve

Corrective Action Workshop
- Cross functional workshop to define plans across procurement, A/P, IT and supply chain
- Prioritize high-value problems and solutions that have the best ROI

Cash Returned to Bottom Line for Funding Digital Transformation
- Software to prevent duplicate/erroneous payments
- Supplier self-service
- Automated onboarding and supplier risk management
- Dynamic discounting platform

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