

You're Sitting on A Goldmine— And Ignoring It: AP Data as a Strategic Money Maker

Presented by:

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Which of These Questions Can You Answer Today?

- *Treasury: “Which day should the cash leave?”*
- *Procurement: “Which vendor terms should be renegotiated?”*
- *Internal Audit & Controls: “Where are the leakages and fraud exposures?”*
- *FP&A: “When will AP automation pay for itself?”*

AP Gold

AP's data can answer these questions.

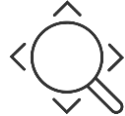
How much more valued would AP be perceived if you proactively addressed those key business challenges?

In the Next 40 Minutes:



01

Building operational dashboards



02

Measuring forecast accuracy



03

Governing vendor master data
integrity



04

Prescriptive models for optimal
payment timing

From Historical Reporting to Strategic Insight

WHERE AP HAS BEEN

- ▶ Monthly aging reports and static, backward-looking KPIs
- ▶ Reactive exception-handling, after a bad payment has already posted
- ▶ Manual reconciliation stitched together across systems

WHERE CFOs NEED AP TO GO

- ▶ Cash disbursement forecasts accurate to better than 95%
- ▶ Payment anomalies flagged before they become losses
- ▶ Stress scenarios modeled to inform treasury decisions in advance

Ultimately, “What is it costing us to pay our bills the way we pay them today?”

PILLAR 01

Building Operational Dashboards

The metrics AP directors need on one screen — and why most dashboards miss them.

What a Dashboard-Driven AP Function Tracks

- ▶ Cost to process per invoice, tracked by channel (paper, EDI, portal)
- ▶ First-time, error-free disbursement rate
- ▶ Invoice-to-payment cycle time, segmented by vendor and payment method
- ▶ Days payable outstanding versus plan, refreshed daily — not at month-end

BENCHMARK

IOFM tracks several key AP metrics, split between those you should track if your processes are mostly manual (Examples: Invoice per FTE, Exception Rate, Duplicate Payment Rate) versus those you should track after you automate your processes (Examples: Invoice Cycle Time, Touchless Share, and Early-Pay Capture).

Vendor Economics and Working Capital Signals

- ▶ True cost-to-serve per vendor, once processing time, exception rates, and terms are loaded in
- ▶ Vendor concentration: how much spend sits with how few suppliers
- ▶ DPO by vendor segment — where you have leverage to extend terms without straining the relationship
- ▶ Early-payment discount capture versus what was actually available

WHY IT MATTERS

Duplicate and erroneous disbursements run 0.8%–2% of annual payables under standard ERP controls (APQC) — that is recoverable cash, not just a control finding. Paired with segment-level DPO and discount-capture gaps, AP moves from reporting on working capital to sourcing it.

PILLAR 02

Measuring Forecast Accuracy

Manual forecasts hold up for a few weeks. Here is the benchmark to beat.

Cash Disbursement Forecast Accuracy: Manual vs. AI-Assisted

Forecast Horizon	Manual Forecast	AI-Assisted Forecast
4-week	~78% accuracy	~94% accuracy
13-week	~60% accuracy	90%+ accuracy
Forecast cycle time	2–4 hours	Under 15 minutes

SOURCE

AFP Treasury Benchmarking Survey, 2025, as reported in industry treasury-technology research.
Directors should validate against their own AP/treasury tooling before citing externally.

PILLAR 03

Governing Vendor Master Data Integrity

Your vendor file is either a control or an exposure. It is rarely both.

Why Vendor Master Data Governance Pays for Itself

- ▶ A written policy governing who can add or edit a vendor record, with duties segregated from payment approval
- ▶ Structured onboarding and periodic recertification of every active vendor
- ▶ Automated detection of shared attributes — address, bank account, tax ID — across the vendor file before go-live

WHY IT MATTERS

Nearly 90% of AP teams reported to IOFM that fraudsters tried to steal from them in the last six months, with business email compromise accounting for 78% of those attempts. The majority (58%) of fraud attempts are now seeking more than \$10,000. In fact, 14% exceeded \$100,000.

PILLAR 04

Prescriptive Models for Optimal Payment Timing

Predictive tells you what's coming. Prescriptive tells you what to do about it.

From Predictive to Prescriptive

PREDICTIVE

- ▶ Forecasts near-term cash position
- ▶ Flags invoices likely to pay late
- ▶ Estimates available early-payment discount capture

PRESCRIPTIVE

- ▶ Recommends which invoices to pay, when, and at what discount
- ▶ Executes routine payment-timing decisions within pre-set guardrails
- ▶ Escalates only true exceptions for human review

The AP Data Maturity Curve

1

Reporting

Historical dashboards tell you what already happened.

2

Insight

Forecast accuracy and anomaly detection tell you what's about to happen.

3

Prescription

Prescriptive models tell you what to do next — and increasingly, do it.

Actionable Takeaways

1. Build the dashboard before you build the case for more automation — you need it to prove ROI anyway.
2. Forecast accuracy is a measurable, improvable KPI, not a hope.
3. Vendor master data governance is a control failure waiting to happen if no one owns it.
4. Prescriptive payment models are the next differentiator between AP as a cost center and AP as a strategic partner.

QUESTIONS?

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