

# LEVELING UP

## FROM PROCESSOR TO STRATEGIST

How **AP** Influences  
Organizational Success



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## The shift AP leaders are being asked to make

*Same mission: pay accurately. Bigger mandate: protect cash, reduce risk, and enable better decisions.*

### Traditional view

- Processes invoices
- Solves exceptions
- Measures speed only
- Seen as back office

### Level up



### Strategic view

- Strengthens controls
- Improves working capital
- Produces usable insight
- Influences enterprise priorities

# Four ways AP creates enterprise value

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1

## Efficiency

Reduce touchpoints and cycle time so the team can focus on exceptions and improvement.

2

## Control

Build cleaner approvals, stronger audit trails, and more consistent policy adherence.

3

## Cash

Improve timing, visibility, and discipline around liabilities and payment execution.

4

## Insight

Turn invoice and payment data into signals leaders can act on.

# What changes when AP becomes strategic

*A modern AP function turns clean execution into organizational influence.*

1

## Standardize

Create consistent intake, coding, approvals, and exception handling.

2

## Digitize

Use workflow, invoice capture, and supplier enablement to remove manual friction.

3

## Control

Embed approvals, segregation of duties, and audit-ready documentation.

4

## Analyze

Track cycle time, discount capture, aging, and root causes of exceptions.

5

## Influence

Use AP insight to shape budget discipline, process design, and transformation.

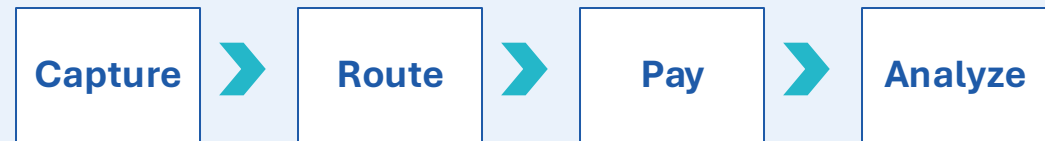
# Technology is the accelerator

## Manual world

- Email approvals
- Keyed invoice data
- Late issue detection
- Limited visibility across locations
- High reliance on tribal knowledge



## Modern AP



Cleaner data

Faster cycle

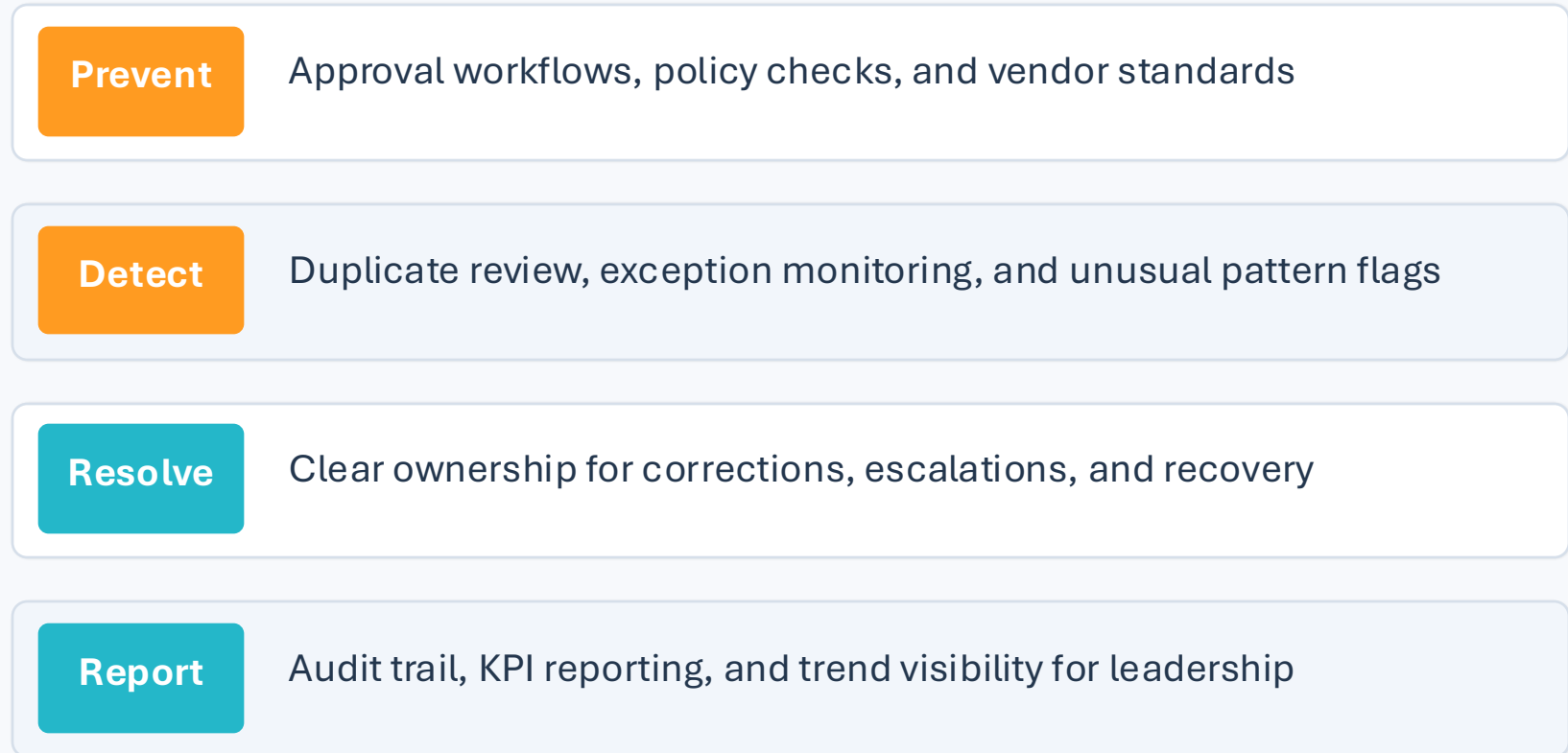
Controls

Insight

*Technology does not replace AP expertise — it amplifies it.*

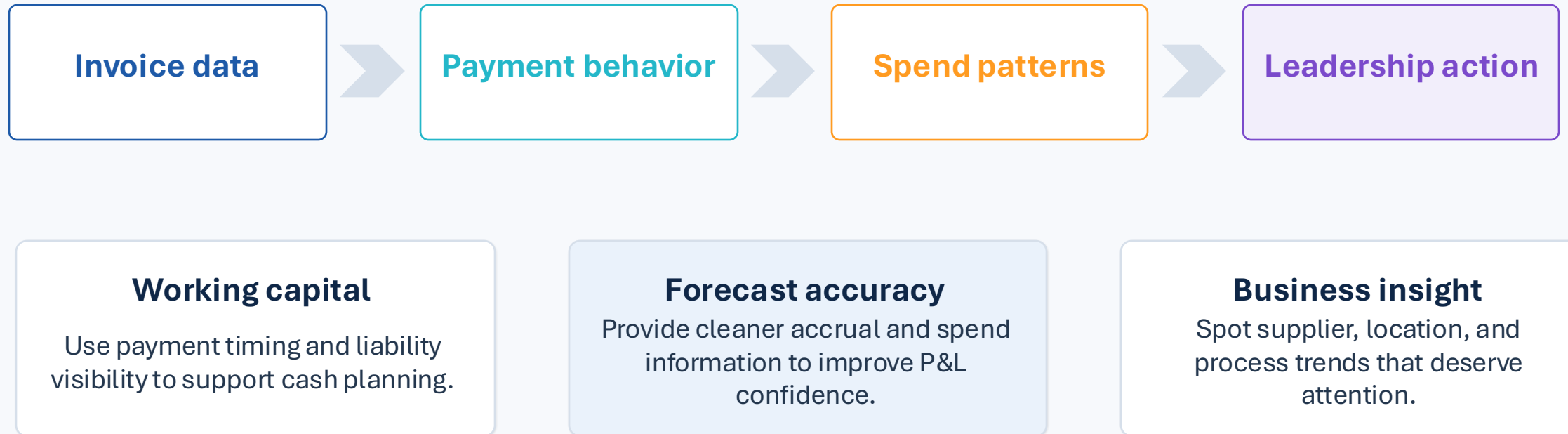
# AP strengthens controls and reduces risk

*Strategic AP helps the organization prevent problems before they become financial or compliance issues.*

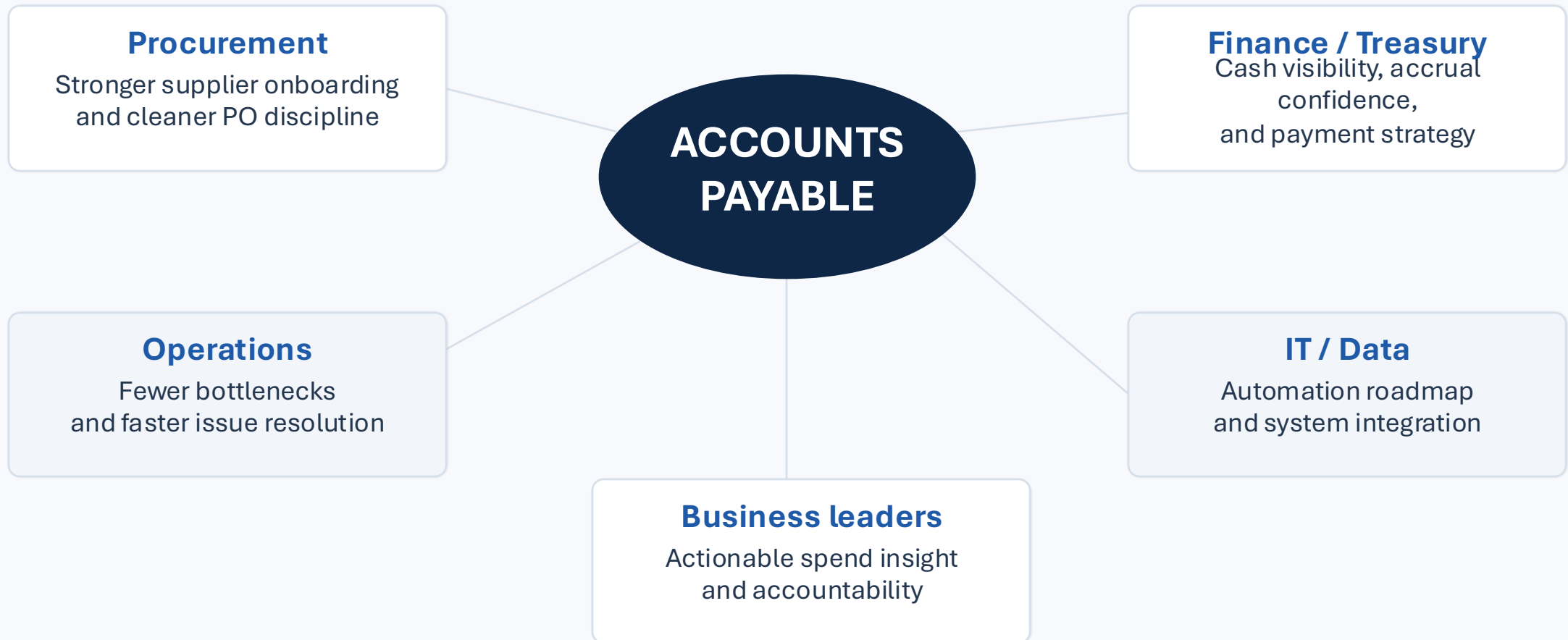


# From transactions to decisions

*When AP data is timely and trusted, finance leaders gain a better view of spend, liabilities, and cash timing.*



# Becoming a strategic partner across the business



# A practical 90-day roadmap

0–30 days

## Assess

- Map the current process
- Identify the highest-friction manual steps
- Align on 3–5 success measures

31–60 days

## Stabilize

- Tighten approvals and ownership
- Clean up exception handling
- Build a simple KPI cadence

61–90 days

## Scale

- Prioritize automation use cases
- Expand supplier adoption
- Bring AP insights into finance conversations

*Small wins build credibility. Credibility creates room for strategy.*

## Three takeaways to bring back

### Level up AP, and you level up the business.

- Automate what is repeatable.
- Strengthen controls where risk lives.
- Use AP data to inform financial strategy.



# Please tell us what you think!

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Weds 10:15am – Leveling Up from Processor to Strategist:  
How AP Influences Organizational Success



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# QUESTIONS?

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