

Developing a Payables Strategy to Improve Your Bottom Line

Wayne Kissinger

Group Vice President and Manager Treasury Payment & Solutions SunTrust Bank

Agenda

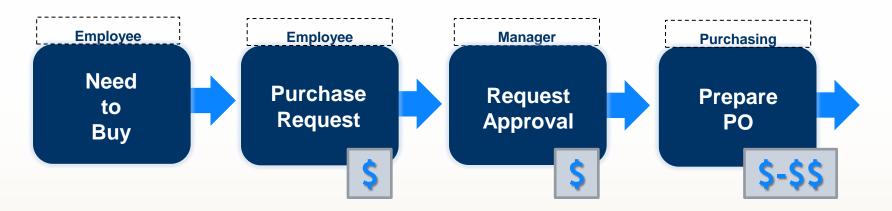
Quantifying the cost of processing invoices

Unlocking liquidity by changing processes

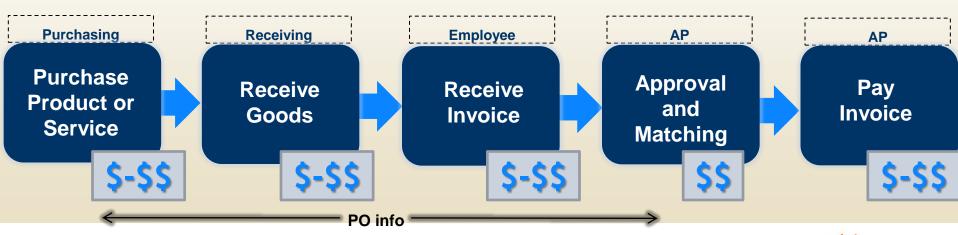
Protecting your payments – fraud measures



Quantifying the Cost of Processing an Invoice

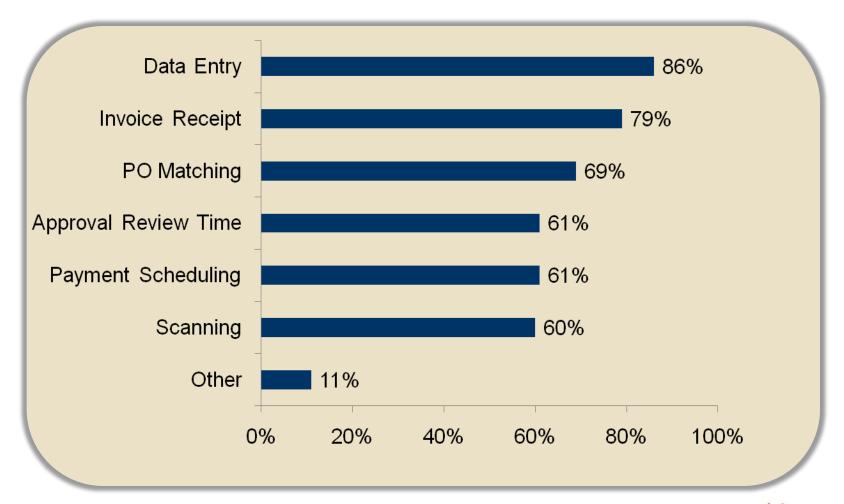


Typical PO Process





Components of Invoice Processing Costs





Back to our Hammer

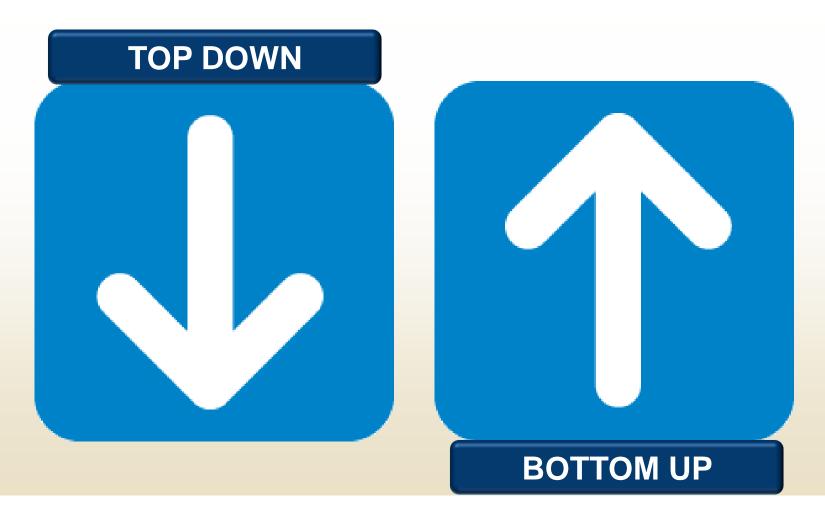


\$90-\$111

Average cost of transaction



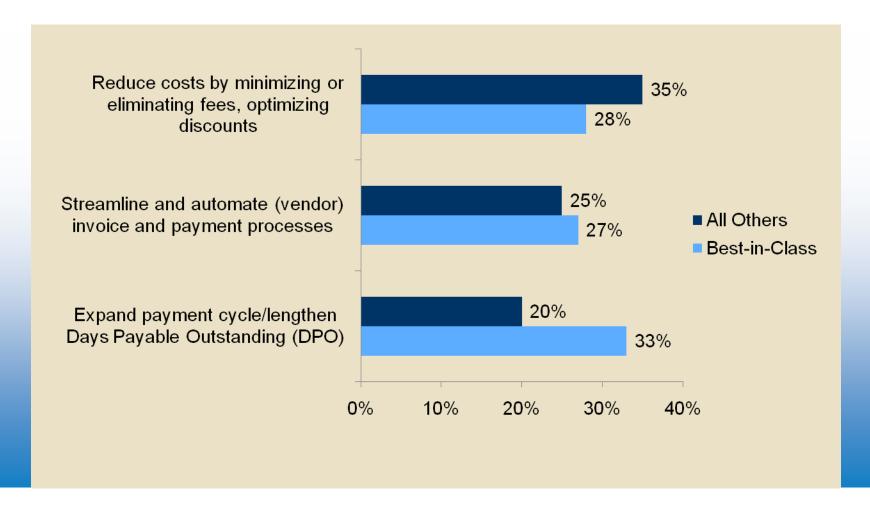
Approaches to Quantifying Costs





Unlocking Liquidity by Changing Processes

Top Strategic Actions



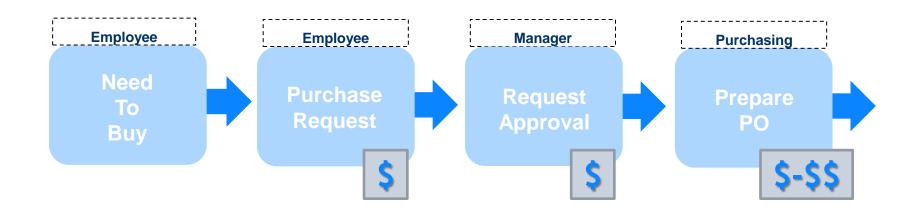


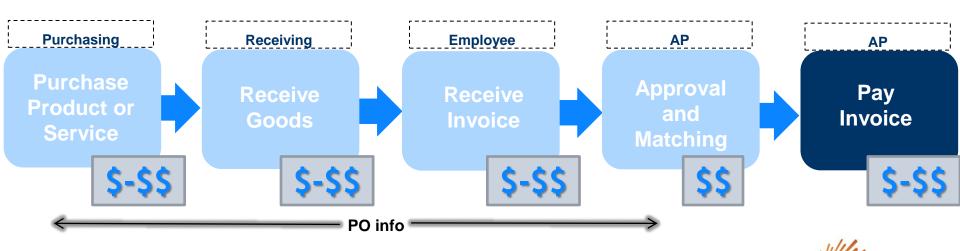
Payment-Processing Costs by Payment Method

Payment Method	Avg Cost
Paper Checks	\$7.15
Wire Transfer	\$9.86
ACH	\$4.72
Commercial Card	\$3.96



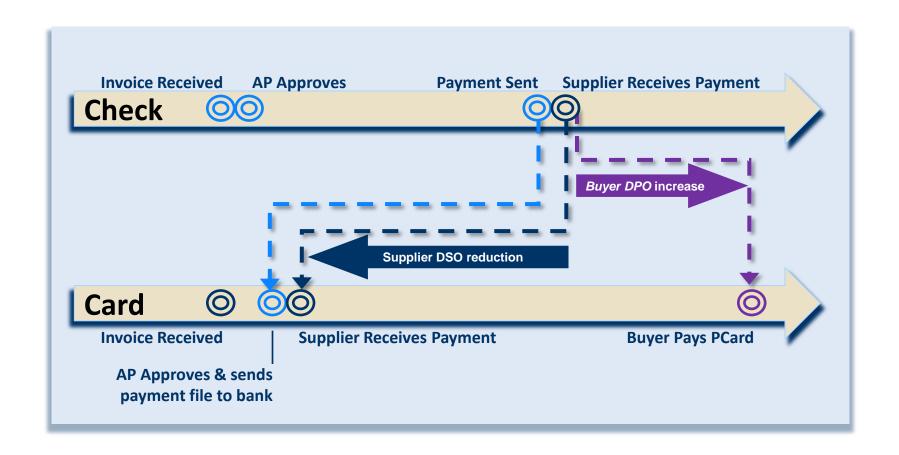
Changing the Payment Process





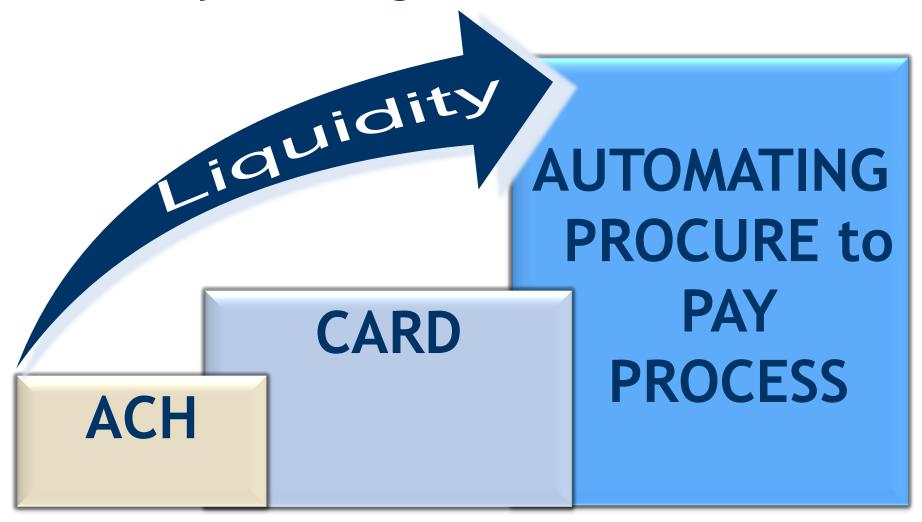
SUNTRUST

Card Brings Additional Value



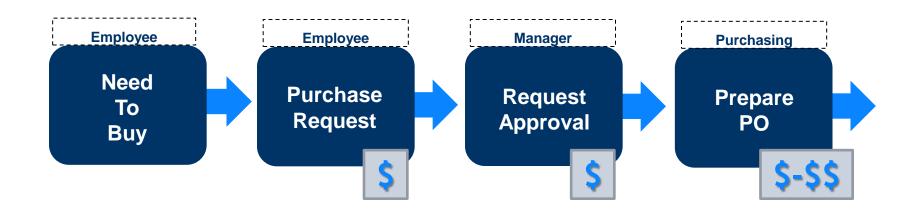


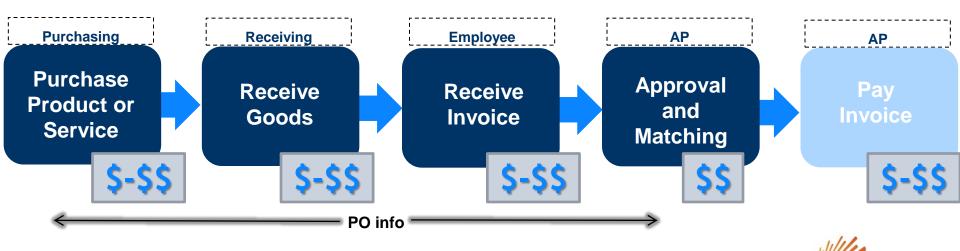
A Few Ways to Change the Process





Analyze the Procure to Pay Process





Case in Point – Business Conversion Goals

Reduce Paper

Increase Working Capital

Take Advantage of Technology

Impact the Bottom Line



Protecting Your Payments – Fraud Measures

"Yeah, well Normie, it is the information age. We can receive up-to-the-minute stock prices, medical breakthroughs, political upheavals from all around the world. 'Course, we'd have to turn off the cartoons first."

- Cliff Clavin, Cheers

Fraud is Real

of companies report being victims of attempted or actual payments fraud



The Impact of Fraud

	Check	ACH	Consumer Cards	Corporate Cards
Subject to Fraud	93%	29%	23%	15%
Primary Reason for Loss	No Positive Pay	No Debit Blocks or Filter	Card Not PresentInadequate Internal Controls	



Get an A+++ in Fraud Protection

Awareness

Adoption

Advocacy



In Conclusion

Quantifying the cost of processing invoices

Unlocking liquidity by changing processes

Protecting your payments – fraud measures

