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Integrated Online Buying
Taking AP Automation to the next level





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**Empowering businesses to
achieve the extraordinary.**



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Foreword

The benefits of digital invoice capture & Accounts Payable automation are very well documented, but only ever reflect the spend that has already taken place & finance is often the last to know.

And while businesses are increasingly buying online from their vendors, it is usually a total separate & disconnect process from the finance function.

The benefits of incorporating integrated online buying as part of every AP automation project are significant for the entire business & we have highlighted just some of these below.

However, the bottom line for finance is the ability to control spend before it takes place, reduce the burden of accounting for it, whilst helping the business to buy smarter, cheaper & more sustainably, specifically to improve corporate productivity, cashflow & profitability.

This is 100% digital Purchase to Pay automation – it is the future, available today.

What does Integrated Online Buying do?

We are leveraging advanced technologies to deliver a “digital bridge” between EVERY vendor’s website & our Accounts Payable & Purchasing automation applications to simplify the user buying experience while at the same time, provide finance with total visibility & control over the purchasing process, prior to the order being placed.

We then capture the vendor invoice, undertake an automated match & push it into the workflow for approval & posting into the accounting software.

What makes this unique is that we can deliver this experience for every supplier you use that has a website that enables online purchasing.

In terms of our pedigree, we have also developed a “Punch In” online buying experience with Amazon Business. The user logs into your Amazon Business account in the usual way, fills their basket & on confirming their purchase, the order is suspended & delivered directly into our application for approval. The approval process can be self-approval (the order is immediately placed with Amazon Business), or go through the appropriate approval process prior to the order being placed. Amazon Business then sends the invoice directly into our application, undertakes the match & drops it into the approval process. On approval, the invoice is posted into the accounting software.

Historically, integrated online buying has been very expensive as well as technically & resource intensive, restricting this capability to very larger organizations that can justify the cost.

Today, we have made it simple & affordable for every business to adopt integrated online buying, because it is a far better way of working, while saving both time & money for everyone involved.

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Benefits for Finance

The challenges of “disconnected” online buying for finance are the total lack of visibility & control over this spend before it takes place, followed by the additional burden it delivers to subsequently account for it.

Many purchases are made on personal credit cards followed by an expense claim, or on corporate credit cards & the tedious & time-consuming task of reconciliations, finding out who bought what, then getting the invoice from the supplier to start the process of diligently accounting for it.

Some businesses have introduced Purchasing Cards (Pcards) to help control spend by limiting the funds available on each card. But this also requires a considerable amount of time to administrate & also commits cash to each card that may not be used, negatively impacting cashflow.

Integrated online buying addresses all of these issues, providing a far better process, greater control over spend whilst saving a considerable amount of time or everyone involved.

- Visibility & control of spend before the order is placed
 - Appropriate workflow approvals with a full audit trail
 - Reducing unnecessary spend to improve cashflow & profitability
- Commitment accounting
 - Immediate sight & control of soft commitments (requests to buy)
 - Converted to a hard commitments when the order is placed.
 - Pricing confirmed on order confirmation so the purchase order & invoice will always match
 - Converted to an accrual as each shipment is received against each order over time
 - Proving better financial reporting for improved cashflow projections
- Simplifies receipting
 - Identical line-item descriptions & pricing for every item purchased
 - Simplifies / removes the need for reconciliations
- Fully automated invoice match
 - Invoice price will always match the purchase order
 - Option of invoice approval process (confirmation of delivery without receipting)
 - Simplifies credit card & P card reconciliations
 - Delivering >95% productivity savings both inside / outside finance department
- Ability to consolidate vendors
 - Improve vendor pricing & discounts
 - Reduce administration burden of multiple vendors
 - Ability to enforce preferred vendor adoption / reduce maverick spend
 - Maximise the savings to improve cashflow & profitability
- Simplify purchasing automation roll out & adoption
 - Delighting buyers within the organization by making their lives easier & more productive
 - A single view of the financial truth available to all, 24x7

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Benefits for Buyers

Most buyers have very little interest in the accounting challenges their purchases create. They just want what they need, where they need it, when they need it.

We all know how to find “best value” online, balancing purpose, price & availability to make a smart purchasing decision, so buying online brings these skill sets to the forefront for every purchase.

The hybrid working environment has exacerbated these problems & the obvious answer is to buy more online & have things delivered where you need them. Everything thereafter is finance’s problem.

Integrated online buying makes purchasing very easy & convenient for the buyer, but ensures finance have visibility & control over the process at the same time. Everyone wins.

- Optimum buying experience
 - Convenience
 - Best value purchasing
 - Fast, easy & convenient, 24x7 from any device
- Visibility of order status through approval process - without having to ask anyone
- Simple & fast purchase order approval processes from any device
- Auto general ledger coding & approval workflow to save even more time
- Correct pricing captured at point of order so the invoice will always match
- Less vendor pricing queries & all the time that it take to resolve
- Auto update of budget management (if implemented)
 - Against budget holder spend analysis (& P&L coding)
- Access to historical pricing for comparison
- Simple invoice approvals from any device

Get in touch

Whether you want a demo, or just to ask some specific questions, use the button below to contact us in whichever way you prefer.

Contact us

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Benefits for Vendors

Why should you care about the benefits of online buying for your vendors?

The answer is predominately the prices that you pay online are almost always significant cheaper than offline.

The optimum supplier experience is an online order is placed, shipped, the invoice delivered & paid on time - without any effort.

The administration savings are huge compared to keying in a customer order (& the mistakes made), checking the customer order pricing is the same as the current price list, calculating shipping costs etc., before any invoice queries arrive due to difference & the cost of collections & credit notes for errors made.

Online buying is right first time & every time because the prices are confirmed & captured at the point of order confirmation.

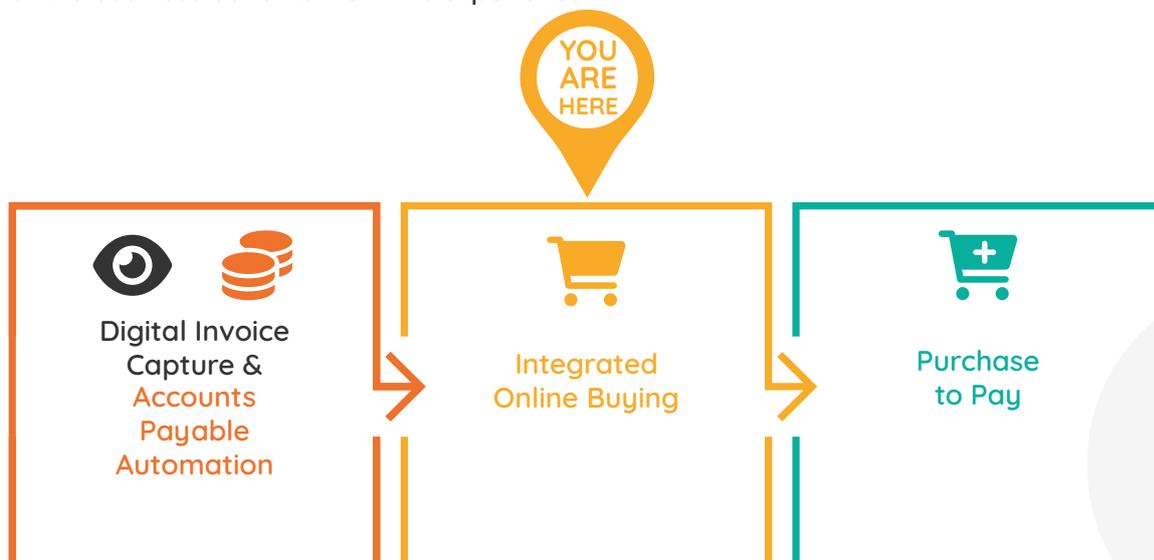
The result is lower pricing because:

- Every vendor dynamically manages their website pricing to remain competitive against other vendors
 - Online buying is almost always at lower costs from other methodologies
- Lowest possible cost of sales for best pricing
 - The only work is to pick, ship & bill
- Removal of the time spent on invoice queries, collections & credit notes
 - Order & invoice always match
- Prompt customer payments

Summary

We lead the global market, bringing the ability to automate online buying from any & every vendor website at a fraction of the cost previously available.

Integrated online buying is transformational, incredibly simple to implement & deploy & best of all, the entire business benefits from the experience.



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