

# PURCHASE TO PAY

*Is your Purchase-to-Pay process broken?  
Then let's fix it.*



# Transform and optimise your P2P process

Up to 70% of Corporate Purchase-to-Pay (P2P) is broken, leading to:

- Lack of clarity around cash forecasts
- Challenges deploying modern technology
- Failures to leverage procurement advantages from P2P data

## Symptoms of sub-optimal P2P in an organisation:

High rates of non-PO/non-catalogue-compliant spend

- Lack of tactical integrated Tail Spend solutions
- Paper-based invoices in widespread use
- Invoices being submitted to other organisations than Accounts Payable
- High incidence of invalid invoices that do not comply with the PO raised for the spend
- Inappropriate Electronic Data Interchange solutions
- A poor track record of working capital forecasts

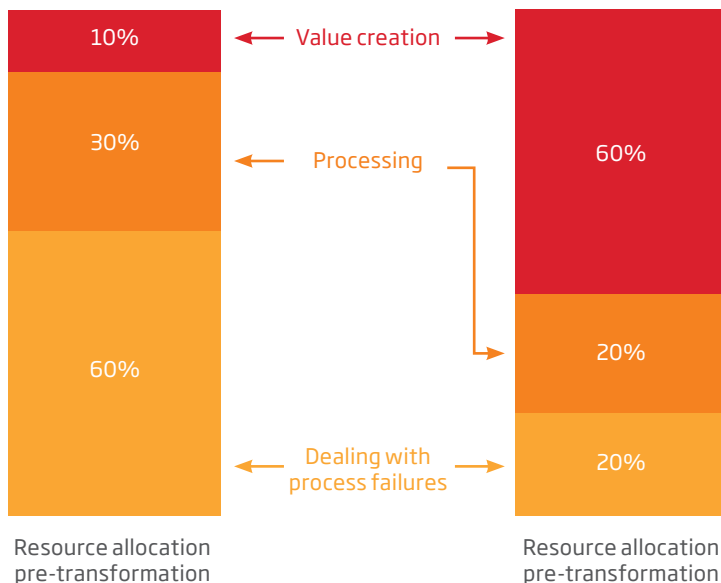
We believe with the right world-class P2P implementations, you can:

- Transform P2P from a transactional process to one that supports strategic sourcing by leveraging the value of P2P data
- Increase and improve working capital management
- Reduce the cost of delivery through supplier self service and automation, thus improving vendor relations

What is the way forward? We believe moving to a holistic Source-to-Pay (S2P) model is the key to success, including:

- Automation and lean process management solutions
- Effective e-invoicing solutions
- Integrated Tail Spend solutions for non-catalogue/non-standard PO sourcing
- Web access for remote and mobile staff to increase compliant procurement
- Spend Analytics to drive sourcing advantage from P2P data

## Benefits



The leading independent Business Process Outsourcing analyst Nelson Hall ranks Steria as the number 1 UK P2P Business Process Outsourcing (BPO) provider, the number 1 F&A BPO provider for Europe, and the number 2 overall UK F&A BPO provider\*.

\*Nelson Hall, Global BPO Market Forecast: 2014 - 2018 report

**Our mandate for better P2P:**

- Organisations can add 10% to profit before tax by managing sourcing more effectively
- No business should accept that 60% of staff time in Accounts Payable is spent dealing with process failures
- Suppliers should bear 100% responsibility for ensuring invoices rendered can accurately and successfully be presented and matched, but should benefit from the transparency of their in-process payments

**Recognising a sub-optimal Finance function:**

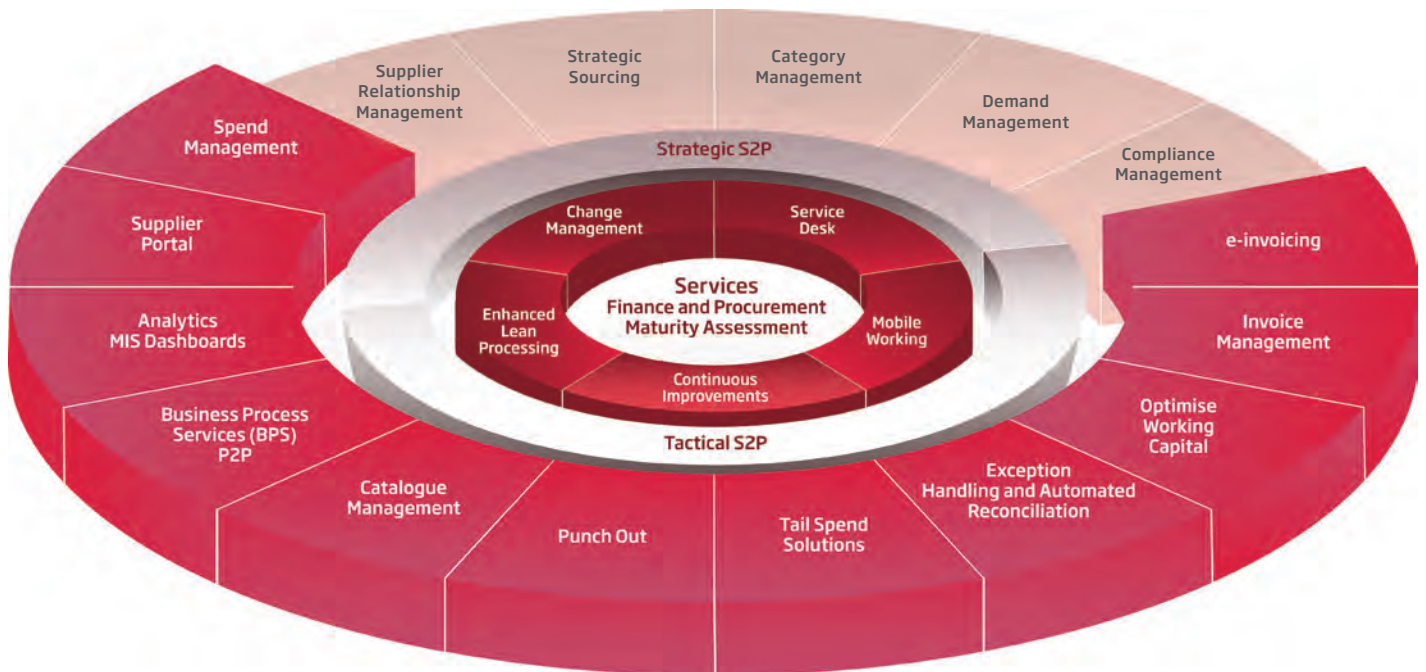
- Finance is unable to play a strategic role as it is unable to give an accurate real-time insight into spend analytics and working capital management
- Control is lacking and P2P/Accounts Payable are seen as a 'black hole'
- Under-performing functions rely on inefficient and labour-intensive processes

**Top levers for improving P2P are:**

- Effective e-invoice solutions, including PO flipping and sourcing catalogues/contracts
- Solutions for areas such as tail spend and effective sourcing management, to enable maximum matching of supplier invoicing to authorised spends
- Spend analytics linked to strategic sourcing reviews to increase the value added by other tactics such as targeted supplier statement reconciliations
- Overall process cost savings of up to 50-60% from a full e-invoicing implementation

**Find out more**  
 Discover our extensive range of services and solutions, and our diverse portfolio of IT-enabled business services.  
 Visit: [www.soprasteria.co.uk](http://www.soprasteria.co.uk)  
 Email: [info.uk@soprasteria.com](mailto:info.uk@soprasteria.com)

**Steria's P2P offer**



## About Sopra Steria

Sopra Steria, European leader in digital transformation, provides one of the most comprehensive portfolios of end to end service offerings in the market: Consulting, Systems Integration, Software Development and Business Process Services. Sopra Steria is trusted by leading private and public organisations to deliver successful transformation programmes that address their most complex and critical business challenges. Combining high quality and performance services, added-value and innovation, Sopra Steria enables its clients to make the best use of information technology.



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