



**FOCUS  
ONLINE**

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# Welkom

## Digital Transformation in P2P

Adelin Odent, Sales Director Benelux – Esker

&

Michiel van Oijen, Manager Digital Process Excellence - KPMG





# AI & RPA

THE TECHNOLOGY POWERING P2P DIGITAL TRANSFORMATION



# SUMMARY

- 1 | Customer Success Story
- 2 | Digital Transformation
- 3 | RPA
- 4 | Artificial Intelligence
- 5 | AI and RPA differences and how they compliment one another
- 6 | How does RPA and AI fit into P2P
- 7 | Esker's solution portfolio overview
- 8 | Typical project steps & Timeline

# BROOKS BROTHERS SUCCESS STORY



*Brooks Brothers*

ESTABLISHED 1818

## COMPANY OVERVIEW

### AMERICA'S OLDEST CLOTHING RETAILER

1818

FOUNDED

400

STORES IN  
OPERATION

20

COUNTRIES  
WORLDWIDE

# BROOKS BROTHERS' AP TEAM:

- Legacy ERP System: JDEdwards replaced by SAP
- 80,000 AP (Non-PO) Invoices Processed Per Year
  - Overheads, Samples, Expenses, Utilities, Etc.
- Limited PO Invoice Volumes (Fixed Assets, Merchandise)
- 100% Manual Process
  - Data Entry
  - Barcode For Imaging/Archive
  - Paper-based Workflow
  - Reporting & Reconciliation



# AP INVOICE PROCESSING BEFORE ESKER



MANUAL



COSTLY



NO VISIBILITY

# DRIVERS FOR CHANGE

## AP INVOICE MANAGEMENT



ZERO VISIBILITY



HIGH COST &  
INEFFICIENCY OF  
DATA ENTRY



MONTH/YEAR  
END CLOSING  
CHALLENGES



LENGTHY CYCLE  
TIMES



POSTAL MAIL  
WORKFLOW

# BENEFITS

## OF AUTOMATING AP WITH ESKER:

**COST  
SAVINGS**

**GROWTH  
WITHOUT  
GROWING**

**INCREASED  
VISIBILITY**

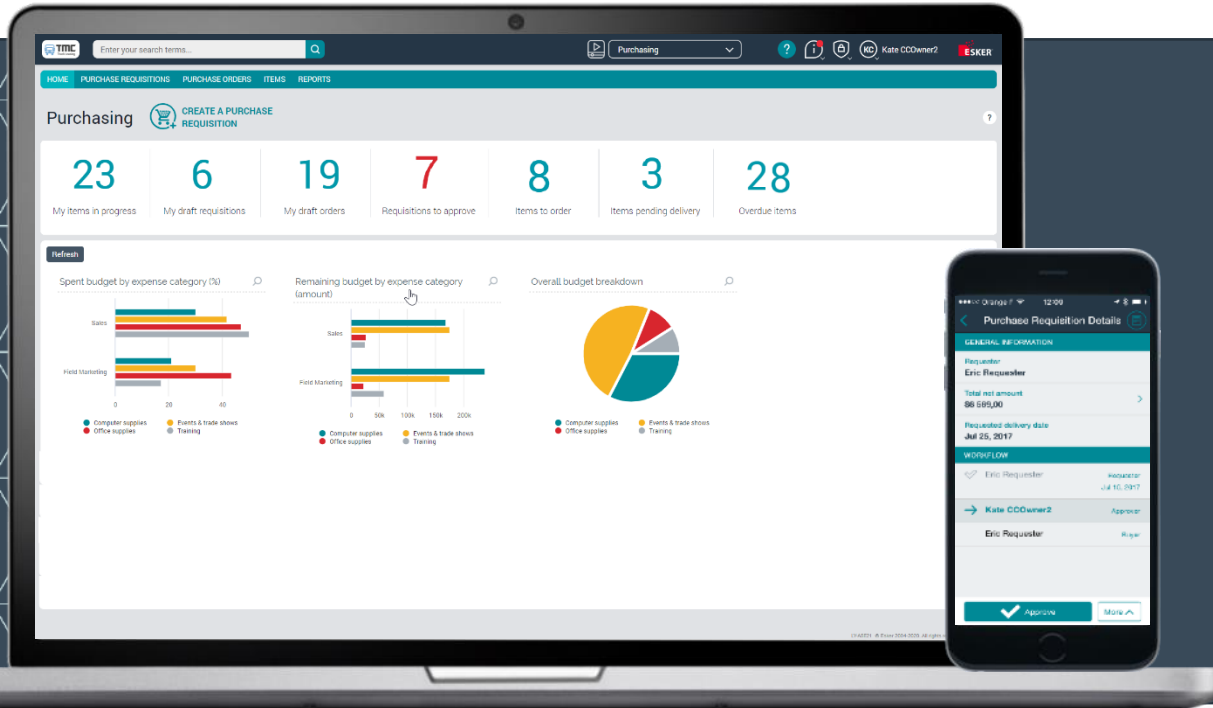
**IMPROVED  
VENDOR  
RELATIONS**

**REFINED  
EFFICIENCY**



# THE SOLUTION TO P2P CHALLENGES

Your ideal procure-to-pay process can **become reality!**



Esker's **AI powered solution** optimizes the entire cycle from spend requests, goods or services ordering to invoice reconciliation and booking:

- ✓ Every spend request gets the proper **authorization**
- ✓ Every invoice is **matched against a PO**
- ✓ One solution for **all your spend management** needs
- ✓ Easy **user adoption**

**WORK SMARTER  
NOT HARDER!**

**REAL-TIME**  
budget controls  
& follow-up

**INCREASED**  
process  
compliance

**STREAMLINED**  
procure-to-pay  
process



# DIGITAL TRANSFORMATION

**OVER 50%** OF LEADERS SAID  
THEY WERE PLANNING TO USE  
AI-BASED APPLICATIONS IN THE  
NEXT **12-24 MONTHS.**

# 1

POLL

## Do you have a Digital Transformation initiative?

- Yes
- No

**BY 2024**, WORLDWIDE  
SPENDING ON COGNITIVE  
AND ARTIFICIAL  
INTELLIGENCE (AI) SYSTEMS  
IS EXPECTED TO GROW TO  
**\$110 BILLION.**



# WHAT IS ROBOTIC PROCESS AUTOMATION (RPA)?

CAPTURE  
& INTERPRET  
INFO

PROCESS  
TRANSACTIONS

MANIPULATE  
DATA

TRIGGER  
RESPONSES

COMMUNICATE  
DIGITALLY

AUTOMATED  
ASSISTANT

REPETITIVE  
TASKS

# CHARACTERISTICS

## OF AN RPA BOT



**A RULE-BASED  
SYSTEM**



**HELPFUL IN  
OVERCOMING  
PROCESS & SYSTEM  
LIMITATIONS**



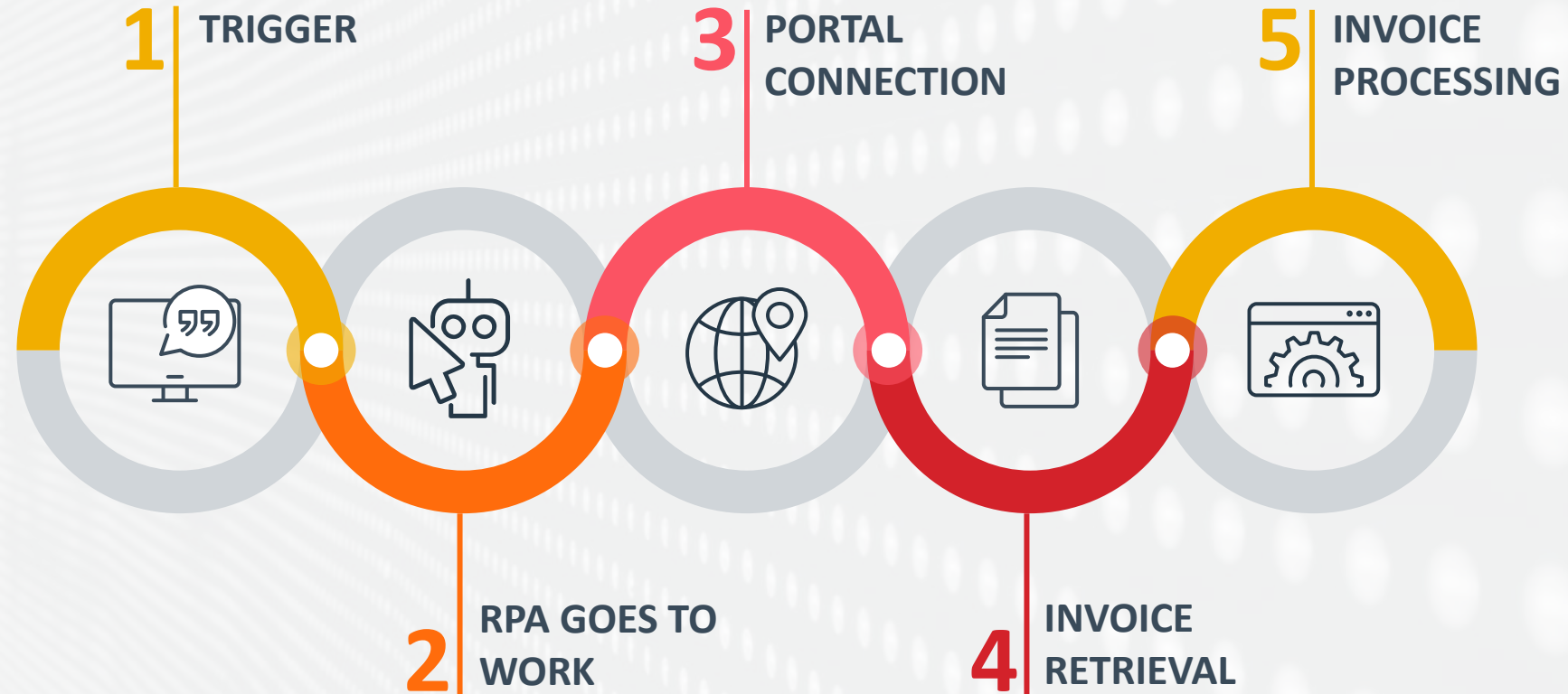
**ABLE TO PROCESS  
STRUCTURED OR SEMI-  
STRUCTURED DATA  
FORMATS**



**DETERMINISTIC IN  
NATURE, PRODUCING  
THE SAME OUTPUT  
EACH TIME FROM  
SAME INPUTS**

# RPA-DRIVEN

## INVOICE RETRIEVAL PROCESS:



# WHAT IS ARTIFICIAL INTELLIGENCE (AI)?

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STREAMLINE  
BUSINESS  
CYCLES

MAKE  
DECISIONS

LEARN OVER  
TIME

MIMIC  
HUMAN  
ACTIONS

GATHER  
INFORMATION



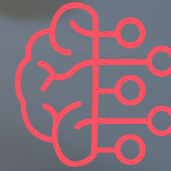
# CHARACTERISTICS OF ARTIFICIAL INTELLIGENCE



**MIMIC HUMAN  
THOUGHT PROCESSES**  
THROUGH VISION,  
LANGUAGE &  
PATTERN DETECTION



**WORK WITH  
EXISTING SYSTEMS  
TO PRODUCE  
RELEVANT OUTPUT**



**LEARN FROM DATA,  
ADAPTING BEHAVIOR  
WITHOUT REGULAR  
PROGRAMMING  
INTERFERENCE**



**PROCESS BOTH  
STRUCTURED AND  
UNSTRUCTURED  
DATA**

# WHERE THEIR WORK PAYS OFF

## THE FAR-REACHING BENEFITS OF RPA & AI

STAFF PRODUCTIVITY & SATISFACTION

COMPLETE PROCESS TRANSPARENCY

REDUCED COSTS

GREATER AGILITY & SCALABILITY

SECURITY & SCALABILITY

ENHANCED SPEED & ACCURACY

GREATER CONSISTENCY

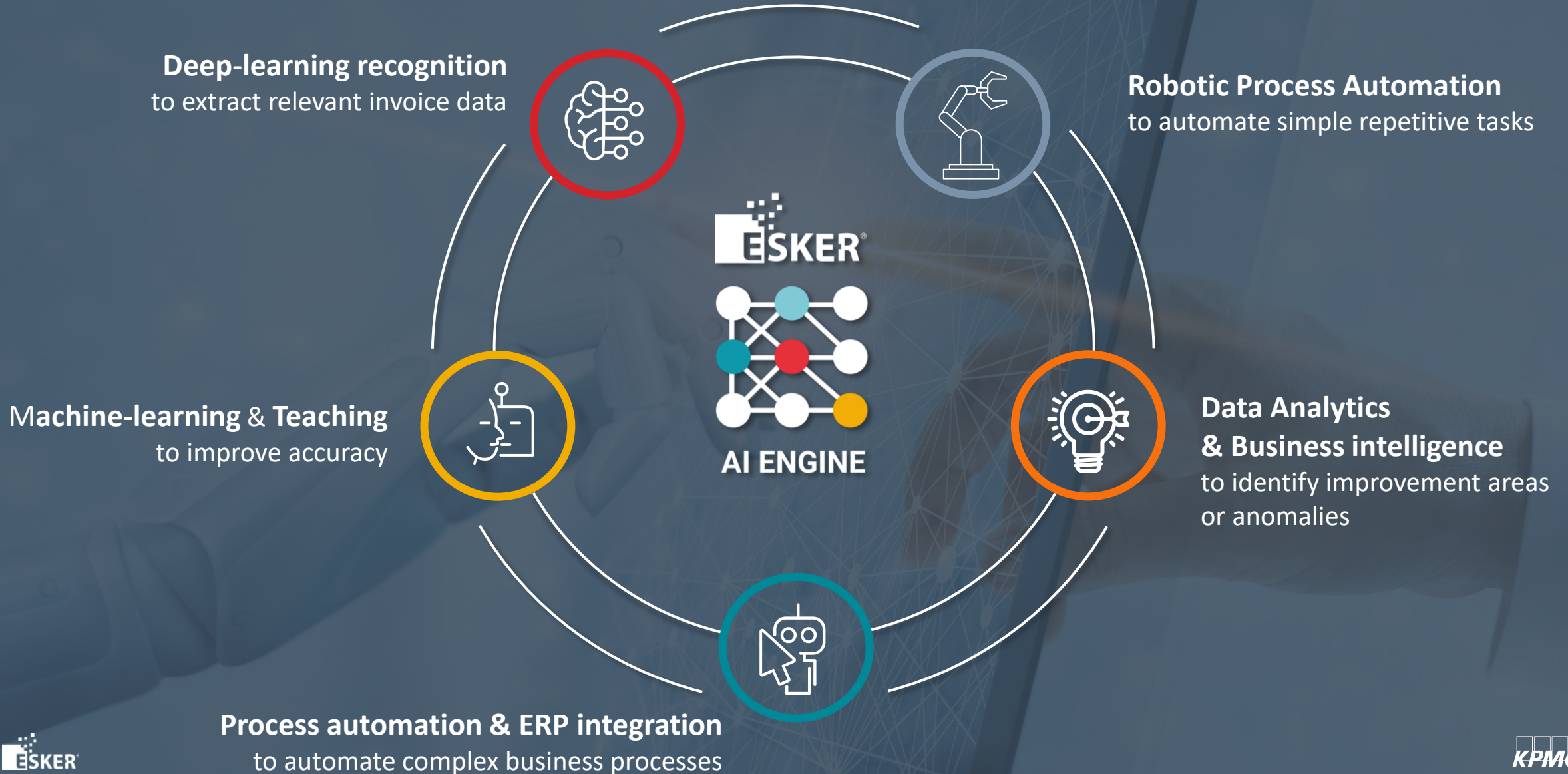
IMPROVED CUSTOMER SATISFACTION

ENHANCED CONTROL

BUSINESS INTELLIGENCE

# RPA & AI IN ESKER'S P2P SOLUTIONS

A MIX OF TECHNOLOGIES TO PROVIDE BEST-IN-CLASS AUTOMATION RESULTS



# ESKER'S AI ENGINE OVERVIEW

## THE RIGHT MIX OF TECHNOLOGY TO REACH MAX RECOGNITION

Best in class invoice data capture from day 1 ...

**SYNERGY  
SHARED TEMPLATE**

Technology based on shared auto-learning rules and facial recognition

**SYNERGY  
NEURAL  
NETWORK**

Deep learning & Natural Language Processing

**FIRST TIME  
RECOGNITION**

Data retrieved thanks to keywords, replicated master data and OCR

... that gets even better after time!

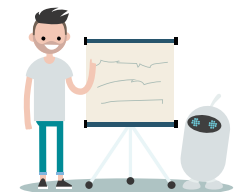
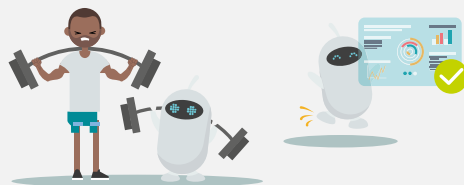
**AUTOLEARNING**

Esker's AI engine automatically learns from user corrections

Define your own processing rules.

**TEACHING**

Trained users tell explicitly how to recognize atypical invoice layouts.



# AI & RPA WORKING TOGETHER



POLL

# 2

## What technology are you currently using?

- AI or RPA
- Both, AI and RPA
- Neither, but have plans to
- Neither, and don't have and future plans to

# AUTOMATED ACCOUNTS PAYABLE

BOOK INVOICE BETTER, FASTER AND CHEAPER



## ELECTRONIC INVOICE SUBMISSION

- Suppliers portal
- E-signature verification
- E-invoicing
- EDI



SUPPLIER



## AUTOMATED DISPATCH

- Batch splitting
- Queue management
- Duplicate check
- KPI & dashboards

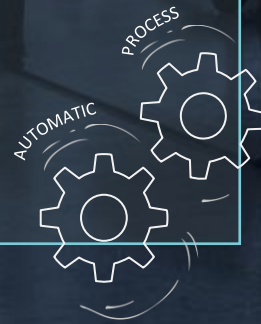


AP SPECIALIST



## AUTO-VERIFICATION AND MATCHING

- Auto-learning
- Automatic PO matching
- Touchless processing
- Automatic routing
- Exception logic



## ELECTRONIC APPROVAL WORKFLOW

- Policy based workflow
- Mobile approval
- Basic & complex workflows handling
- Group approval



MANAGER



## ERP INTEGRATION

- Standard connectors for SAP, MS Dynamics, Oracle
- Integration API
- Error management
- Retries strategy



## ELECTRONIC ARCHIVING

- Secure archive
- Linked to ERP record
- Adjustable retention strategy
- Multi-criteria & full text search



KPMG

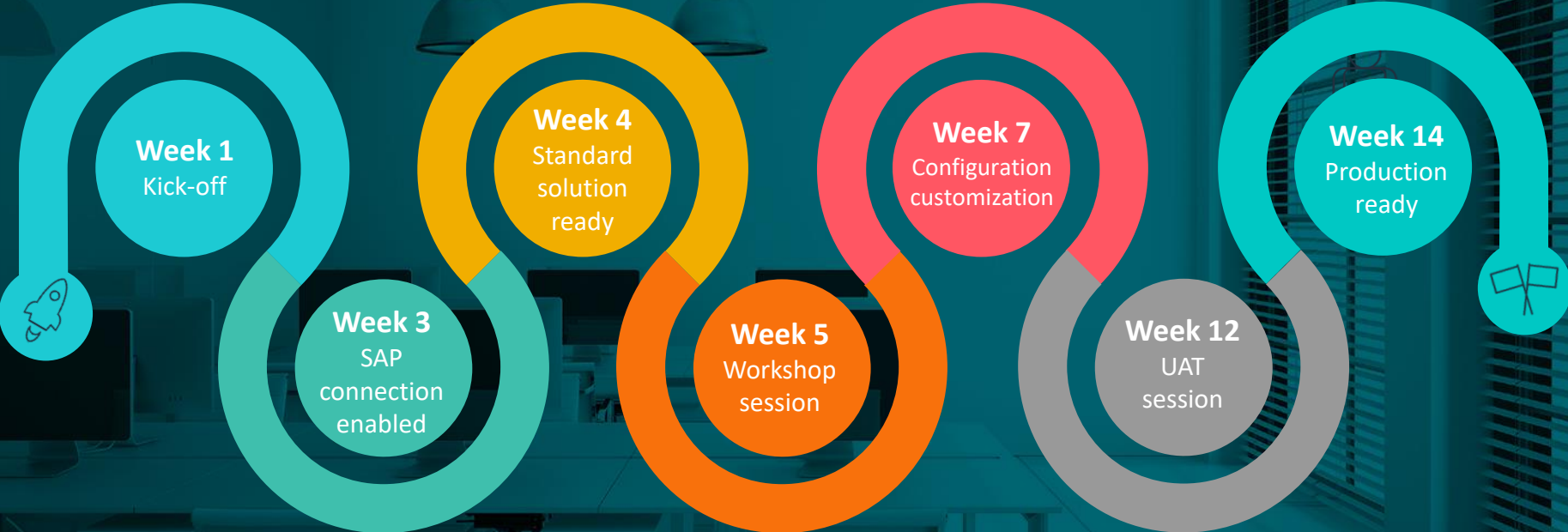


**1** Interface **1** Platform





# PROJECT TIMELINE



Any Questions?  
This is the moment...



# THANK YOU FOR YOUR ATTENTION

For more information:

[Adelin.Odent@esker.com](mailto:Adelin.Odent@esker.com)  
[vanOijen.Michiel@kpmg.nl](mailto:vanOijen.Michiel@kpmg.nl)





VERBINDT. VERSTERKT.

FOCUS  
ONLINE

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# Bedankt voor je deelname

Bekijk op [www.VNSGFocusOnline.nl](http://www.VNSGFocusOnline.nl) welke sessies er nog meer zijn!

