Canon

Accounts Payable Automation for Growth
Due Diligence in Selecting a Solution to Support Future Business Needs

Case Study

CLIENT	Growing Hospitality Company 15,000 invoices per month 20,000+ vendors ERP: PeopleSoft
INDUSTRY	Entertainment & Hospitality
SOLUTION	Accounts Payable Automation Integrated with Oracle® PeopleSoft

As companies look to streamline document intensive processes and undergo digital transformation, due diligence in the solution selection process is vital. Extensive review of current process pain points and expected benefits ensures the chosen solution will not only meet the current needs and functionality requirements, but will continue to deliver value, with the flexibility required by your organization to support future business needs.

"We were afraid of the risk of not always accurately capturing company liabilities, because invoices would sit on people's desks."

"As a committed Oracle PeopleSoft user, we were looking for someone who had partnered up with PeopleSoft and could demonstrate to us the same commitment."

Client Profile
The fast-growing company operates in two major areas: theatres, and resorts and hotels. As a result of this business structure the company has significant real estate assets and employees distributed across several states, and processes about 15,000 invoices per month from over 20,000 vendors.

Challenges
The company's business requires the ability to easily complete allocations between departments and divisions at these locations. The major pain points within the Accounts Payable process were:
- Handling of invoices by division, without PO system;
- Lack of sufficient visibility into the AP process;
- Challenges with closing books accurately and timely.

With ongoing growth and as much as 60% of their invoices arriving as paper, the company knew it was the time to automate.

Selecting a Solution
The process to research and select a solution can be overwhelming, but with development of specific requirements the final decision on which solution fits the organizational needs will be clear. For this client, the decision to automate was being considered for two years before the company developed a clear understanding of the needs, executive buy-in for the business case, and was ready to dive into selecting a solution and kicking off the project.

By completing extensive due diligence internally, prior to approaching solution providers, the client was able to effectively evaluate solution options and focus in on the functionality that was vital to the unique business requirements. For this company the process started with research and a comparison of top providers and their solution features and benefits. Utilizing both PeopleSoft and an industry specific procurement solution, the company wanted the ability to both automate and connect processes to ensure select locations could continue with established processes, but benefit from the integration of data.

Why Canon?

Based on the depth of the integration with PeopleSoft as well as expert consultation and delivery, the client decided that Canon's AP Automation solution represented the best fit for the organization. Canon's demonstrated strong knowledge of the PeopleSoft application, and the solution having an Oracle Validated Integration with PeopleSoft were highly valued. "As a committed Oracle PeopleSoft user, we were looking for someone who had partnered up with PeopleSoft and could demonstrate to us the same commitment." In addition, two specific advantages of the Canon solution were:

- Quality of the document capture with the Optical Character Recognition (OCR) technology;
- Capability to graph secondary source ledger coding information;
- The established trust and reputation of the Canon brand was also a factor, as well as the Canon team's dedication to listening to the client and solving their business process problems.

Benefits of the Solution

Features	Benefits
✓ Intelligent document capture with OCR, ability to capture line items	✓ Accurate and efficient process
✓ Auto-classify and validate content	✓ Increased compliance of invoice process
✓ Document archiving and retrieval	✓ Increased real-time visibility across departments
✓ Customizable business process	✓ Flexible workflow based on business needs
✓ Approvals from anywhere, on any device	✓ Fast approvals, to capture vendor discounts

Looking Forward

Canon's integrated, scalable AP Solution will support the company's growth ensuring they feel confident that risk across the AP process is mitigated. From compliance concerns to lack of visibility, Canon's solution will continue to provide assurance to management that the Procure to Pay function is streamlined and protecting the organization.

ORACLE®

Validated Integration

PeopleSoft

For more information, please go to www.ciis.canon.com.