



Unlocking CAS Success

Leveraging Accounts Payable
as the Entry Point



Learning Objectives

- Understand the core functionality of an Accounts Payable Solution.
- Discover why Accounts Payable is an entry point to providing CAS services.
- Explain best practices for an Accounts Payable Solution
- Determine ideal clients that would benefit from an Accounts Payable Solution
- Learn strategies to optimize workflows within an Accounts Payable Solution



Today's Agenda



INTRODUCTION-

“What is CAS” & “Why Accounts Payable as an entry point”



KEY AREAS OF ACCOUNTS PAYABLE-

“What & Why”



USE CASES-

“Real Life Use Cases”



CONCLUSION-

“The Importance of Accounts Payable as an Entry Point”

Introduction



Unlocking CAS Success

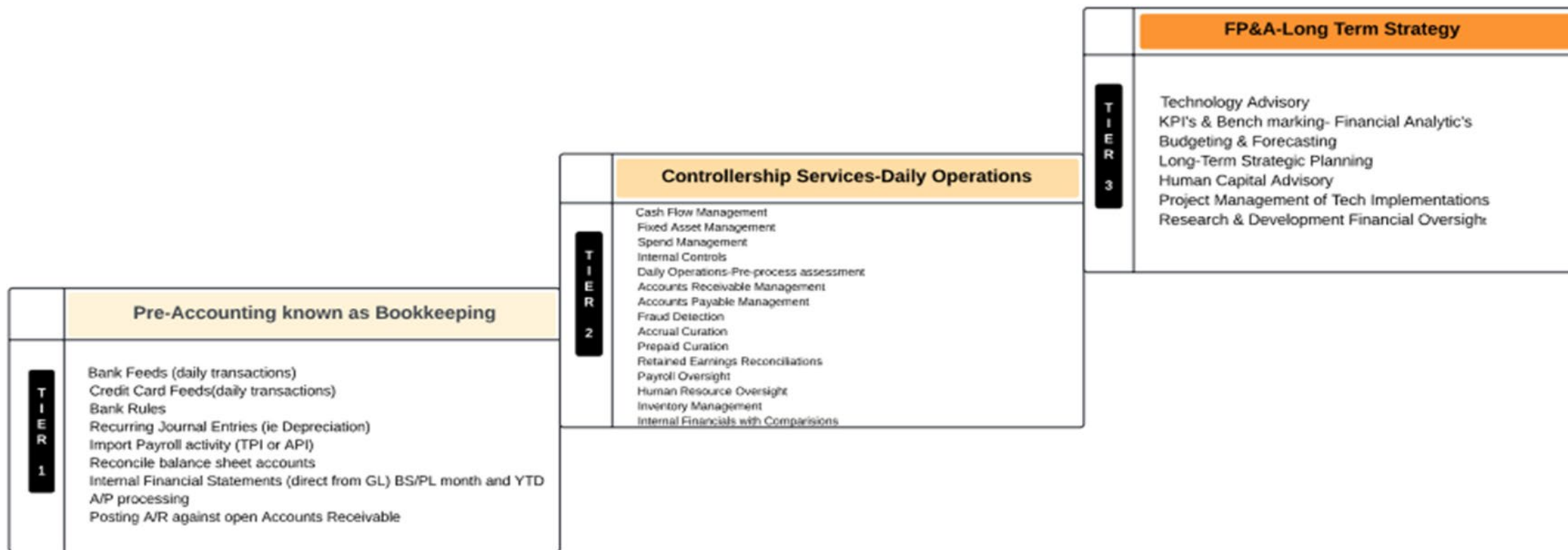
Leveraging Accounts Payable
as the Entry Point

Today's Presenter

Deborah Defer
Director of CAS Consulting
Woodard
Ddefer@woodard.com



What is "CAS"?



"Why Accounts Payable as an Entry Point?"

Starting with AP advisory services allows advisors to gain a deep understanding of the client's business operations, identify improvement opportunities, and provide valuable insights that can lead to cost savings, efficiency gains, and strategic growth. This establishes a strong foundation for expanding the scope of advisory services and building long-term client relationships.



Key Areas of Accounts Payable



Unlocking CAS Success

Leveraging Accounts Payable
as the Entry Point

Key Areas of Accounts Payable

WHAT	WHY
Central Role in Financial Operations	AP is a critical component of a company's financial operations. It involves managing and tracking all outgoing payments to suppliers and vendors. Since AP directly impacts a company's cash flow and financial health, addressing AP-related challenges can yield significant benefits
Universal Need Across Industries	Virtually every business, regardless of its size or industry, has accounts payable processes. This universality means that offering AP advisory services allows CAS providers to cater to a wide range of clients, increasing their market reach and potential for growth.
High Volume of Transactions	AP typically involves a high volume of transactions, which can result in complexity and inefficiency if not managed properly. This presents an opportunity for CAS providers to offer value-added services such as streamlining processes, reducing errors, and improving efficiency
Cost Savings and Efficiency Gains	By optimizing AP processes, businesses can achieve cost savings through early payment discounts, avoid late payment penalties, and reduce manual labor costs associated with invoice processing. CAS providers can help clients realize these cost savings and efficiency gains, thereby demonstrating tangible value

Key Areas of Accounts Payable continued...

WHAT	WHY
Data Visibility and Insights	AP data provides valuable insights into a company's financial performance, cash flow trends, and vendor relationships. CAS providers can leverage this data to offer strategic advice and financial analysis, helping clients make informed decisions to improve their bottom line.
Foundation for Relationship Building	Offering AP advisory services allows CAS providers to establish themselves as trusted advisors to their clients. By helping clients solve pressing financial challenges and achieve their business objectives, CAS providers can build long-lasting relationships based on mutual trust and collaboration.
Gateway to Offering Comprehensive CAS	Addressing AP needs can serve as a gateway to offering more comprehensive CAS, including services such as accounts receivable management, financial reporting, budgeting, and forecasting. Once clients experience the value of CAS in optimizing AP processes, they may be more receptive to additional services.

Use Cases



Unlocking CAS Success

Leveraging Accounts Payable
as the Entry Point

Examples

- Mental Health Facility
- Construction Company
- Law Firm
- Real-Estate Company



Conclusion



Unlocking CAS Success

Leveraging Accounts Payable
as the Entry Point

- Accounts Payable (AP) serves as a pivotal entry point to client advisory services due to its foundational role in a company's financial operations.
- By understanding AP processes, advisors gain crucial insights into a client's business operations, vendor relationships, and cash flow management.
- This understanding allows advisors to identify inefficiencies, mitigate risks, and recommend strategic improvements, such as implementing AP automation solutions or negotiating favorable payment terms.
- Moreover, offering AP advisory services demonstrates the advisor's commitment to understanding the client's specific needs and delivering tangible value beyond traditional accounting services.
- This establishes trust, strengthens client relationships, and lays the groundwork for expanding the scope of advisory services to encompass broader financial and strategic planning initiatives.

TOP OF MIND

“Accounts Payable offers a strategic entry point for CAS providers to demonstrate their expertise, add value to clients' businesses, and establish long-term partnerships based on mutual success.” Deborah Defer



Unlocking CAS Success

Leveraging Accounts Payable
as the Entry Point