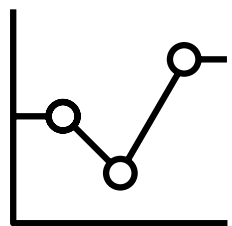
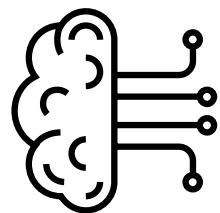


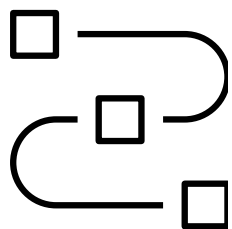
Beverage Distribution Center, Inc. Automates Accounts Payable



Lessons learned for any Automation

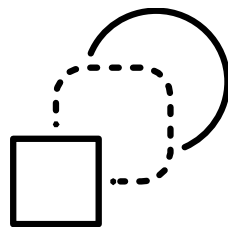


Scott Azzolina | VP Channel Sales, Miria
New York | June 6, 2019



Automation 2019





Agenda

Automation and A/P

About BDCI

The Challenge

Evaluating Solutions

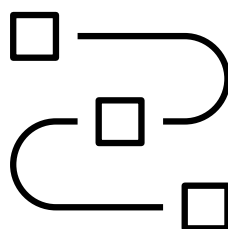
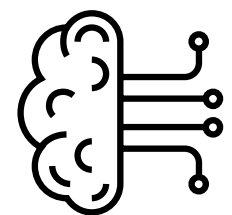
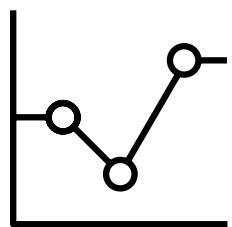
Choosing Miria and IBM

The Solution Implemented

Results

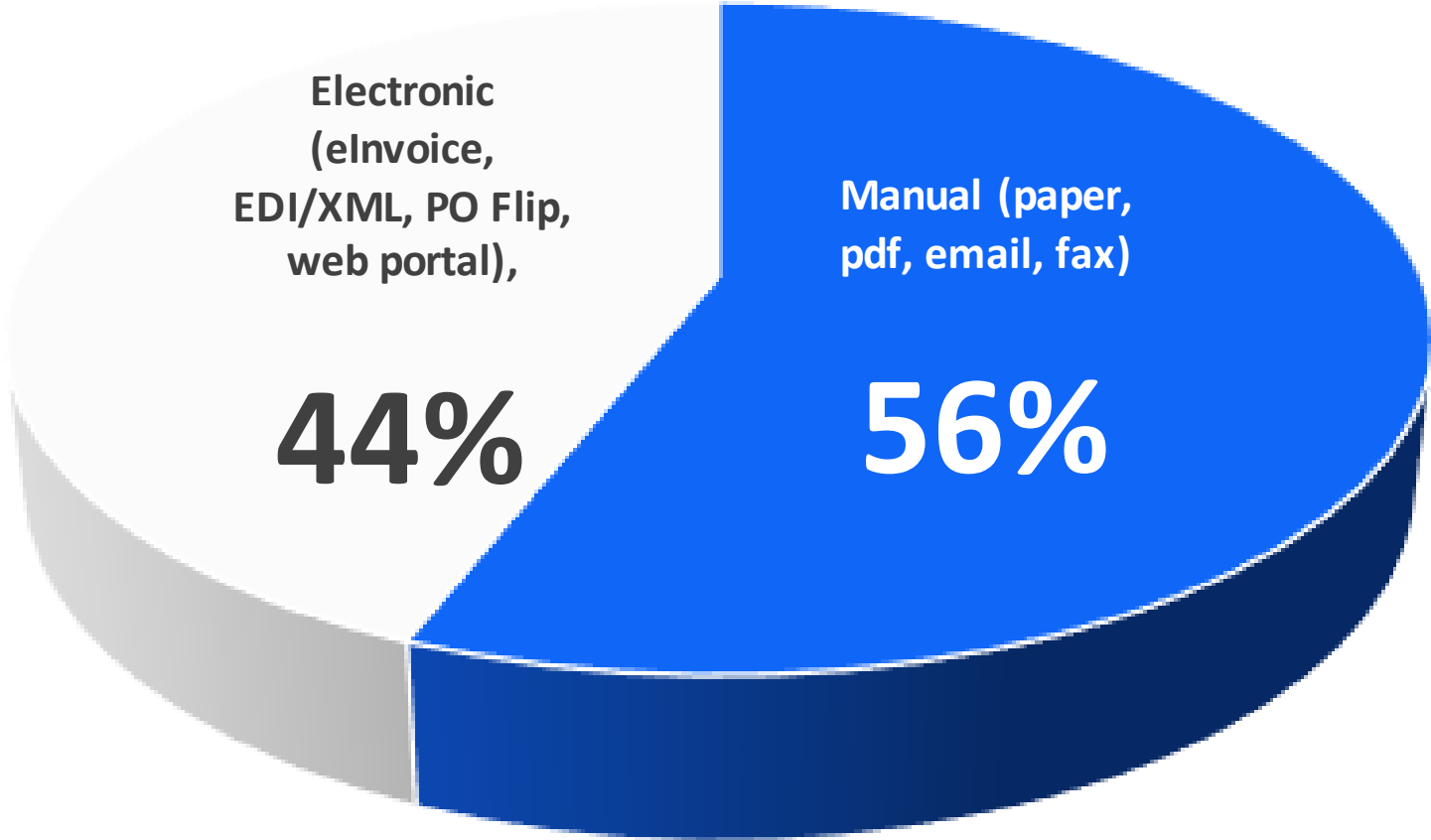
Lessons Learned

Future Automation Initiatives



Majority of Enterprises Still Processing A/P via Paper

Paper vs Electronic



Source: Aberdeen



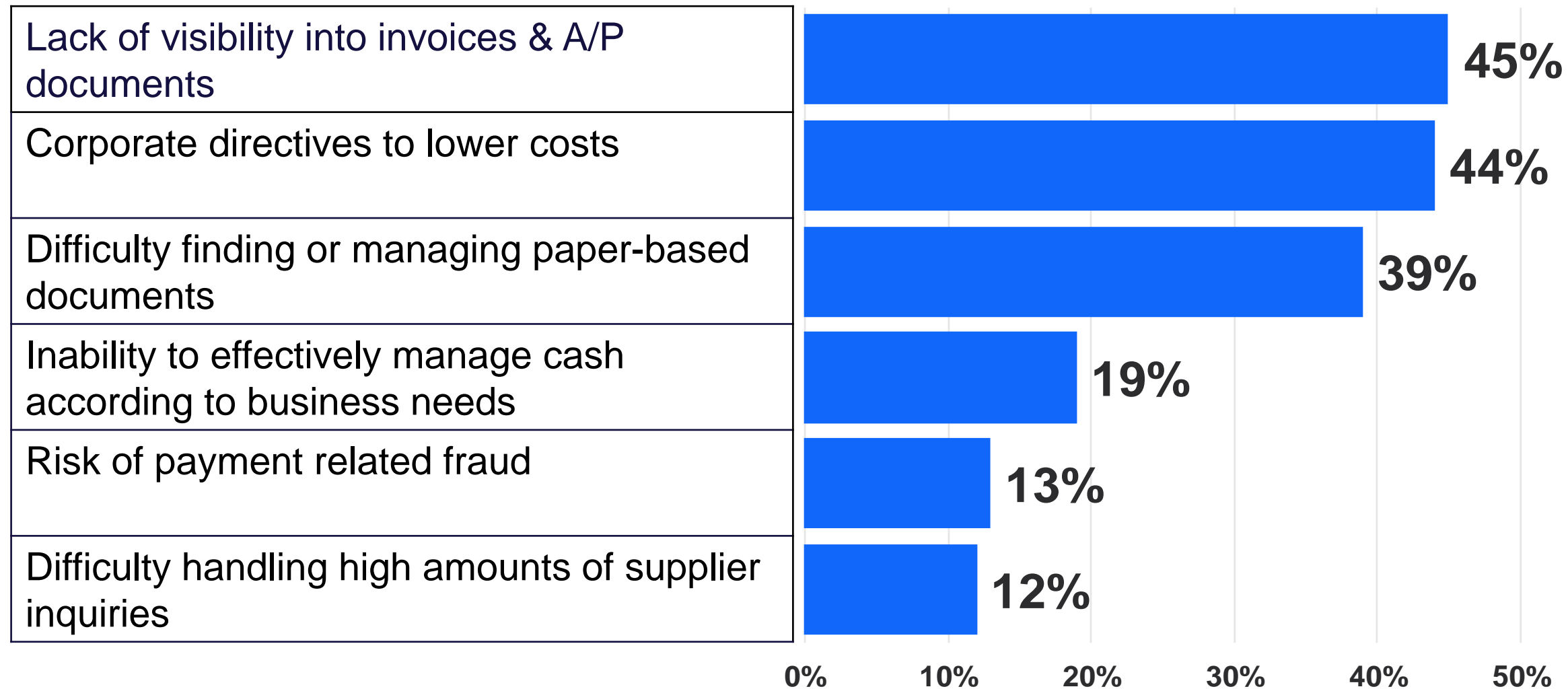
Impact of Automation on A/P

	INDUSTRY AVERAGE	BEST IN CLASS AUTOMATION
Cost to process an invoice	\$19	< \$2
# of invoices per processor	1,500	4,000+
Time to receive, approve, schedule and pay an invoice	10 days	3 days
# of invoices received via paper	80%	33%
Invoice processing error rate	6%	1%
Invoices received with errors	14%	7%

Source: Aberdeen



Top Pressures Driving A/P Improvements



Source: Aberdeen



About BDCI

Beverage Distribution Center, Inc.

- Soft drink distributor in New Jersey
- Administrative and warehouse services for soft drink companies
- A subsidiary of Honickman Affiliates, Ltd.
- Customer since 2017



BDCI



BDCI Challenges

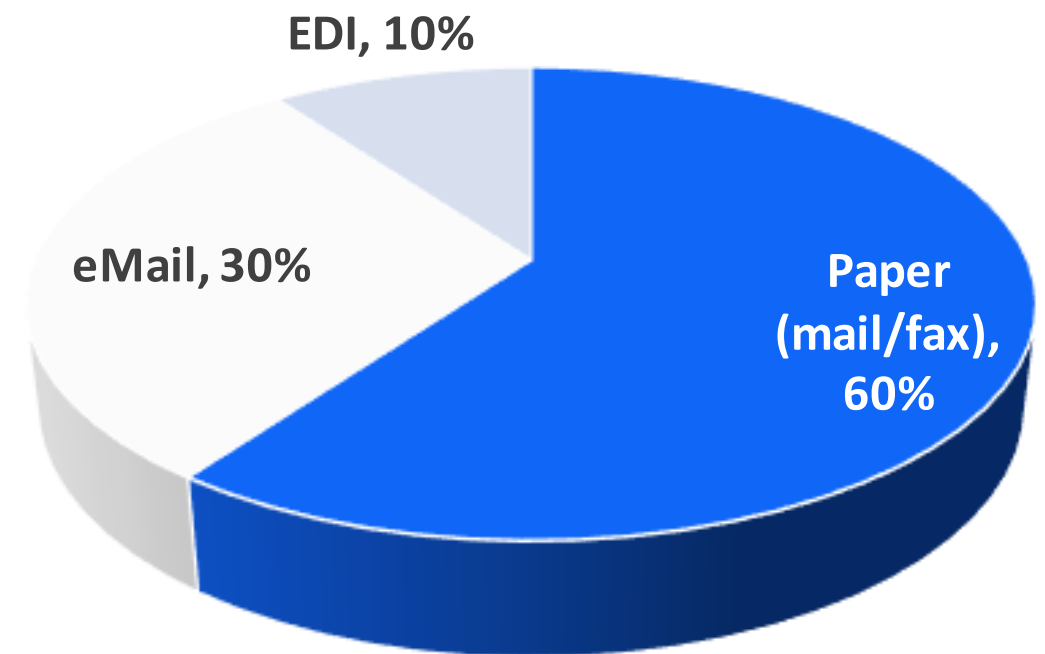
- A/P processing inefficient, manual effort
- Adversely impacting A/P and suppliers
- Lack of accountability
- Difficulty in supporting stringent sales tax audits
 - Often must produce actual invoices dating 3-5 years



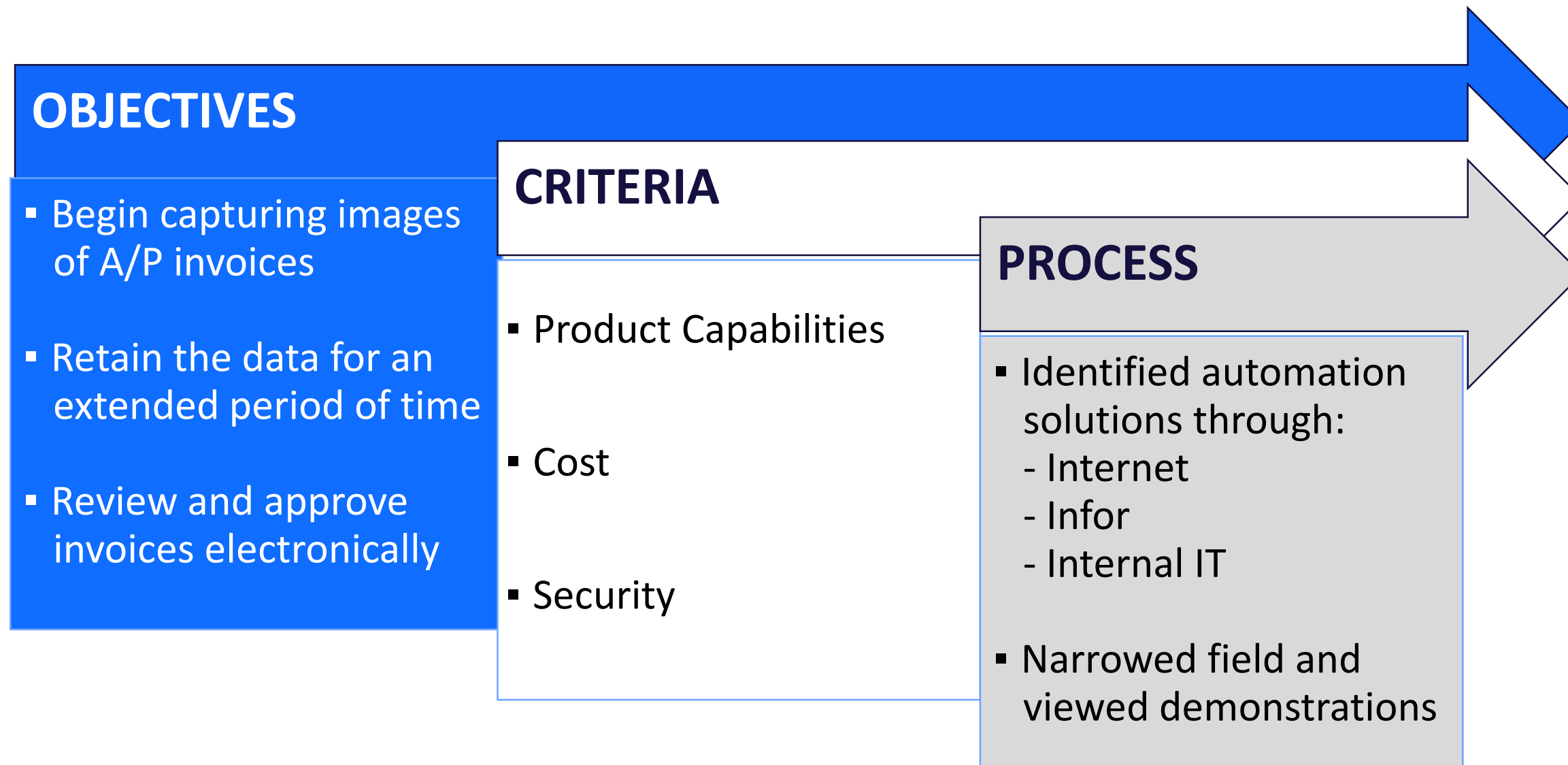
BDCI by the Numbers

- 30 office locations
processing 15,000 invoices/month
generated by over 3,000 suppliers
- Takes 10 days to process and approve
a single invoice
- Expend over 200 man-hours per
week inputting and correcting A/P
data

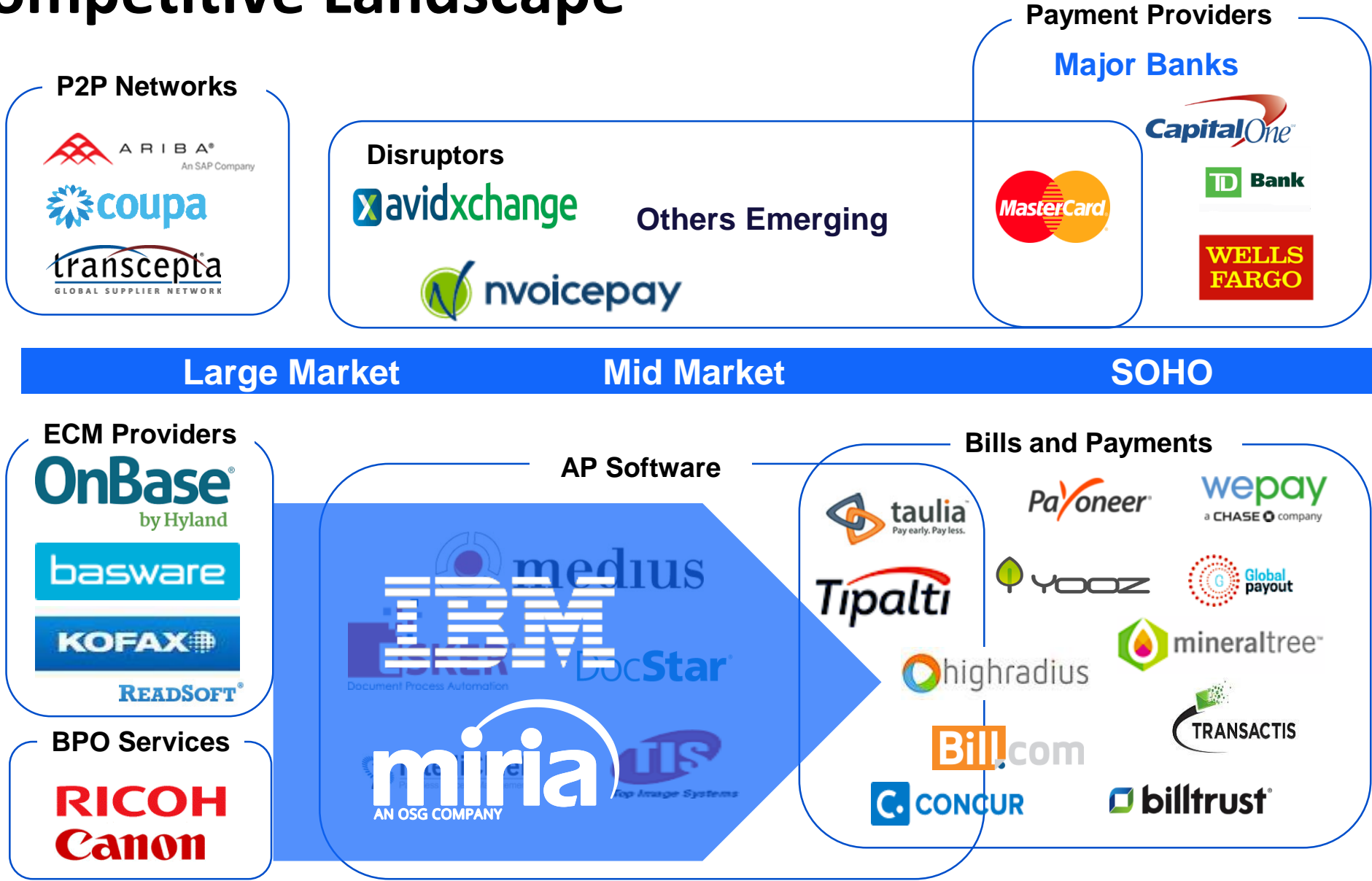
BDCI Invoice Formats



Evaluating Automation Solutions

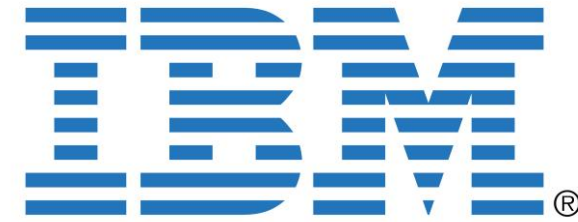


The Competitive Landscape

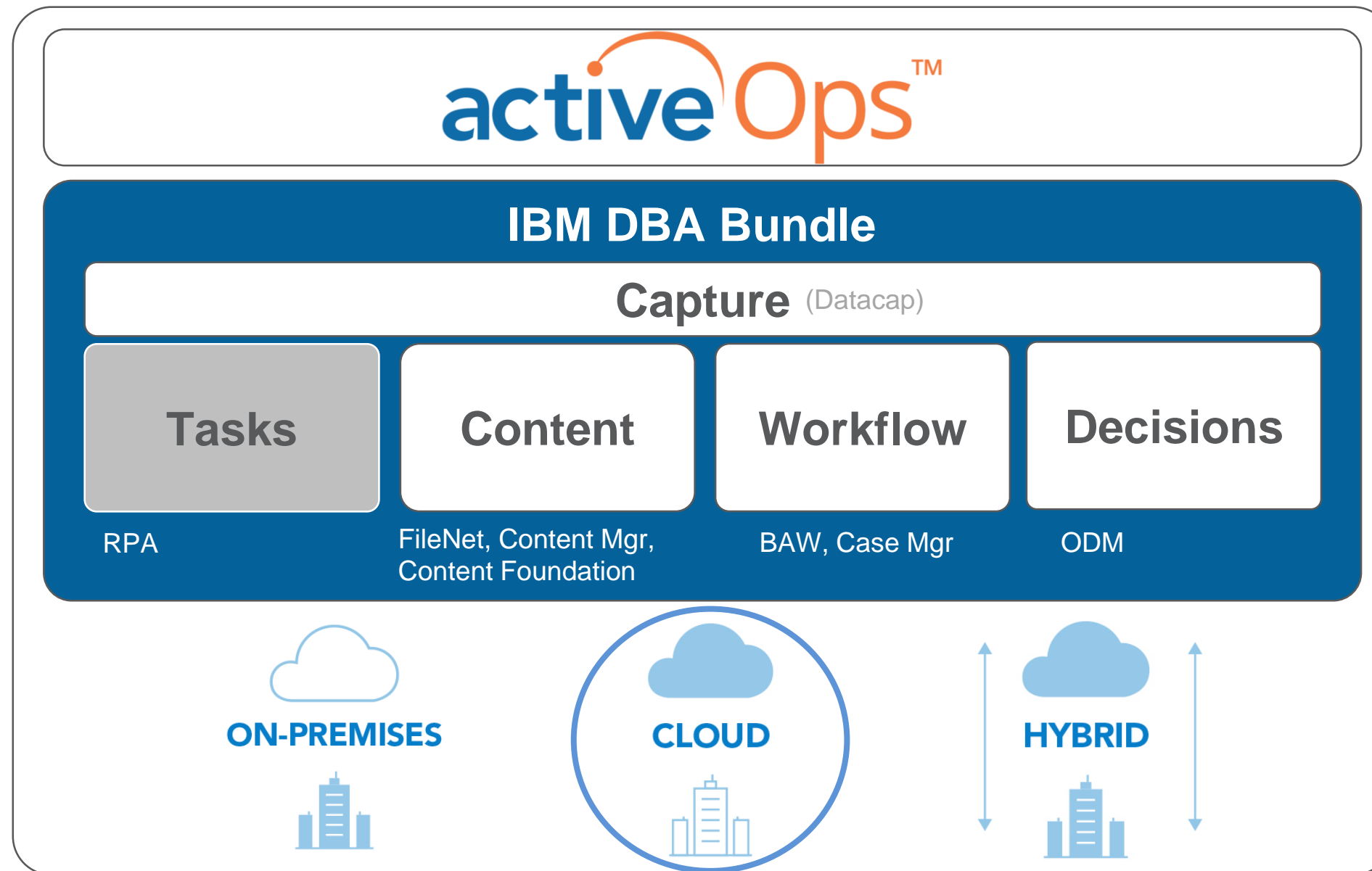


Choosing Miria and IBM

- Recognized experts in automation
- Robust functionality (e.g. document capture, matching, extraction)
- Flexible solution (a la carte modules, e.g. expenses, use tax, etc.)
- Compelling case for ROI
- Strong customer references



The Solution Platform Implemented



(10)
Full Functionality
Users



(70)
Limited Functionality
Users



Automating AP within BDCI: How it Works



Active AP Processing Queue

Active AP

Active Pay

My Work Inbox (0)

Indexing

Processing

Processing (30)

Bulk Upload Review (1)

Check Req Review (0)

Pcard Review (0)

PO Unmatch Review (188)

Review

Exceptions

Create New

Posting

Search

Invoice:

PO Number:

Vendor ID:

Search

Tools

Search

Miria Support

Help | Logout

Processing

Invoice: Type: - None - Invoice Date: From To [Advanced Filter](#)

Type	Sub-type	Invoice Date	Due Date	Vendor Name	Invoice	Gross Amount	Buyer	Routing Code	Company Code	Doc Seq ID
Non-PO	Invoice	7/31/18	8/30/18							
Non-PO	Invoice	10/8/18	11/7/18							
Non-PO	Invoice	4/8/19	4/8/19							
Non-PO	Invoice	4/24/19	4/24/19							
Non-PO	Invoice	4/4/19	5/4/19							
Non-PO	Invoice	5/15/19	5/15/19							
Non-PO	Invoice	5/15/19	5/15/19							
Non-PO	Invoice	5/20/19	5/20/19							
Non-PO	Invoice	5/20/19	5/20/19							
Non-PO	Invoice	5/24/19	5/24/19							
Non-PO	Invoice	5/14/19	5/24/19							
Non-PO	Invoice	5/25/19	5/25/19							
Non-PO	Invoice	5/27/19	5/27/19							
Non-PO	Invoice	5/28/19	5/28/19							
Non-PO	Invoice	5/24/19	6/3/19							
Non-PO	Invoice	5/15/19	6/14/19							
Non-PO	Invoice	6/1/19	6/16/19							
Non-PO	Invoice	5/20/19	6/19/19							
Non-PO	Invoice	5/20/19	6/19/19							
Non-PO	Invoice	5/22/19	6/21/19							

Results 1 - 20 of 30



Processing an Invoice in Active AP

Task		
Status	Workflow Completed	
Task Notes (80 characters)		
Previous Comments		
Invoice		
Type	PO	Sub-type Invoice
Invoice		Accounting Date
Company Code*		Invoice Date
PO Number		Due Date
	Long PO#	
Invoice Details		
Vendor Name	PEPSICO	
Address Type*		
Gross Amount	Payment Type	Self-Assessed Tax
Sales Tax	Payment Term	Tax Basis
Hold Payment	Separate Payment	Shipping Amount
Short Pay Reason		
Check Message		
Special Instructions		
Vendor Details		
DBA	Tax Category	
Remit Address 1	Primary Phone	
Remit Address 2	Remit State	
Remit City	Remit Zip Code	
Tax Detail		
GL Distributions		
Source Information		
Scan Date	Scan Type	Doc Seq ID
Scan Source	Submitter Email	Batch Number
Scan Site	Scanned By	Scan Amount

Miria AP – Virtual - Viewer	
20181002.000137.01 x	
Remit to:	
Original Invoice	
Payment Information	
Remittance must reference this number:	
invoice	
Invoice Amount	Due
Payment terms	Payment in 30 Days
Customer	Number
Customer PO	Date
Order	
Shipping Conditions	
Shipment Information	
Requested Ship Date	
Delivery Plant	
Delivery	
Net Weight	
Gross product Weight	
Invoice Details	
Allowance / Surcharge	
Item	GTIN/Alt. Material Pack Size
Description	Quantity Unit
Rate	Per
Value	
0100	
Total Net Value	
Net Invoice Amount	



BDCI Results of Automation

- Complete, on-demand visibility of all invoices
 - Allows accountants, operations, & A/P processors the ability to see invoices on-line, without having to ask for help
 - Now able to find all invoices requested by sales tax auditors
- Streamlined A/P processes of multiple operating companies and personnel
- Accountability - know where each invoice is in the process
- Improved supplier communications
- Tangible savings in time and money



“Active Ops has been a quantum leap for our organization into the electronic processing of accounts payable.”

It has also provided BDCI with a view to the future for automated applications of other critical business processes.”

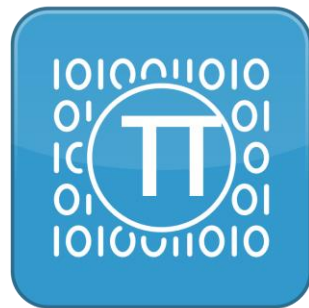
John Insley, BDCI

Key Lessons Learned

- 1 It pays to work with a proven, tested leader within the automation space
- 2 Be willing to adapt your business processes for the betterment of automation
- 3 Automation doesn't replace the human element, rather enhances it
- 4 Once you get a taste of automation done right, you crave more



Future Automation Project: BDCI Payments & Optimization (1 of 2)



Active Mailroom



Active AP



Active Pay



Future Automation Project: BDCI Payments & Optimization (2 of 2)



- Control how and when payments are made to optimize cash flow
- Payment visibility throughout the entire process

OPTIMIZE AND PAY

GROUP

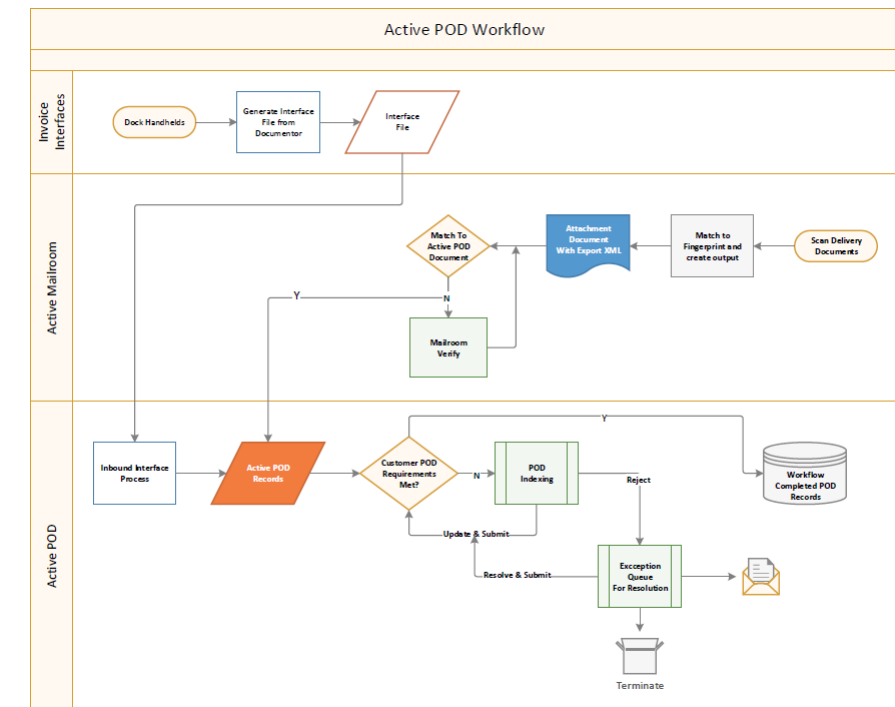
PAY

CLEAR

RECONCILE

Future Automation Project: BDCI Proof of Delivery

- Process ~3,000 deliveries/day (~720K/yr)
- Challenged with accuracy, completeness and timeliness of Proof of Delivery
- Impacts A/R as well as customer service
 - Process includes paper and electronic documents from both supplier and customer
 - A/R dependent upon each driver to provide organized, accurate and complete POD documents for all deliveries at end of day
 - A/R must manually match POD documents to each driver's route list, as well as handle exceptions (e.g. missing or incomplete docs)
 - Customer inquiries into POD/Invoices delayed due to inefficient process
 - *Must manually pick files, copy files and send to customer*



Future Automation Project: Leveraging AI



- Identifying trends, anomalies and opportunities through intelligence

This invoice is 50% higher than any other you've received from this supplier.

Do you want to take a closer look?

You can wait another 12 days before you submit this payment without penalty.

Do you want to do this?

If you pay this batch by ACH, you can save \$55,000 in check processing costs.

Would you like me to schedule it now?

OSG BY THE NUMBERS

With transaction numbers in the billions, our knowledge and experience deliver results

