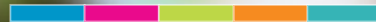




enChoice and Miria OSG Kickoff



Miria OSG Refresh



- 25-year old company, IBM Gold Business Partner and IBM certified Digital Business Automation (DBA) Expert
- An OSG Company
- Cloud-based solution built on IBM's DBA stack
- Specialize in accounts payable automation for organizations that process large volumes of invoices
- Used by some of the largest companies across the globe



Expert

Digital Business Automation



Our Agreement



- enChoice as Miria reseller
 - LOB solution with recurring revenue streams (for existing and new accounts)
 - Opportunity for on-prem enChoice DBA customers to move to cloud

- enChoice as subcontractor to Miria



- Miria as subcontractor to enChoice

IBM DBA Products We Leverage



IBM DIGITAL BUSINESS AUTOMATION BUNDLE

CAPTURE (Datacap)

TASKS
(RPA)

CONTENT
(FileNet, Content
Mgr, Content
Foundation)

WORKFLOW
(BAW, Case
Manager)

DECISIONS
(iLog, ODM)

On-premise

In the Cloud

Hybrid Cloud

Miria ActiveOps Process Flow





Sample Active AP Screens

- Once captured, invoices are then matched against relevant documents and files (e.g. P.O.s, vendor files, receipt of goods, etc.) to verify their validity and accuracy. Data is automatically extracted from the image and submitted into the application for processing.

Task Get Next Reject Release Update Save Submit

Status: Indexing Submitter: Demo Processor DQ Score: 01 02 03

Task Notes (80 characters):
Previous Comments:

Invoice

Type: Non-PO Sub-type: Standard Priority: Normal
 Invoice: GTCH100 Invoice Date: 6/4/19 Due Date: 7/4/19 Discount Due Date:
 Organization Code: 1010-Acme USA Department: - None - Sensitivity: Normal

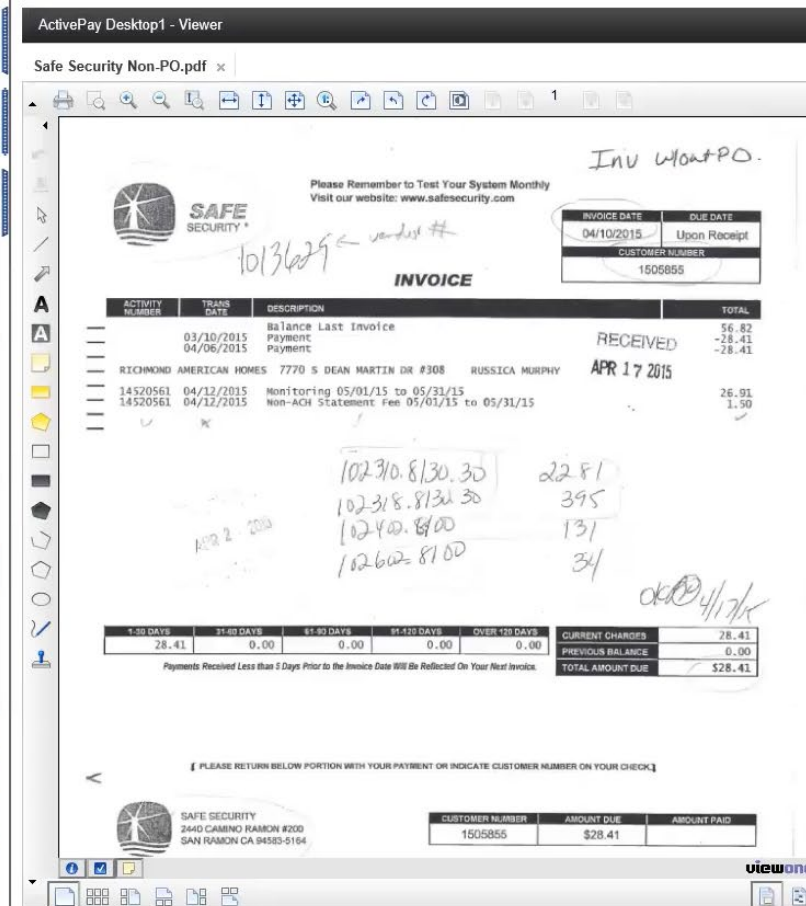
Invoice Details

Vendor Name: SAFE Security Vendor ID: 23839
 Routing Code: 001 Business Unit: First Approver:
 Gross Amount: 100.00 USD Payment Type: Manual Check
 Tax1: 0.00 USD Tax2: 0.00 USD Tax2: 0.00 USD Payment Term: NET 30 DAYS
 Short Pay Reason: - None -
 Check Message:
 Special Instructions:

Vendor Details

Address1: P.O. Box 5164 Default Pay Type:
 Address2: Account No.:
 Address3: State: CA
 City: San Ramon Zip: 94583
 Preferred Bank:

Contract Details
Tax Detail
GL Distributions
Source Information





AP Challenges without Automation



Manual data input that's time-consuming, error-prone and costly



Multiple steps & people to process & approve invoices



Incurring penalties from late payments due to inefficient process



Inability to take advantage of early payment terms & discounts

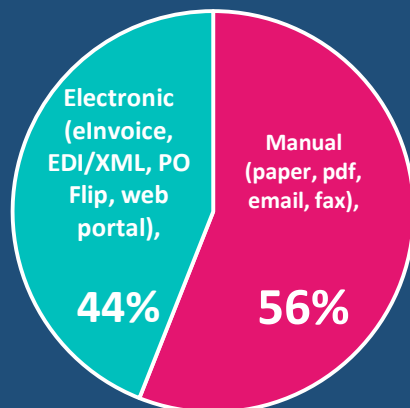


Lack of visibility to answer questions from management and suppliers



Difficulty in responding to audits accurately & timely

Paper vs Electronic



1. The majority of enterprises still process AP via paper

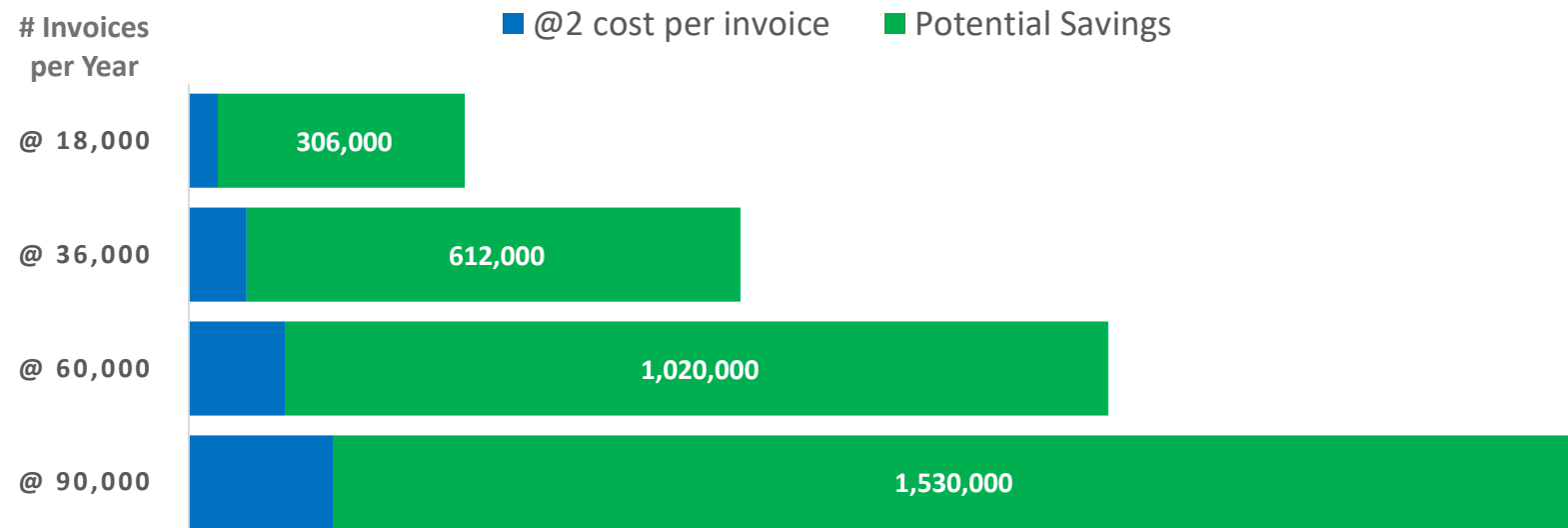
2. The average cost for enterprises to manually process a single invoice is \$19. For an organization processing 50,000 invoices per year, that's \$950K!

The ROI with AP Automation



- Best in class AP automation can reduce the cost to process a single invoice from an average of \$19 down to \$2 or less
- This results in a rapid ROI typically measured in months, not years

POTENTIAL ANNUAL SAVINGS WITH AP AUTOMATION



# Invoices per Month	1,500	3,000	5,000	7,500
# Invoices per Year	18,000	36,000	60,000	90,000
Annual cost (@\$19 per invoice)	\$342,000	\$684,000	\$1,140,000	\$1,710,000
Annual cost (@\$2 per invoice)	\$36,000	\$72,000	\$120,000	\$180,000
Potential Annual Savings	\$306,000	\$612,000	\$1,020,000	\$1,530,000

Greater Efficiencies, Control & Savings with Automation



Manual data input that's time-consuming, error-prone and costly



Drastically reduces manual input, high accuracy of data and increased productivity



Multiple steps & people to process & approve invoices



Streamlined process with reduce number of touches with approvals now hours or days not weeks or months.



Incurring penalties from late payments due to inefficient process



Rapid and accurate invoice processing provides greater control over who to pay, what to pay, how to pay & when to pay. As a result, can choose to take advantage of early payment terms as well as avoid penalties.



Inability to take advantage of early payment terms & discounts



Lack of visibility to answer questions from management and suppliers



Digitally search & locate the status of all invoices & payments through a single application.

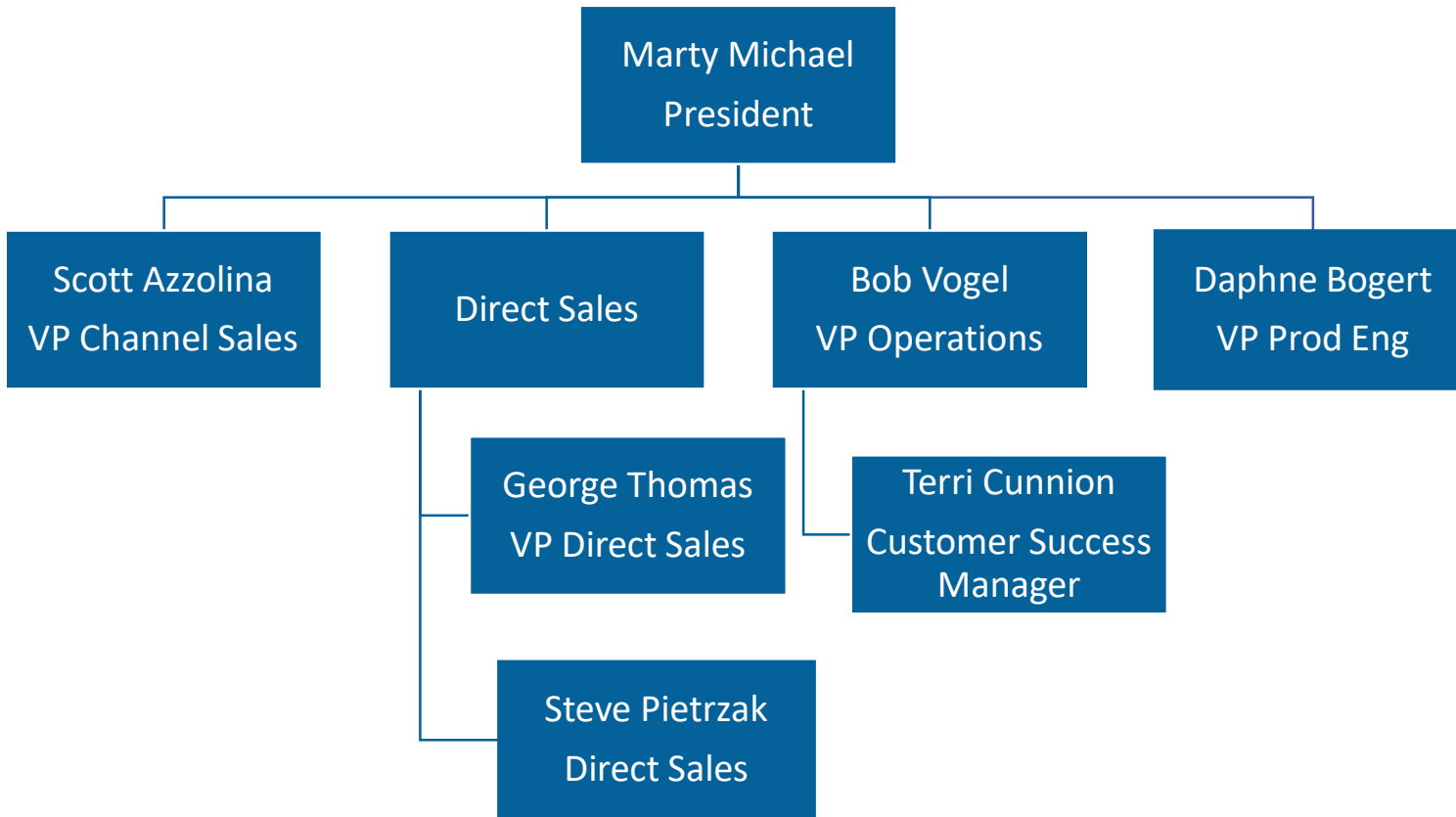


Difficulty in responding to audits accurately & timely



Electronic archive allows quick & accurate response to audits & compliance.

Miria Org and Key Contacts



Scott Azzolina
30+ Years IT Marketing and Sales
Joined Miria in 2019
sazzolina@miriasystems.com
484-446-3341 | Office
267-393-2171 | Mobile
HQ Office: Norristown, PA
[LinkedIn](#)



George Thomas
20+ Years Enterprise Software Sales
Joined Miria in 2001
gthomas@miriasystems.com
412-352-5520 | Mobile
Remote: Pittsburgh, PA
[LinkedIn](#)



Steve Pietrzak, CPA
25+ Years Financial Service Solution Sales
Joined Miria in 2017
spietrzak@miriasystems.com
484-446-3336 | Office
484-432-5622 | Mobile
HQ Office: Norristown, PA
[LinkedIn](#)

Sales Enablement and Co-Marketing



- A dedicated sales enablement site has been created for enChoice which contains downloadable or viewable collateral, presentations, customer snapshot, videos/webinars, etc.

<http://gomiria.com/enchoice/>

- Miria is able to provide custom collateral/sales tools as well as support joint co-marketing initiatives as needed

Sales Enablement Page

Welcome to Your Dedicated Miria Partner Site

[Contact Miria](#) [Register a Lead](#)

About Miria

For over 25 years, Miria has helped digitally transform businesses through intelligent automation. We have a proven pedigree in document capture, content management and workflow. Our expertise has evolved from the original FileNet and Datacap products to the full IBM Digital Business Automation bundle as it's known today.

We focus upon automating document intensive processes with repetitive data input or tasks.

We specialize in Accounts Payable Automation for organizations across all industries who process anywhere from 5,000 to 500,000+ invoices per month.



Our Partnership with enChoice & IBM

Miria is proud to partner with enChoice, a leader in Enterprise Content Management and Digital Transformation. As a Miria Reseller Partner, enChoice can provide its customers a leading accounts payable automation solution that will drive recurring revenue streams. Since Miria is the only IBM partner who can sell FileNet and Datacap in the cloud with transaction-based pricing, enChoice is well-positioned and differentiated to capture new business.

Given Miria's solution leverages IBM's Digital Business Automation (DBA) stack, Miria will also partner with enChoice to supplement its FileNet and Datacap expertise for its direct customer migrations, upgrades and deployments.

Miria has a longstanding alliance with IBM. We are currently an IBM Gold Business partner, IBM Embedded Software Agreement (ESA) Partner and certified IBM Digital Business Automation (DBA) Expert. Our knowledgeable and seasoned pre-sales, sales and support team has earned a reputation as a partner who's easy to work with and one who can drive

Home Page

Miria Sales Enablement for enChoice

[Contact Miria](#) [Register a Lead](#)

Collateral

Automate your AP & Reduce Costs Download	Optimize Payments & Cash Flow Download	Intelligent Capture and OCR Download	Check Print & Mail Services Download
Miria Infographic Download	Miria Snapshot Download	Miria eBook Download	Miria Retail eBook Download

Messaging & Qualification

Miria Elevator Pitch Download	Qualification Questions Download	Target Personas Download	Miria Overview Deck Download
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Sales Qualification Document



- Basic qualification questions located in the sales enablement section of the enChoice partner site



Sample qualifying questions Miria will ask of prospects.
Engage Miria early in the process for best success!

Enter Prospect's Information Below:

Please Enter Your Contact Information:

Prospect Name:	[Click here to enter]
Prospect Email:	[Click here to enter]
Prospect Phone #:	[Click here to enter]

Your Name:	[Click here to enter]
Your Email:	[Click here to enter]
Your Phone #:	[Click here to enter]

1. What are the pain points in your client's accounts payable (AP) business? (List)
2. What are some of those problems in their accounts payable business they find tedious and time consuming?
3. What has prevented the client from solving this problem until now?
4. Are the client's Accounts Payables pain points beyond what the out-of-the-box IBM Digital Business Automation Platform can solve?
5. Does your client know (or have an estimate) of how long it takes and how much it costs to process an invoice? For example, how many days does it take your client to process an invoice (receipt to approval)? Does it cost your client more than \$4.00 on average to process an invoice (from receipt to payment)?

Messaging & Qualification

Miria Elevator Pitch Qualification Questions Target Personas Miria Overview Deck

[Download](#) [Download](#) [Download](#) [Download](#)

[View](#)

Opportunity Registration



- enChoice to register all opportunities through an online form (available through dedicated partner site, <http://gomiria.com/enchoice/>)
- Miria will respond to enChoice within 5 business days regarding registration disposition (e.g. accepted, rejected, needs more info)
- All registered leads are valid for 1 year

Please fill out the following form to Register an Opportunity

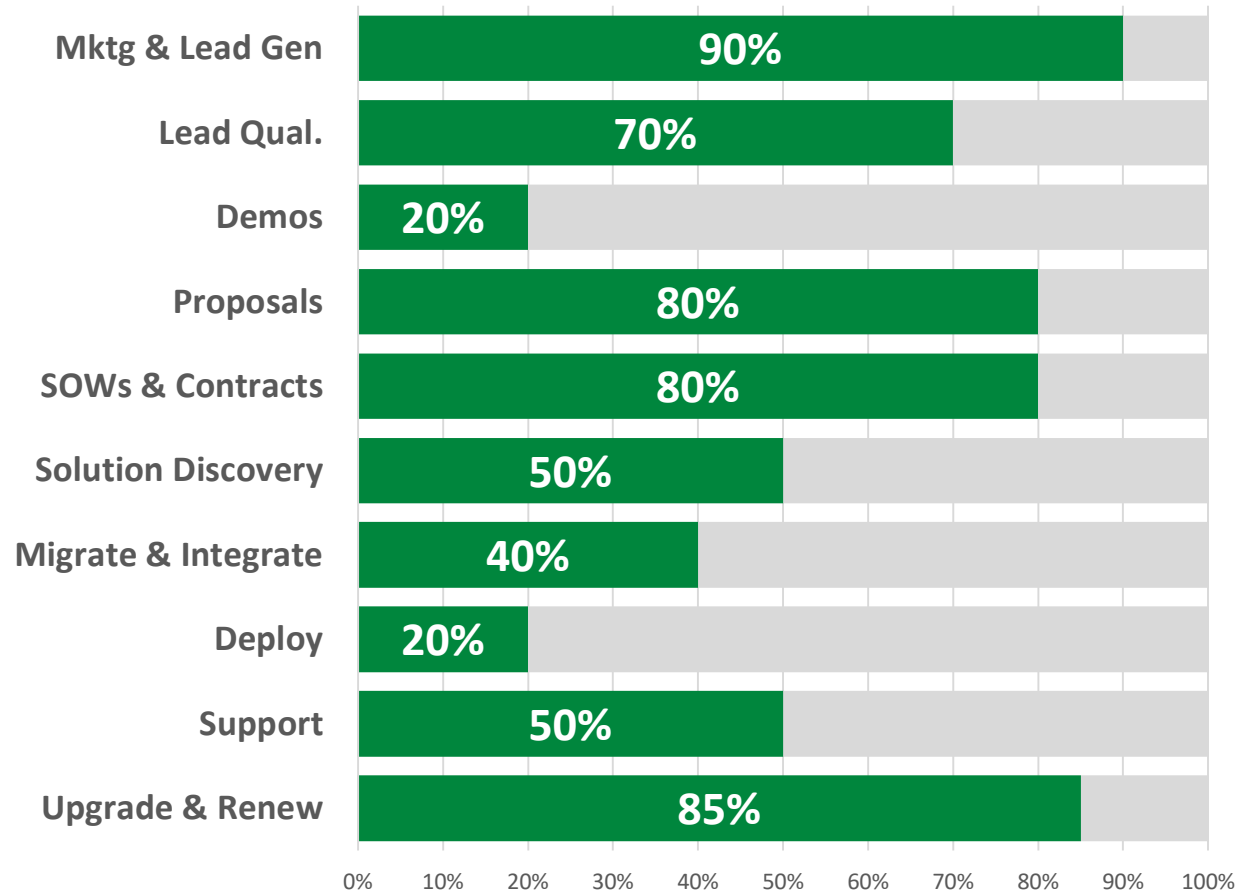
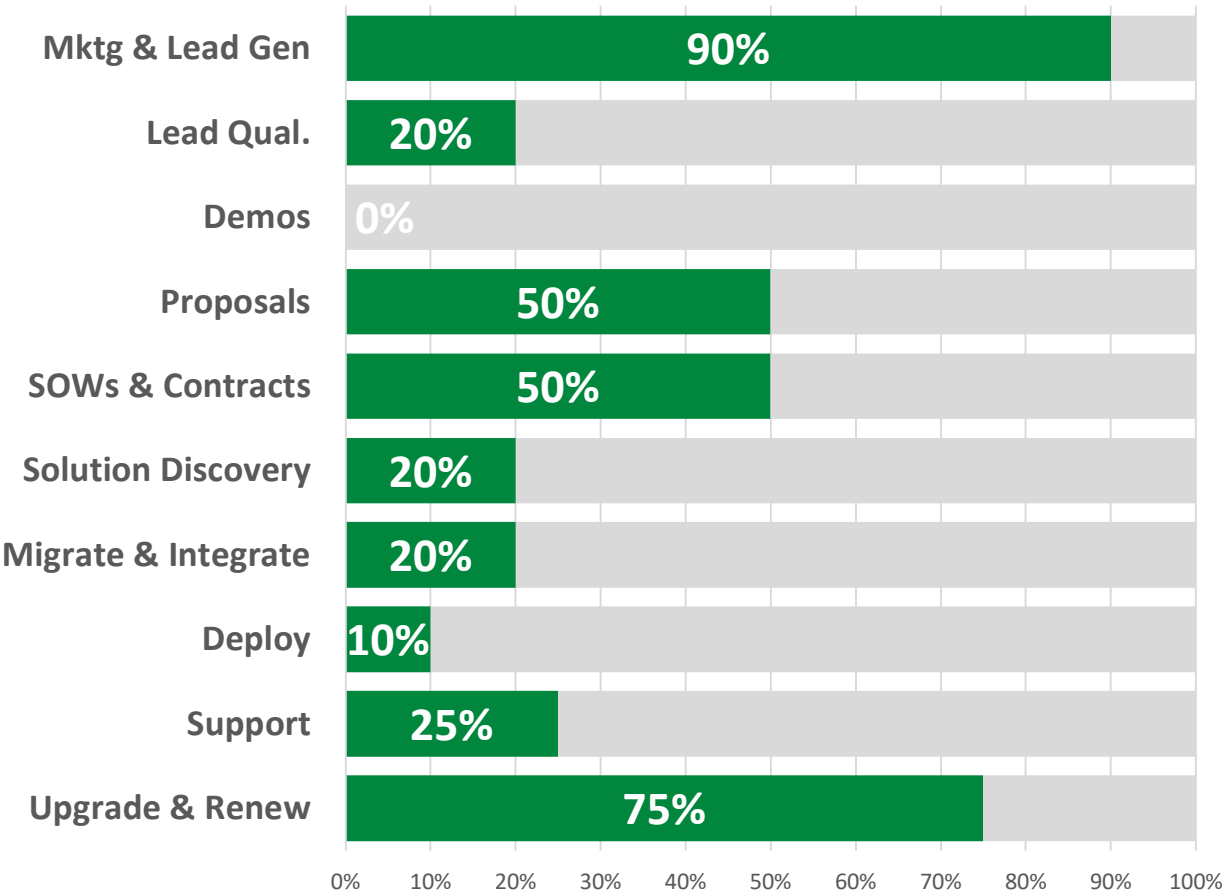
enChoice Contact Full Name *	<input type="text"/>
enChoice Contact Email *	<input type="text"/>
enChoice Contact Phone # *	<input type="text"/>
Prospect Company *	Miria Systems
Prospect Website *	<input type="text"/>
Prospect First Name *	Scott
Prospect Last Name *	Azzolina
Prospect Email *	sazzolina@miriasystems.com
Prospect Phone # *	(484) 446-3341
Prospect Role in Decision Making	<input type="text"/>
Decision Timeline	<input type="text"/>

Roles & Responsibilities Over Time



Initial Expectations (1st Year)

Longer-term Expectations (Year 2+)



Reseller Pricing Structure



- Monthly subscription plus per transaction pricing
- Includes Active AP, Active Mailroom and Active Mobile
- IBM ESA or non-ESA
 - IBM Embedded Solution Agreement allows Miria to bundle IBM product (DBA) with ActiveOps and license as a single solution. Our ESA agreement with IBM also allows transaction-based pricing (e.g. price per invoice processed)
 - Non-ESA requires BYOL for IBM products
- Pricing same for both on-prem or cloud
- Includes support
- Migration, integration, deployment priced separately
- enChoice entitled to IBM CVR or Rebates for non-ESA

Pricing with ESA (bundled IBM DBA plus ActiveOps)



	<u>Price to enChoice</u>	<u>Recommended Price to end-customer</u>	
Base Monthly Price	\$4,000	\$7,500	(46% GM)
<u>Monthly Invoice Volume</u>	<u>Per Invoice Price</u>	<u>Per Invoice Price</u>	
Less than 5,000 invoices per month (included in base monthly price)	\$0.00	\$0.00	(50% GM)
Less than 25,000 invoices per month	\$0.35	\$0.70	
Less than 50,000 invoices per month	\$0.28	\$0.56	
Less than 100,000 invoices per month	\$0.22	\$0.44	
100,000+ invoices per month	\$0.20	\$0.40	



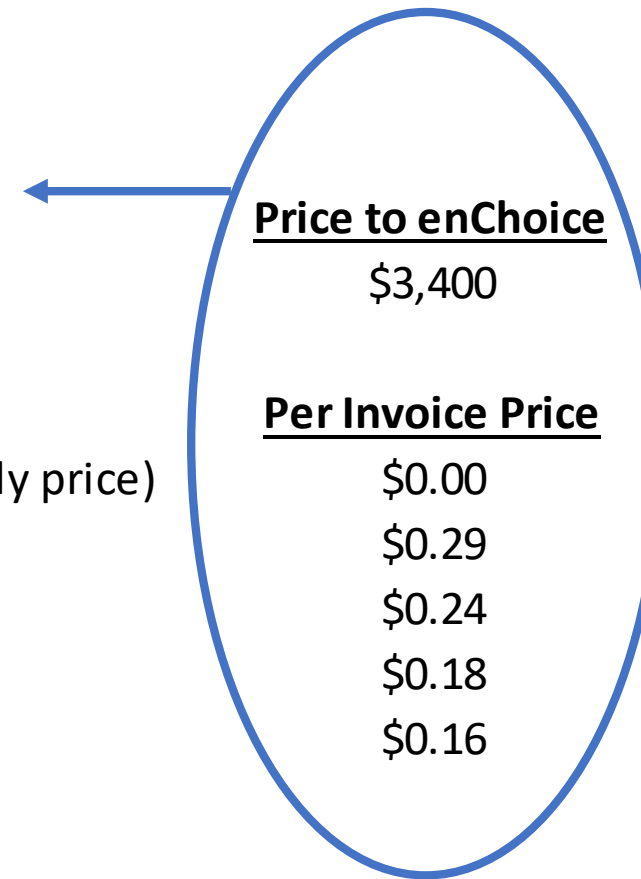
Pricing without ESA (Miria ActiveOps only)

Base Monthly Price

Monthly Invoice Volume

- Less than 5,000 invoices per month (included in base monthly price)
- Less than 25,000 invoices per month
- Less than 50,000 invoices per month
- Less than 100,000 invoices per month
- 100,000+ invoices per month

~ 18-20% Lower
Price than with ESA



Price to enChoice

\$3,400

Per Invoice Price

\$0.00
\$0.29
\$0.24
\$0.18
\$0.16

Recommended Price to end-customer

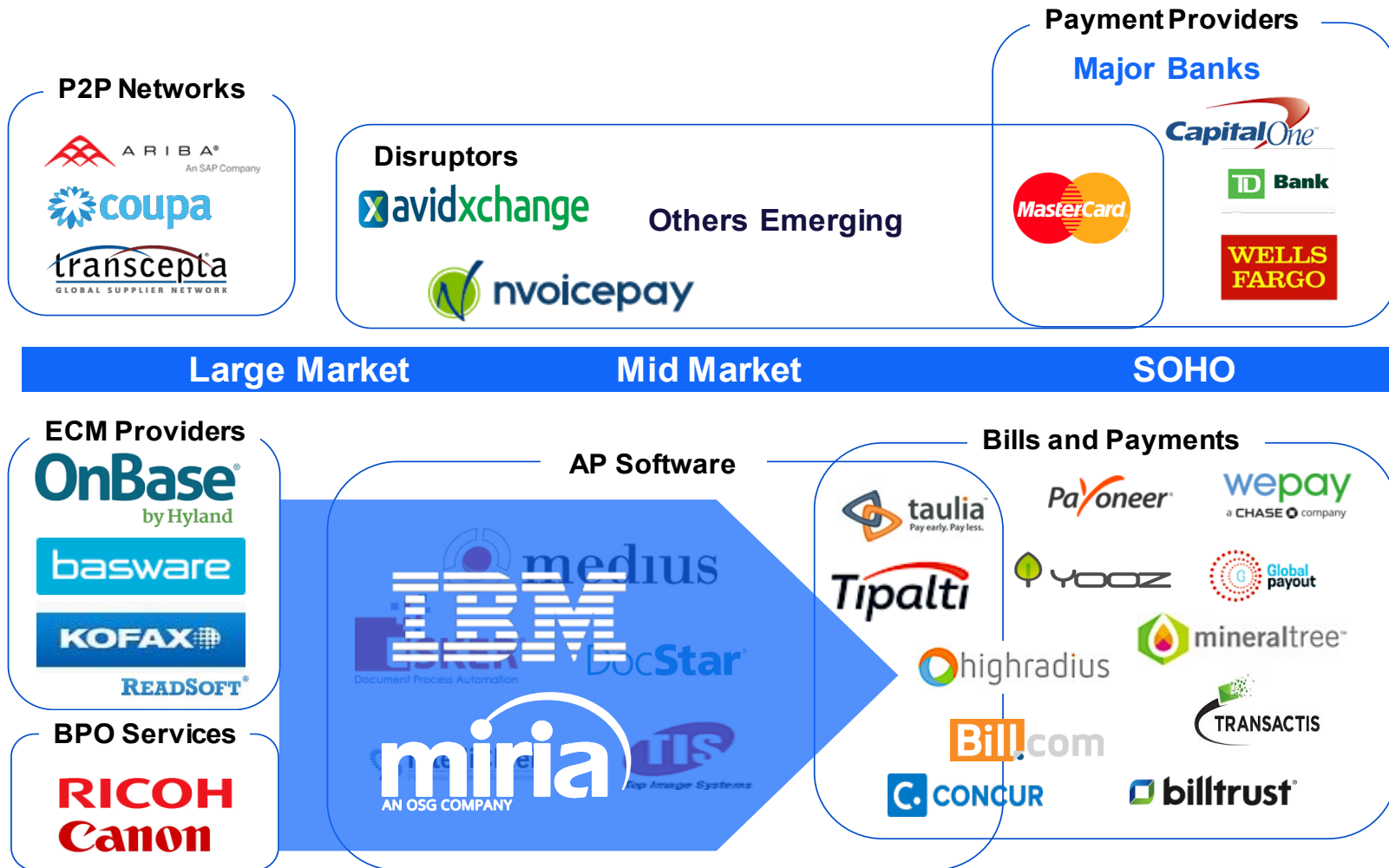
\$5,100 (33% GM)

Per Invoice Price

\$0.00
\$0.58
\$0.48 (50% GM)
\$0.36
\$0.32



The Competitive Landscape



Why Miria?



- 25-year, proven pedigree in document capture, content management and automation
- Exceptional workflow expertise
- Leverage IBM's industry-leading automation platform
- Specialized, flexible solutions and pricing (e.g. cloud-based, pay only for what you use)
- Strong client references across multiple industries
- Financially sound, backed by global parent in OSG



Some Pitfalls to Avoid

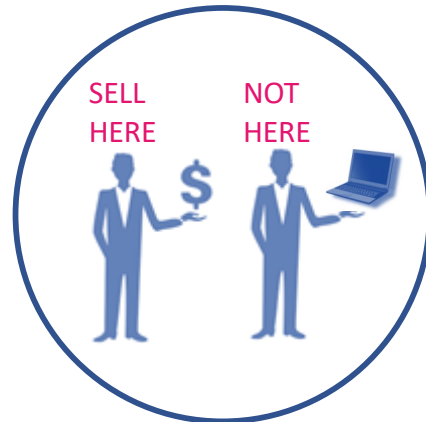


Trying to Displace AP Automation Incumbents



- Majority of market not yet automated

Selling to IT During the Sales Cycle



- Sell to Finance
- IT a supportive role

Trying to BS Your Way with the Business Side



- Bring Miria Subject Matter Experts in early

Confusing Nomenclature & Solutions



- Billing (AR) vs Invoice Automation (AP)
- Procure-to-pay vs AP vs Payments



Additional Opportunities



Active Mailroom



Active AP

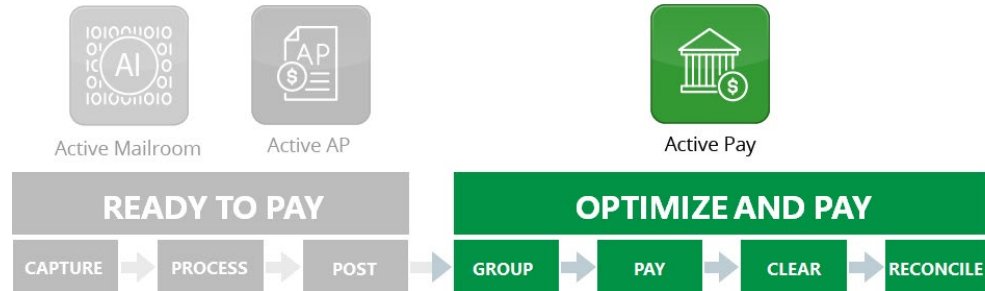


Active Pay

Add-on Apps

- Expense Management
- Requisition Management
- Use Tax Management
- Document Workflow
- Journal Entry Management
- Advanced Search
- Supplier Portal
- Incident Management
- IBM Navigator
- Reporting & Analytics
- Vendor Management
- Case Management

Payment Execution & Optimization



Add-on, a la carte applications

Next Steps



- Build out joint marketing and sales plan
 - Existing enChoice account targets
 - White space targets
- Review current sales enablement materials
 - Customize where needed
 - Create new content where needed
- On-boarding sessions with Miria delivery and support teams





OSG – Digital Business Solutions



Spend Management Platform for Business

AP Automation · Vendor Services · Payment Optimization
Business Process Automation · Content Management

Appendices: Payment Execution & Optimization

A Partnership That Delivers

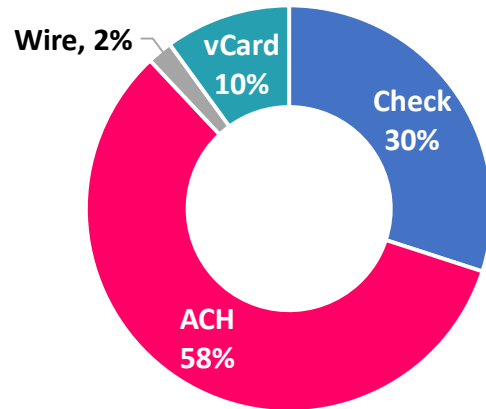




How AP Automation Works – Pay & Optimize

- When invoices are ready to pay, OSG can execute and optimize payment to suppliers as a service to its clients.
- OSG will save money for its clients through lower payment transaction costs, rebates for use of virtual cards and outsourced check print/mail services.

Ensure Optimal Payment Mix



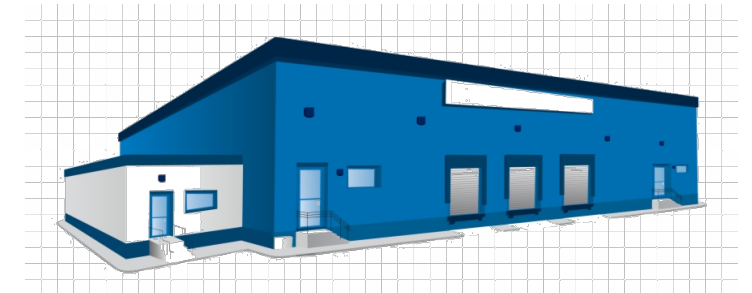
- Transaction costs vary by payment type, can be expensive and difficult to manage (e.g. \$3 per check, \$8+ per wire, up to \$.95 for ACH)

Generate Substantial Rebates through Virtual Card Use



- Zero transaction costs & large rebates available when paying suppliers with virtual cards.
- OSG will promote, on-board suppliers and manage this process

Outsourced Check Print/Mail Services



- Outsource check print and mail services to any of OSG's 16 production facilities at a much lower cost than doing in-house



Invoice Automation



- It can cost up to \$19 to manually process a single invoice
- When best-in-class automation is introduced, it can cost \$2 or less
- For organizations processing thousands of invoices each year, this can translate to dramatic savings

ROI dependent upon quantifying cost before automation (most orgs do not know)

Payment Optimization



- In addition to the ROI associated with invoice automation, payment optimization greatly accelerates the ROI
- Savings here are generated through a combination of reduced transaction costs and generous rebates for use of virtual cards

We are able to project payment optimization savings in advance of any customer commitment



Quantifying Payment Optimization Savings

- We can project payment optimization savings through conducting a client assessment
- The client would be required to provide basic payment data:
 - \$ value of total payments in a year
 - List of current suppliers
 - Mix of payments by payment type (e.g. check, ACH, Wire)
- This data will be compared against our current payment and supplier network and we will provide a savings projection based upon supplier match and historical data
- Upon receipt of client data, results can be typically provided within 2 days

OSG – Digital Business Solutions



VENDOR ANALYSIS SUBMISSION TEMPLATE

Instructions

Thank you for your interest in pursuing an electronic payments program with Comdata! In order to provide you with the best possible vendor match analysis as quickly as possible, please review the following instructions carefully.

1. Export a list of all vendors paid during the **most recent 12 months** from your accounting system. The following types of vendors should be **excluded from your list**:

- A. Banking partners or financial institutions
- B. "Vendors" used to make intracompany transfers
- C. Individuals such as employees or independent contractors
- D. Outdated vendors with whom you no longer do business
- E. Vendors from whom you receive a cash discount

2. Ensure that each field included in your list **aligns with the requirements included in the "Data Requirements" section** in this workbook.

3. Organize your vendor list using the **same column order as the "Vendor List" template** in this workbook. This allows our automated system to read your file and complete the matching process accurately. Please Separate your **US and Canadian Vendors** from all other **International Vendors**.

4. Once you have compiled your lists, **paste US and Canada into the "Vendor List" tab and the remaining International Vendors in to the "International Vendor List" tab in this workbook** and return it to your sales

Data Requirements

1. Please **ensure that all required data elements are populated**. Failure to do so will, in many cases, prevent us from being able to complete your match analysis. Adhering to these requirements is essential to producing an accurate vendor match and predict the value of your electronic payments program with Comdata. If you have any problems formatting the data according to these requirements, please do not hesitate to contact us for assistance.

2. **Do not include duplicate Vendors or Vendor Numbers.**

- A. If you have multiple vendors listed under the same Vendor Number (such as a vendor with multiple locations or divisions from which you make purchases), you must **include a separate identifier or location code**.
- B. **Payment data should be aggregated by vendor**. Please do not include multiple transactions to the same vendor in each row.

3. Be sure to include the **total payment volume for each vendor over the last 12 months**. This is a critical input to determine the best enrollment tactics.

4. Wherever possible, include your vendor's **physical address instead of a P.O. box**.

Need Assistance or Have Questions?

Contact your sales representative, or contact the Vendor Enrollment team directly at: vendorEnrollment@osgbilling.com



Payment Optimization Savings Calculator

- For clients unable to participate in a formal payment optimization study, they can generate a savings estimate through our online calculator
- The online calculator provides a “back of the napkin” savings projection and is not as reliable as the formal study

**Access
Calculator**



Invoice Automation + Payment Optimization = Substantial Savings

The Proven ROI from Invoice Automation

Studies show that it can cost anywhere from \$4 to \$19 to manually process an invoice. When best-in-class automation is used, that cost can drop to \$2 or less.

If your organization has yet to automate its invoice processing, you're missing out on substantial savings and efficiencies.

No matter what it's costing your organization today, just a \$1 savings for each invoice processed can have a significant impact.

For an organization processing 15,000 invoices per month, that's a \$180,000 savings per year!

Accelerated ROI with Payment Optimization

In addition to the proven ROI associated with invoice automation, you can accelerate your ROI through payment optimization. Optimization ensures you incur the lowest transaction costs across all payment methods (e.g. check, ACH, Wire, Virtual Cards) when paying your suppliers.

And in addition to savings from reduced transaction costs, there are enormous rebates provided for using virtual cards.

Depending upon your payment volumes and amounts, this could translate to savings in the millions per year!

Project your potential savings by running our Payment Optimization Calculator:

[Run Savings Calculator!](#)

What's a Virtual Card?

A virtual credit card is a unique 16-digit computer generated number used to settle a specific vendor payment transaction issued for a specific dollar amount. Designed as a more secure alternative to ACH and check payments, virtual cards are essentially “card-less” credit card payments.

In addition to enhanced security, virtual cards are a more efficient, quicker alternative to traditional payments.

OSG Active AP Savings Calculator:

Payment Optimization

Estimate how much your organization may save by automating invoice processing, payment execution and optimization.

Input the total \$ amount of payments each year (millions)

Input the total # of payments each year

Input the total # of your suppliers

Select Your CURRENT Mix by Payment Type (%)





“Severity Level 1” (Critical) – An Error in a Product causing the Product to be unusable, resulting in a critical impact on the operation. No workaround is available.

“Severity Level 2” (Serious) – An Error in a Product where the Product will operate but its operation is severely restricted. No workaround is available.

“Severity Level 3” (Moderate) – An Error in a Product where the Product will operate with limitations that are not critical to the overall operation. For example, a workaround forces a user and/or a systems operator to use a time-consuming procedure to operate the system; or removes a non-essential feature.

“Severity Level 4” (Low) – An Error in a Product where the Product can be used with only slight inconvenience. All Product feature requests fall into this support level.