A BUSINESS SOLUTION PARTNERS WEBINAR

BUSINESS SOLUTION PARTNERS

TRANSFORMING TO AN ADAPTABLE FINANCE ORGANIZATION

AN EXAMINATION OF AP AUTOMATION WITH MITCHELL YEE

BILL.COM SENIOR MANAGER, CHANNEL PARTNERSHIPS

bill.com

BUSINESS SOLUTION PARTNERS

Moving Your Business Forward

ORACLE®

NETSUITE

Adaptive Insights
A Workday Company

HubSpot

We're moving businesses forward with the tech stack designed for growth.

Contact us to learn more about how we're helping companies in California, New York and across the nation achieve their goals by combining the power of Oracle NetSuite, Adaptive Insights and HubSpot.

Implementations | Integrations | Custom Development | Training | Support

3 Best-In-Class Platforms - One Solution Provider With The Strategies For Your Success

BUSINESS SOLUTION PARTNERS

Moving Your Business Forward

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5 STAR AWARD 2020 ★ ★ ★ ★ ★

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Implementations | Integrations | Custom Development | Training | Support

3 Best-In-Class Platforms - One Solution Provider With The Strategies For Your Success

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TRANSFORMING TO AN ADAPTABLE FINANCE ORG
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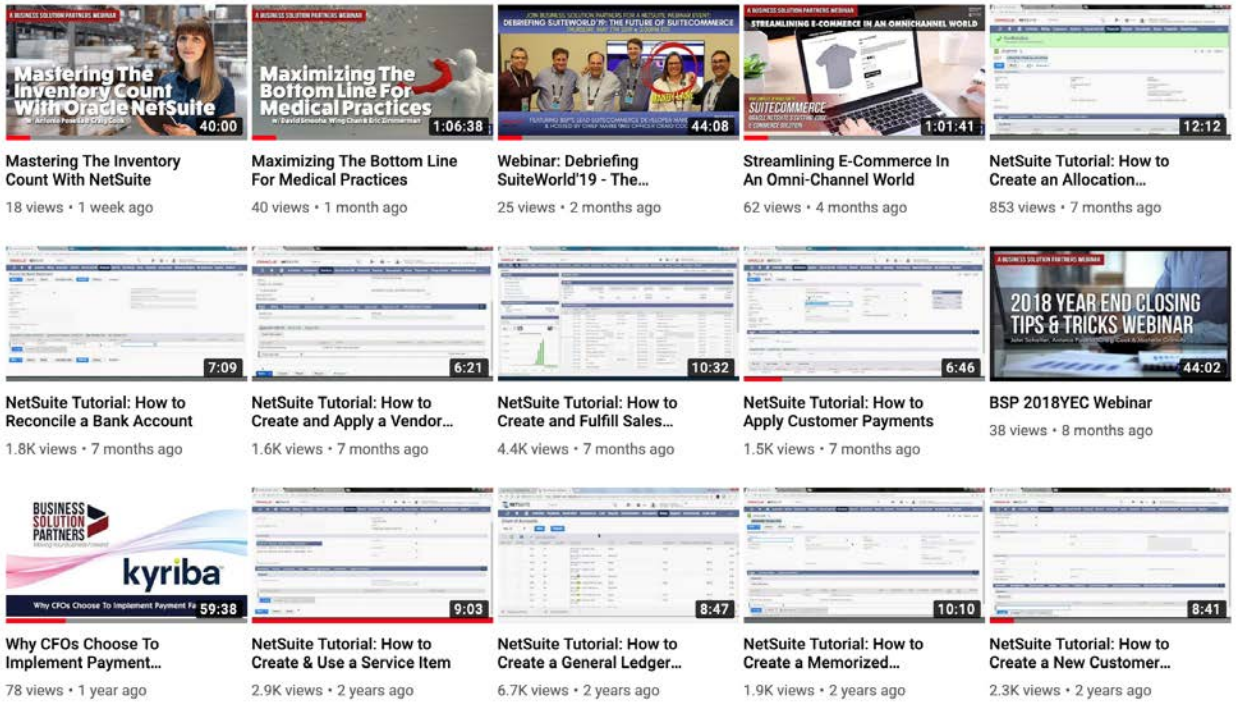

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TRANSFORMING TO AN ADAPTABLE FINANCE ORG
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TODAY'S WEBINAR TEAM

CRAIG COOK
CHIEF MARKETING OFFICER

MITCHELL YEE
SENIOR MANAGER, CHANNEL PARTNERSHIPS - BILL.COM

MICHELLE CRONOLLY
ACCOUNT MANAGER - NETSUITE

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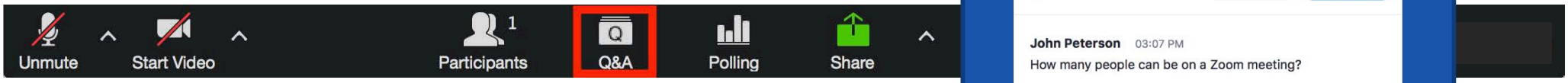
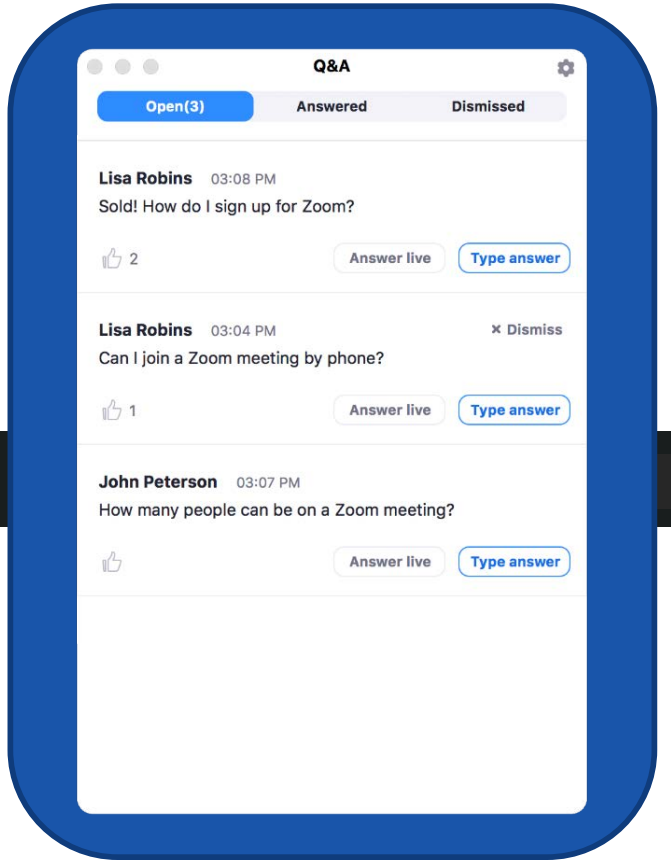
➤ ASK US QUESTIONS!

Have questions? Submit your questions in the Q&A tab on your Zoom control panel.

We may answer them live, through the Q&A interface, or at the end of the webinar.





➤ PRESENTATION & RECORDING

The recording and slides will be sent following the webinar.

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Mitchell Yee

Senior Manager, Channel Partnerships

For over 15 years, Mitchell Yee has represented SaaS software applications that drive business forward. His expertise in paring technology solutions to common business challenges is evident in his work in North America's SMB and Mid-Market space.

In his role as Senior Manager of Channel Partnerships for Bill.com, Mitchell ensures that technology partners like BSP have the resources and expertise necessary to deploy best-in-class solutions for their customers.

- 15+ Years Matching Companies To Technology
- Bill.com Sales Leader: 2013 – 2018
- NetSuite / Bill.com Integration Specialist

bill.com

Transforming to an Adaptable Finance Organization

Mitchell Yee

Senior Manager, Channel Partnerships

May 2020

Bill.com is a Leader in AP Automation

OVER 70%
OF THE TOP-100 U.S. ACCOUNTING FIRMS

LEADING
U.S. FINANCIAL INSTITUTIONS

$70B
PROCESSED ANNUALLY

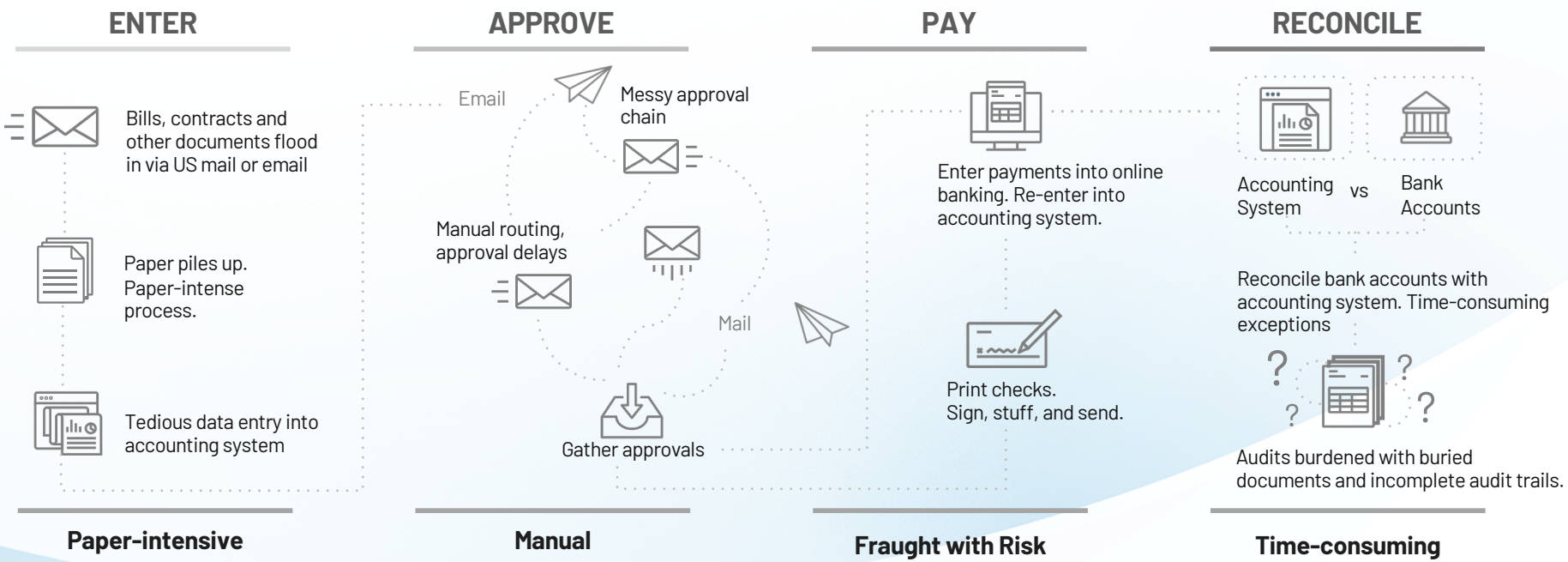
MILLIONS
PAYING & GETTING PAID

Partners

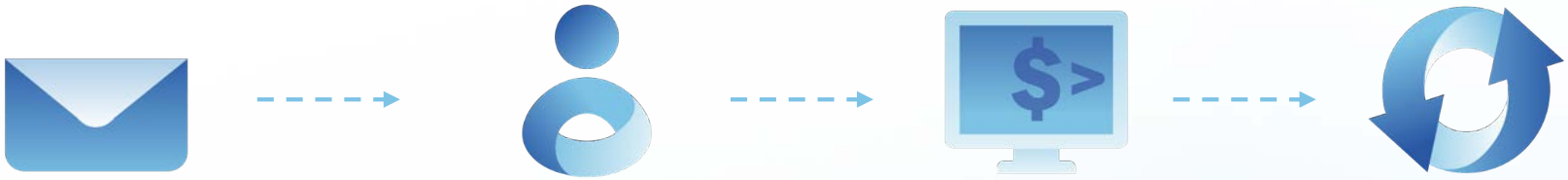
CPA.com · intuit quickbooks · xero · sage Intacct · ORACLE NETSUITE

Today's AP process is inefficient

Manual work creates inefficiency, extra costs and opens the door to risk.



Bill.com Creates AP Efficiency with 4 Simple Steps



Capture

Receive POs and Invoices in Bill.com inbox. IVA codes the bill in real time.

Approve

View and approves bills online from anywhere

Pay

Makes domestic ACH, international wire, virtual card or check payments with a click

Reconcile

Automatic sync with accounting system, easy audits

Paperless	Automated	Secure	Efficient

Bill.com Platform Benefits

Gain visibility and insight
Add value to your organization with AP insights on spend and cash flows that focus you on the decisions of today and tomorrow instead of the past.

Keep everything in sync
Bill.com automatically updates your accounting system, so your team just enters a payment once and they're done—it's fast and accurate.

Maintain oversight
Stay on top of cash flows and spend with automated processes and accurate data that gives you confidence in your financial stewardship and process oversight.

Reduce risk
Apply financial process controls, approval workflows, and separation of duties to your AP process to protect your organization's assets

Why Automate with Bill.com?

Insight	• Keep an eye on cash and decide which bills should be paid, from anywhere
Simplicity	• Single invoice repository • IVA captures and enters key invoice data for bill processing
Automation	• Automatic reminders for non-accounting approvers • See every bill approval status in one place
Payments	• International wire, ACH, virtual card, or check payments • Checks sent from Bill.com, no checks to reconcile
Easier Audits	• Read-only auditor access • Only takes 5-minutes to teach Bill.com to auditors!

Bill.com is designed with privacy and security in mind

We use industry-leading technology, processes, and protections.

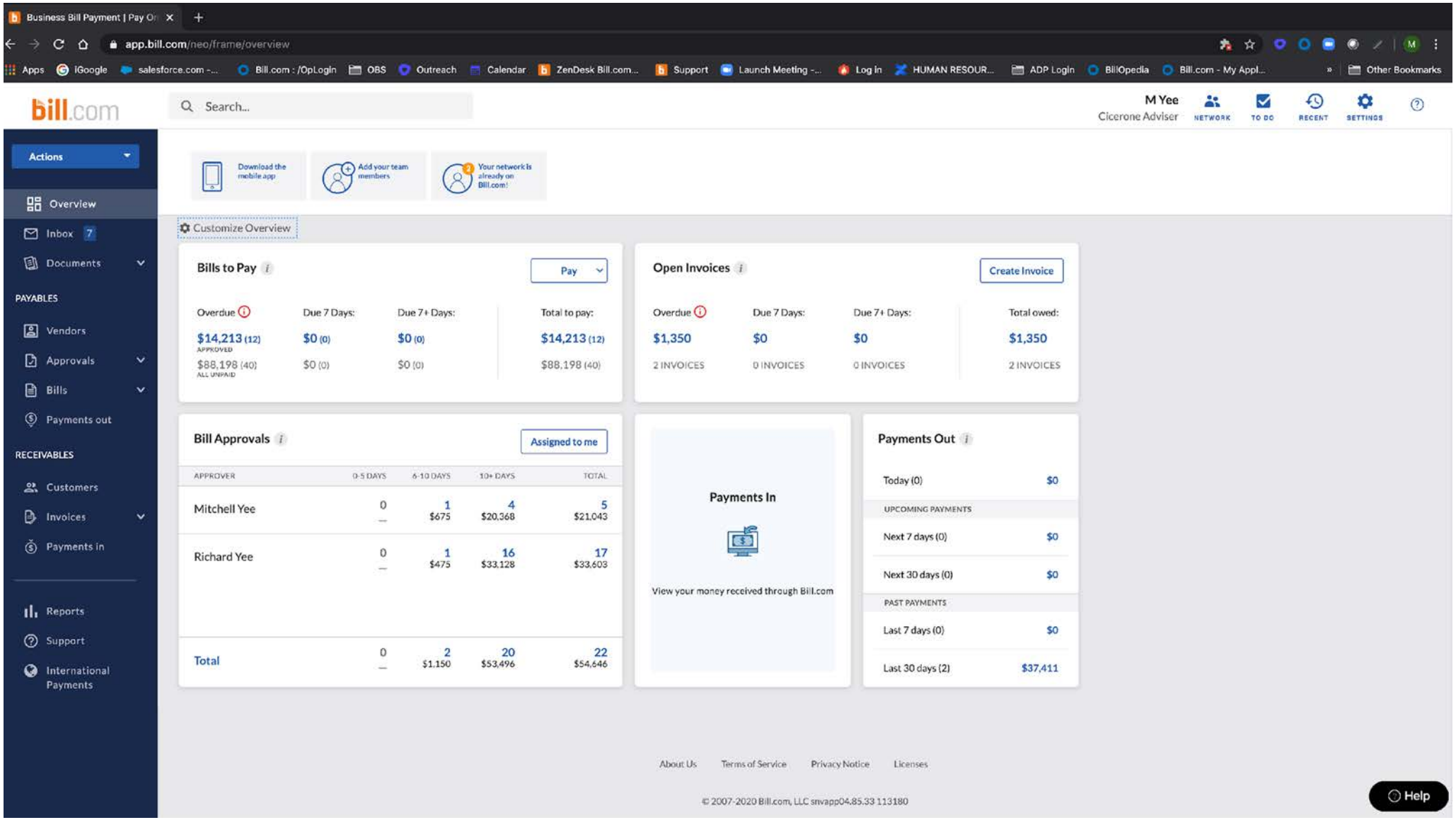
Safeguard client data
Data in transit is encrypted using industry-standard Transport Layer Security (TLS).

Prevent theft
Eliminating paper checks eliminates check theft.

Prevent fraud
Bill.com enforces Positive Pay at the bank level to assure that altered checks will not be paid.

Be secure on the go
Securely access data on mobile devices with support for TouchID and passcode authentication.

Product Demo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Bills
Payments out
RECEIVABLES
Customers
Invoices
Payments in
Reports
Support
International Payments
Download the mobile app
Add your team members
Your network is already on Bill.com!
Customize Overview
Bills to Pay
Pay
Overdue
Due 7 Days:
Due 7+ Days:
Total to pay:
$14,213 (12)
APPROVED
$0 (0)
$0 (0)
$14,213 (12)
$88,198 (40)
ALL UNPAID
$0 (0)
$0 (0)
$88,198 (40)
Open Invoices
Create Invoice
Overdue
Due 7 Days:
Due 7+ Days:
Total owed:
$1,350
$0
$0
$1,350
2 INVOICES
0 INVOICES
0 INVOICES
2 INVOICES
Bill Approvals
Assigned to me
APPROVER
0-5 DAYS
6-10 DAYS
10+ DAYS
TOTAL
Mitchell Yee
0
1
$675
4
$20,368
5
$21,043
Richard Yee
0
1
$475
16
$33,128
17
$33,603
Total
0
2
$1,150
20
$53,496
22
$54,646
Payments In
View your money received through Bill.com
Payments Out
Today (0)
$0
UPCOMING PAYMENTS
Next 7 days (0)
$0
Next 30 days (0)
$0
PAST PAYMENTS
Last 7 days (0)
$0
Last 30 days (2)
$37,411
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Help

Meet IVA, your Intelligent Virtual Assistant

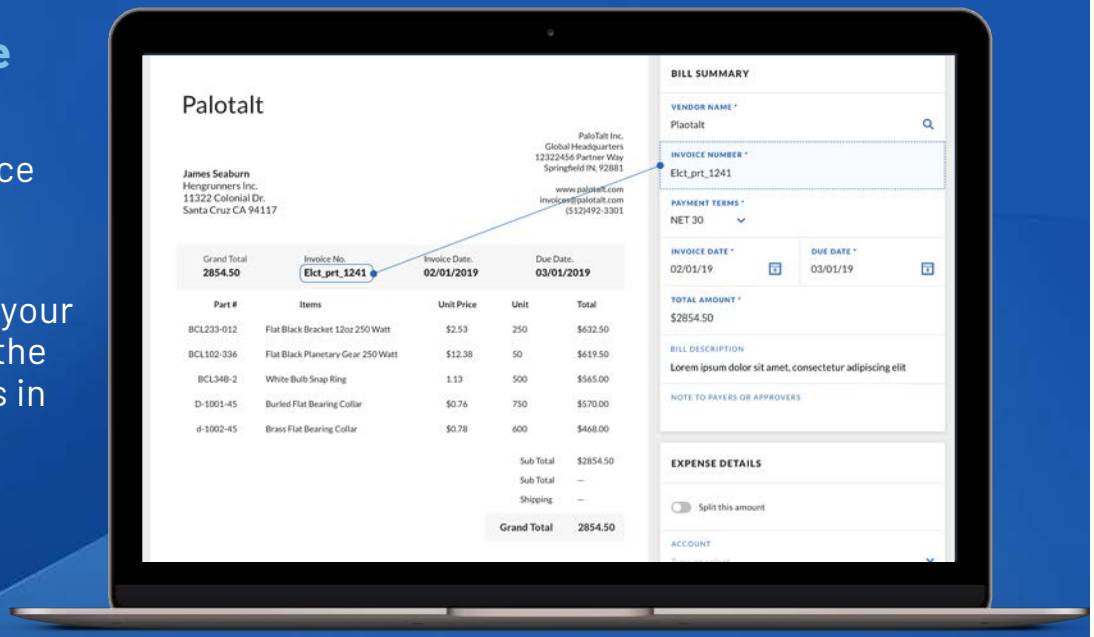
IVA allows you to automate tasks that normally require human intelligence

Current & Future Usage

IVA auto enter invoice data for review

Captures data from your invoices and starts the bill creation process in real-time

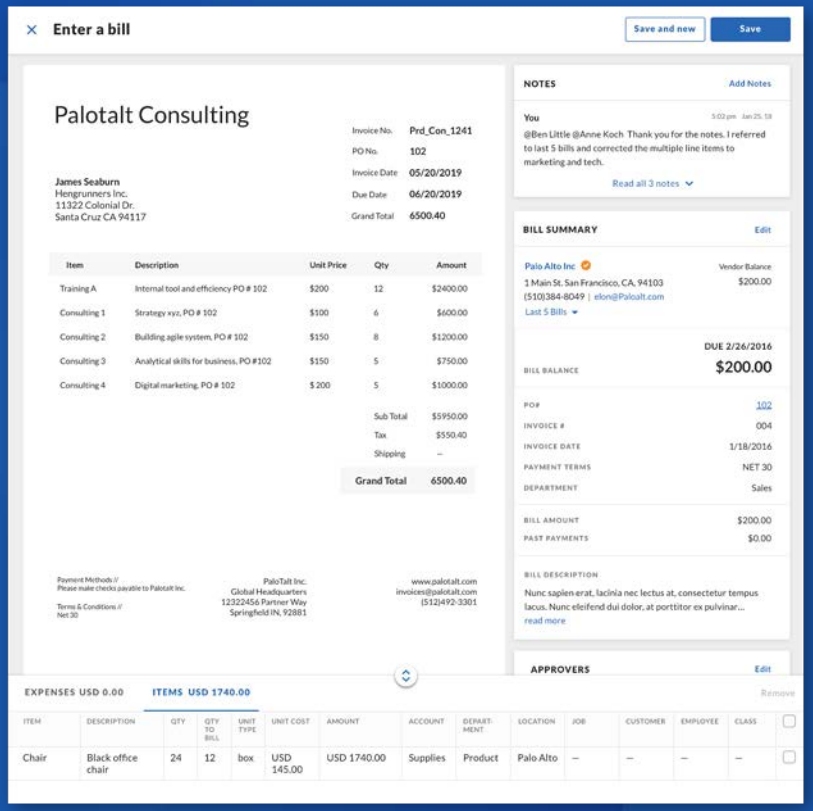
Learns from your process and preferences to optimize the process



Purchase Orders

More efficiency, accuracy and control

- Two Way Match PO and Bill from one location
- Link Multiple PO line items to one or many invoices
- PO line items are auto pulled with correct info
- IVA auto fills the PO number
- Amount and balance on all POs with a dedicated dashboard
- POs auto close out on accounting system once paid in full



Purchase Order Workflow

More efficiency, accuracy and control

Sync

Sync POs created in Oracle NetSuite and easily match them with invoices.

Match

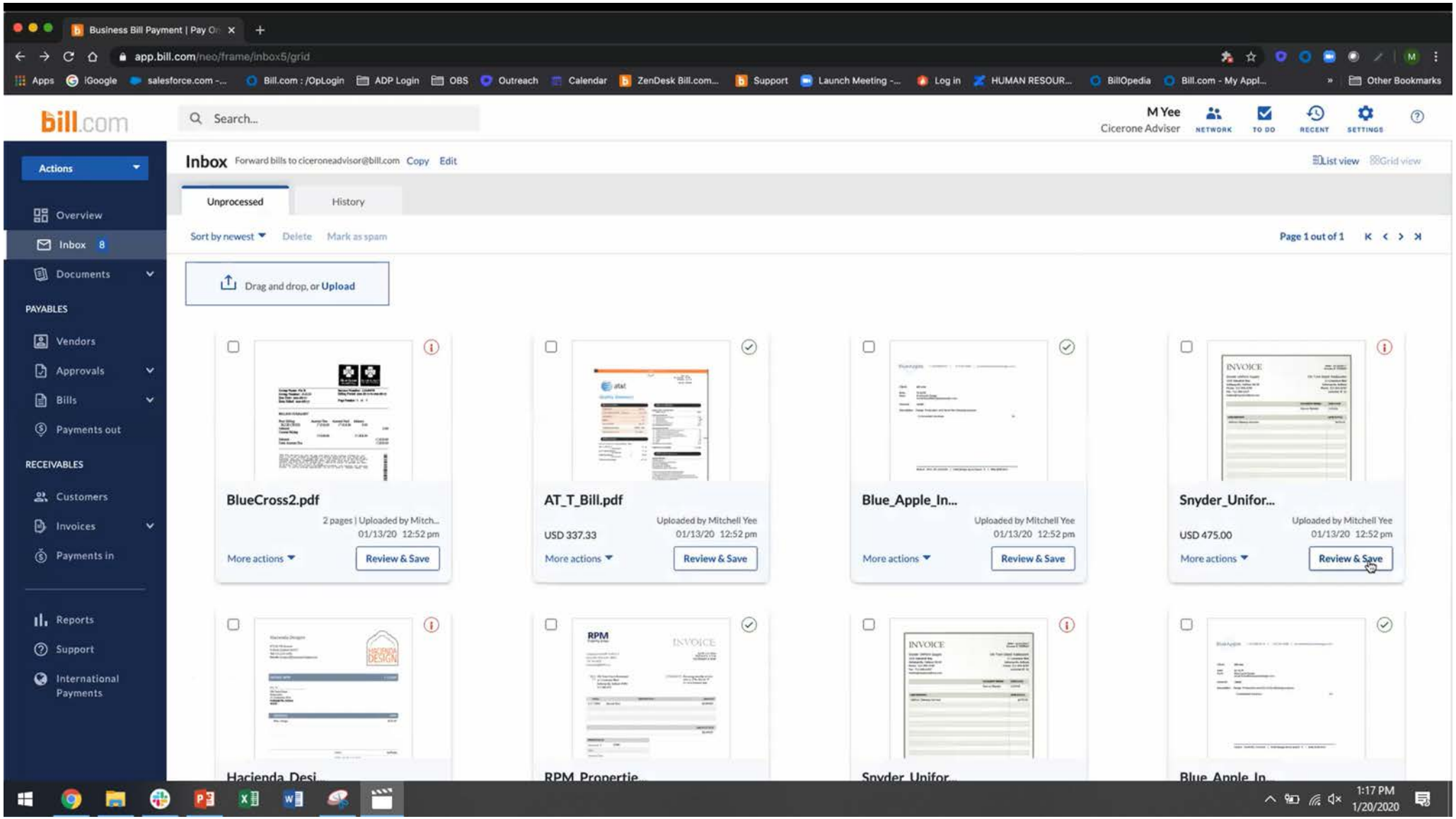
Match bills to multiple PO line items, from one system. PO number & line items are auto-filled

Pay

Pay accurately knowing purchase orders and invoices are aligned in the same system

Reconcile

Sync linked PO and bills back to Oracle NetSuite. POs automatically close out once paid in full.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PAYABLES
Vendors
Approvals
Bills
Payments out
RECEIVABLES
Customers
Invoices
Payments in
Reports
Support
International Payments
Inbox
Forward bills to ciceroneadvisor@bill.com
Copy
Edit
List view
Grid view
Unprocessed
History
Sort by newest
Delete
Mark as spam
Page 1 out of 1
Drag and drop, or Upload
BlueCross2.pdf
2 pages | Uploaded by Mitch...
01/13/20 12:52 pm
More actions
Review & Save
AT_T_Bill.pdf
USD 337.33
Uploaded by Mitchell Yee
01/13/20 12:52 pm
More actions
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Blue_Apple_In...
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Snyder_Unifor...
USD 475.00
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Blue_Apple_In...
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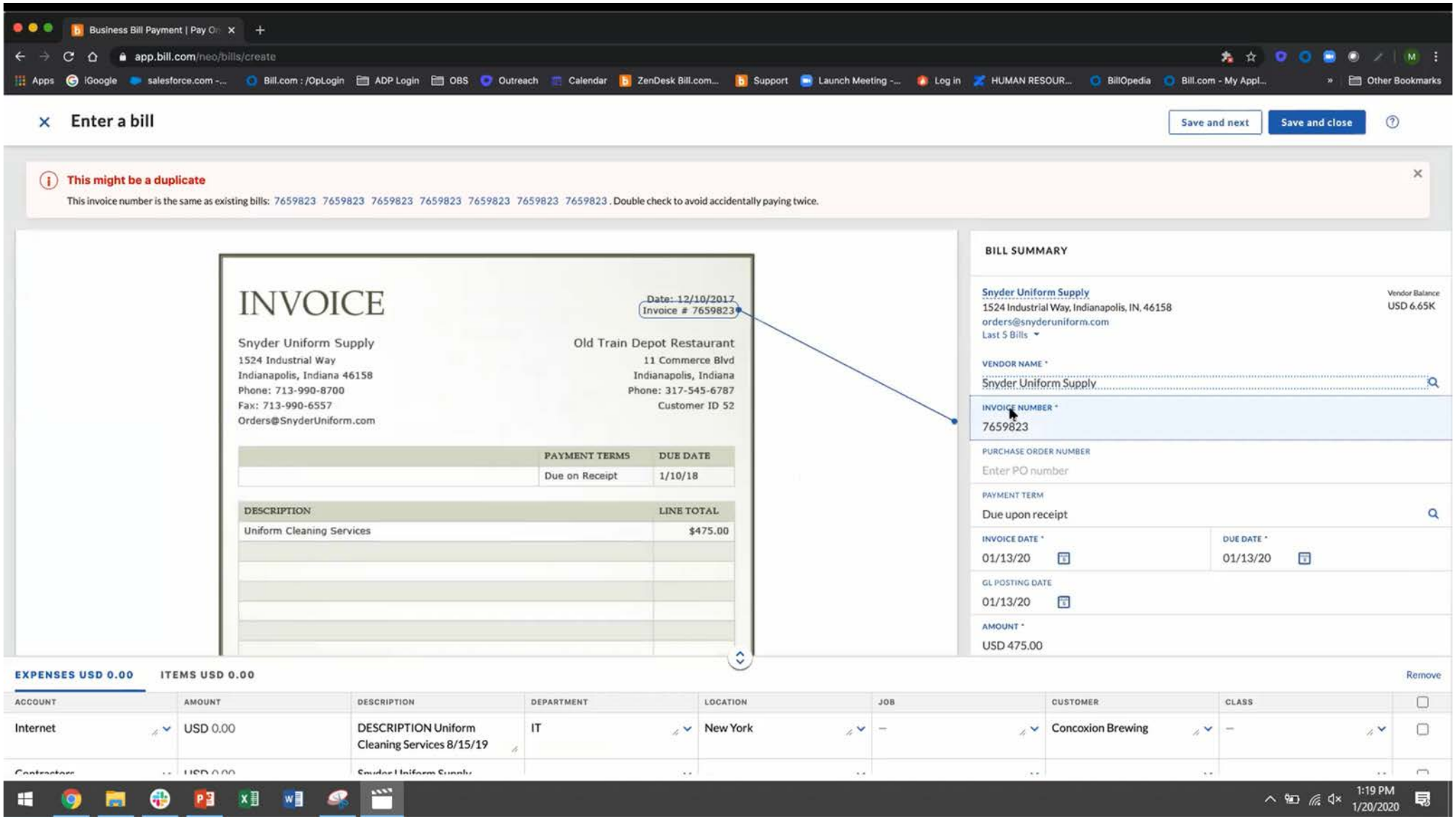
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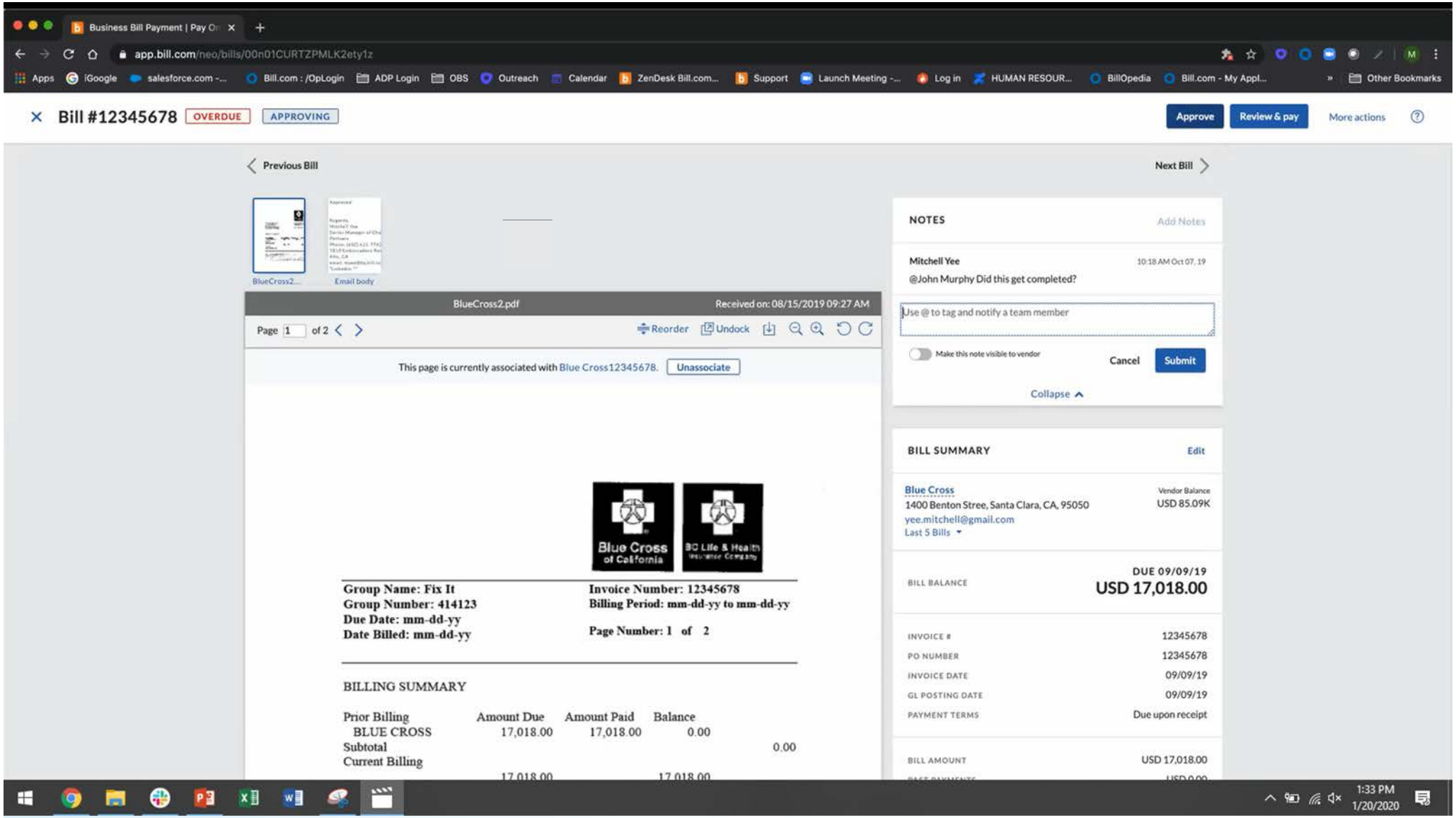
Bill.com - My Appl...
Other Bookmarks
Enter a bill
Save and next
Save and close
This might be a duplicate
This invoice number is the same as existing bills: 7659823 7659823 7659823 7659823 7659823 7659823 7659823 . Double check to avoid accidentally paying twice.
INVOICE
Date: 12/10/2017
Invoice # 7659823
Snyder Uniform Supply
1524 Industrial Way
Indianapolis, Indiana 46158
Phone: 713-990-8700
Fax: 713-990-6557
Orders@SnyderUniform.com
Old Train Depot Restaurant
11 Commerce Blvd
Indianapolis, Indiana
Phone: 317-545-6787
Customer ID 52
PAYMENT TERMS
DUE DATE
Due on Receipt
1/10/18
DESCRIPTION
LINE TOTAL
Uniform Cleaning Services
$475.00
BILL SUMMARY
Snyder Uniform Supply
1524 Industrial Way, Indianapolis, IN, 46158
orders@snyderuniform.com
Last 5 Bills
Vendor Balance
USD 6.65K
VENDOR NAME *
Snyder Uniform Supply
INVOICE NUMBER *
7659823
PURCHASE ORDER NUMBER
Enter PO number
PAYMENT TERM
Due upon receipt
INVOICE DATE *
01/13/20
DUE DATE *
01/13/20
GL POSTING DATE
01/13/20
AMOUNT *
USD 475.00
EXPENSES USD 0.00
ITEMS USD 0.00
Remove
ACCOUNT
AMOUNT
DESCRIPTION
DEPARTMENT
LOCATION
JOB
CUSTOMER
CLASS
Internet
USD 0.00
DESCRIPTION Uniform Cleaning Services 8/15/19
IT
New York
Concoxion Brewing
1:19 PM
1/20/2020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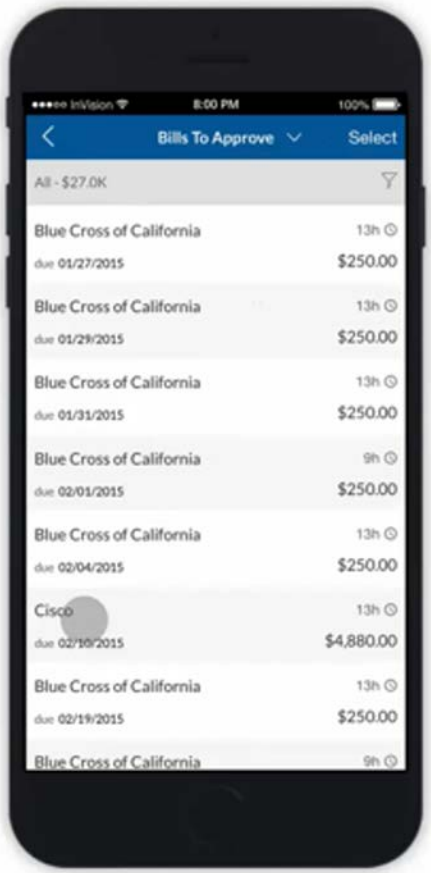
Other Bookmarks
Bill #12345678
OVERDUE
APPROVING
Approve
Review & pay
More actions
Previous Bill
Next Bill
BlueCross2...
Email body
BlueCross2.pdf
Received on: 08/15/2019 09:27 AM
Page 1 of 2
Reorder
Undock
This page is currently associated with Blue Cross12345678.
Unassociate
Blue Cross of California
BC Life & Health
Group Name: Fix It
Group Number: 414123
Due Date: mm-dd-yy
Date Billed: mm-dd-yy
Invoice Number: 12345678
Billing Period: mm-dd-yy to mm-dd-yy
Page Number: 1 of 2
BILLING SUMMARY
Prior Billing
BLUE CROSS
Amount Due 17,018.00
Amount Paid 17,018.00
Balance 0.00
Subtotal 0.00
Current Billing
17,018.00
17,018.00
NOTES
Add Notes
Mitchell Yee
10:18 AM Oct 07, 19
@John Murphy Did this get completed?
Use @ to tag and notify a team member
Make this note visible to vendor
Cancel
Submit
Collapse
BILL SUMMARY
Edit
Blue Cross
1400 Benton Stree, Santa Clara, CA, 95050
yee.mitchell@gmail.com
Last 5 Bills
Vendor Balance
USD 85.09K
BILL BALANCE
DUE 09/09/19
USD 17,018.00
INVOICE #
12345678
PO NUMBER
12345678
INVOICE DATE
09/09/19
GL POSTING DATE
09/09/19
PAYMENT TERMS
Due upon receipt
BILL AMOUNT
USD 17,018.00
1:33 PM
1/20/2020


Bills To Approve
Select
All - $27.0K
Blue Cross of California
due 01/27/2015
$250.00
Blue Cross of California
due 01/29/2015
$250.00
Blue Cross of California
due 01/31/2015
$250.00
Blue Cross of California
due 02/01/2015
$250.00
Blue Cross of California
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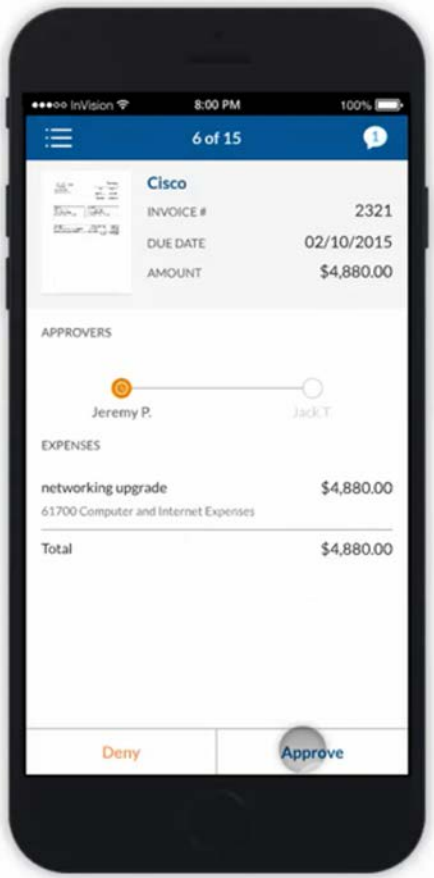
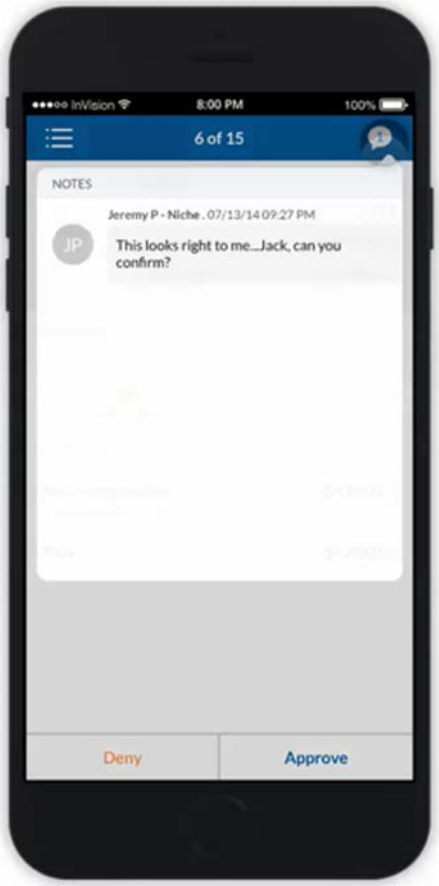
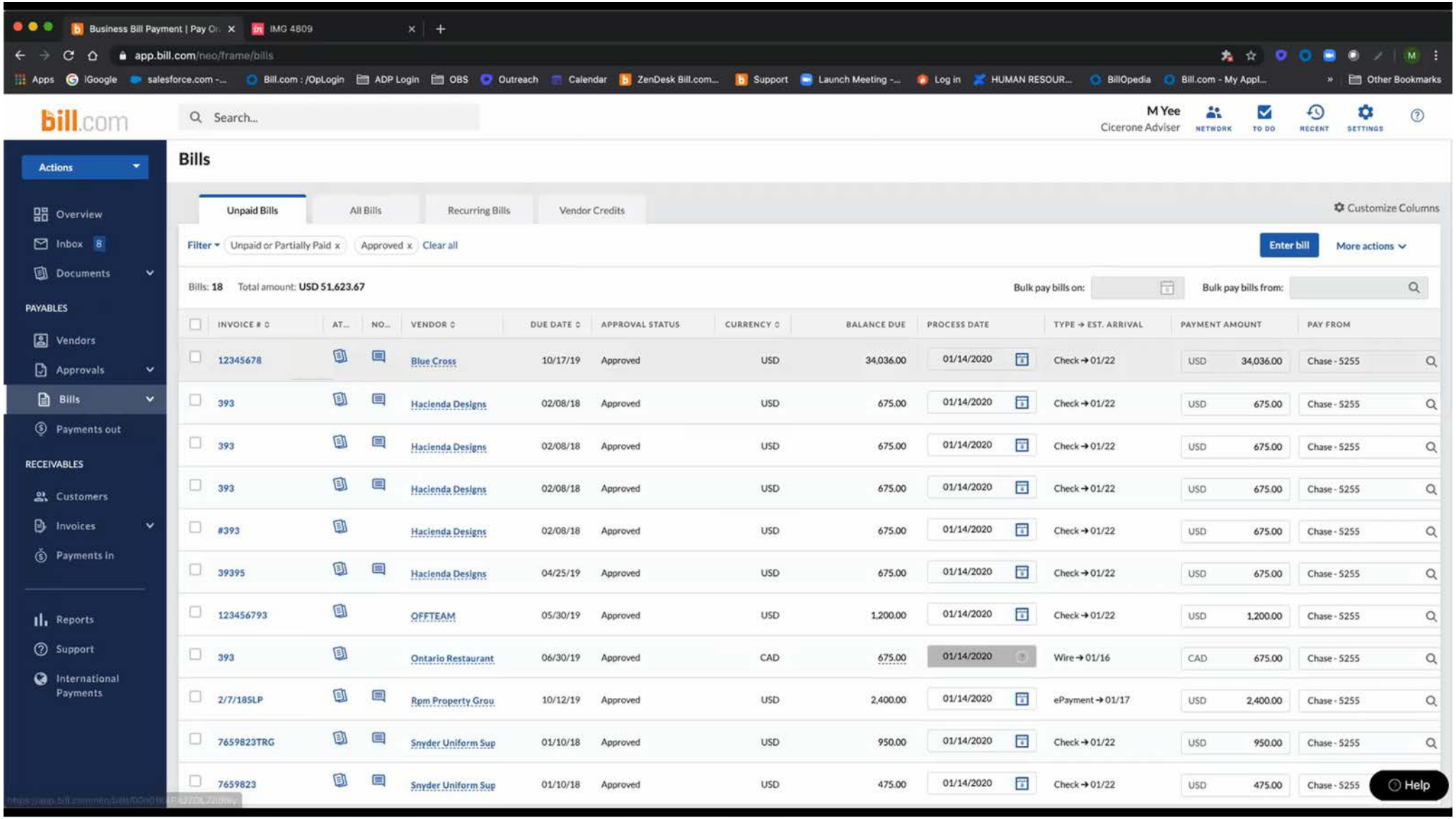
$250.00
Blue Cross of California


6 of 15
Cisco
INVOICE #
2321
DUE DATE
02/10/2015
AMOUNT
$4,880.00
APPROVERS
Jeremy P.
EXPENSES
networking upgrade
$4,880.00
61700 Computer and Internet Expenses
Total
$4,880.00
Deny
Approve

Document
Invoice
P. O. Box 1920
San Jose, CA 95134
Bill To
FixIT Consulting
145 Jefferson Street
Redwood City, CA 94306
Ship To
FixIT Consulting
145 Jefferson Street
Redwood City, CA 94306
Description
Price
Quantity
Amount
PIX Software One-Time Upgrade
$800.00
$800.00
Cisco Firewall SKU # 100435
$2,040.00
$4,080.00
Total
$4,880.00


6 of 15
NOTES
Jeremy P - Niche . 07/13/14 09:27 PM
This looks right to me...Jack, can you confirm?
Deny
Approve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RECEIVABLES
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Invoices
Payments in
Reports
Support
International Payments
Bills
Unpaid Bills
All Bills
Recurring Bills
Vendor Credits
Customize Columns
Filter
Unpaid or Partially Paid x
Approved x
Clear all
Enter bill
More actions
Bills: 18
Total amount: USD 51,623.67
Bulk pay bills on:
Bulk pay bills from:
INVOICE #
AT...
NO...
VENDOR
DUE DATE
APPROVAL STATUS
CURRENCY
BALANCE DUE
PROCESS DATE
TYPE → EST. ARRIVAL
PAYMENT AMOUNT
PAY FROM
12345678 Blue Cross 10/17/19 Approved USD 34,036.00 01/14/2020 Check → 01/22 USD 34,036.00 Chase - 5255
393 Hacienda Designs 02/08/18 Approved USD 675.00 01/14/2020 Check → 01/22 USD 675.00 Chase - 5255
393 Hacienda Designs 02/08/18 Approved USD 675.00 01/14/2020 Check → 01/22 USD 675.00 Chase - 5255
393 Hacienda Designs 02/08/18 Approved USD 675.00 01/14/2020 Check → 01/22 USD 675.00 Chase - 5255
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39395 Hacienda Designs 04/25/19 Approved USD 675.00 01/14/2020 Check → 01/22 USD 675.00 Chase - 5255
123456793 OFFTEAM 05/30/19 Approved USD 1,200.00 01/14/2020 Check → 01/22 USD 1,200.00 Chase - 5255
393 Ontario Restaurant 06/30/19 Approved CAD 675.00 01/14/2020 Wire → 01/16 CAD 675.00 Chase - 5255
2/7/18SLP Rpm Property Grou 10/12/19 Approved USD 2,400.00 01/14/2020 ePayment → 01/17 USD 2,400.00 Chase - 5255
7659823TRG Snyder Uniform Sup 01/10/18 Approved USD 950.00 01/14/2020 Check → 01/22 USD 950.00 Chase - 5255
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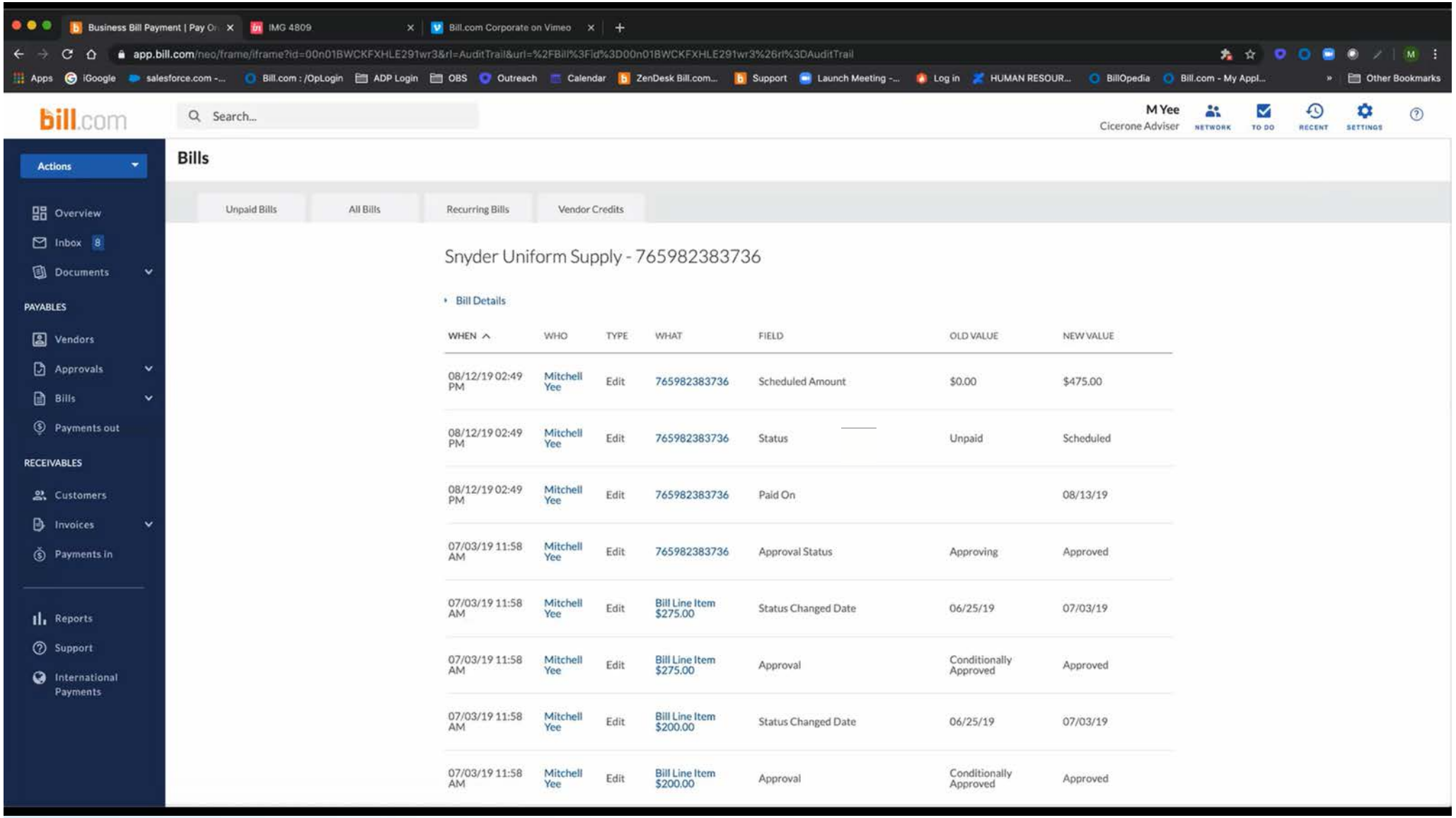
Help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Documents
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Vendors
Approvals
Bills
Payments out
RECEIVABLES
Customers
Invoices
Payments in
Reports
Support
International Payments
Bills
Unpaid Bills
All Bills
Recurring Bills
Vendor Credits
Snyder Uniform Supply - 765982383736
Bill Details
WHEN
WHO
TYPE
WHAT
FIELD
OLD VALUE
NEW VALUE
08/12/19 02:49 PM
Mitchell Yee
Edit
765982383736
Scheduled Amount
$0.00
$475.00
08/12/19 02:49 PM
Mitchell Yee
Edit
765982383736
Status
Unpaid
Scheduled
08/12/19 02:49 PM
Mitchell Yee
Edit
765982383736
Paid On
08/13/19
07/03/19 11:58 AM
Mitchell Yee
Edit
765982383736
Approval Status
Approving
Approved
07/03/19 11:58 AM
Mitchell Yee
Edit
Bill Line Item $275.00
Status Changed Date
06/25/19
07/03/19
07/03/19 11:58 AM
Mitchell Yee
Edit
Bill Line Item $275.00
Approval
Conditionally Approved
Approved
07/03/19 11:58 AM
Mitchell Yee
Edit
Bill Line Item $200.00
Status Changed Date
06/25/19
07/03/19
07/03/19 11:58 AM
Mitchell Yee
Edit
Bill Line Item $200.00
Approval
Conditionally Approved
Approved

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Questions?

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