

Total Economic Impact of apexanalytix

Derek Mellott

Director, Solutions Engineer
apexanalytix

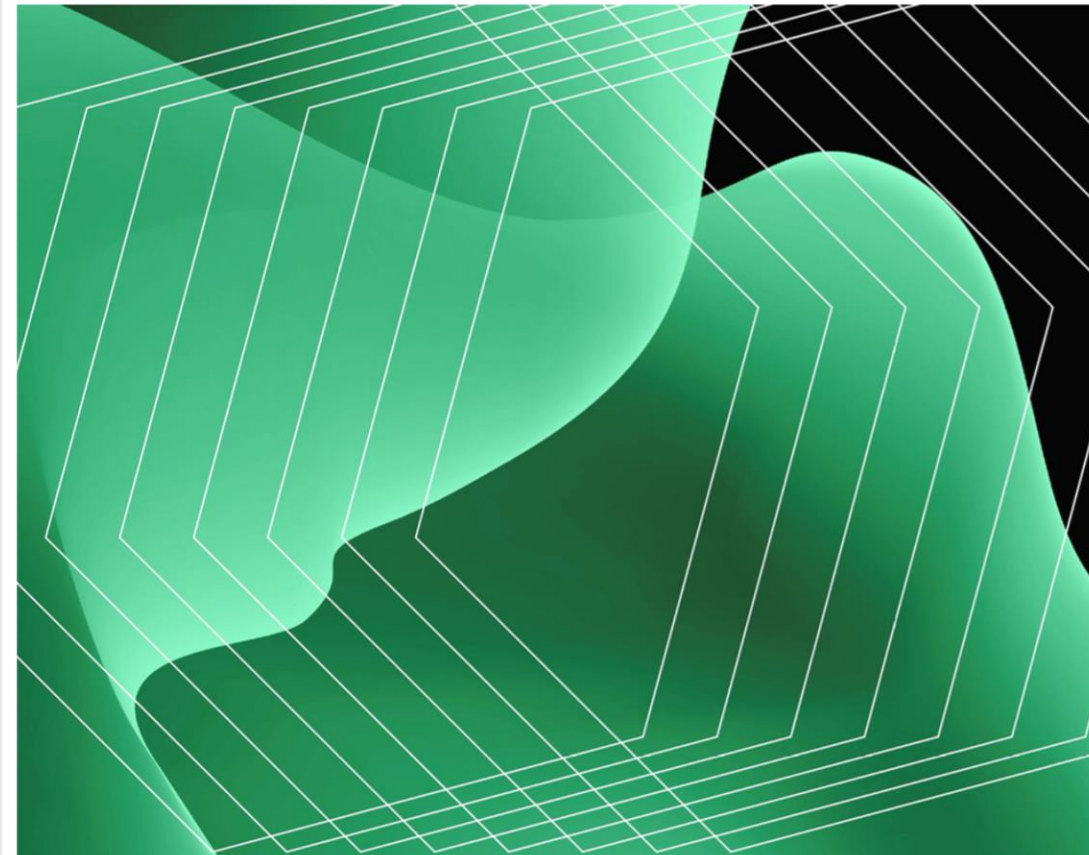
Stephanie Atkin

SVP, Global Marketing
apexanalytix

The Total Economic Impact™ Of Apexanalytix

Cost Savings And Business Benefits Enabled By Apexanalytix

A FORRESTER TOTAL ECONOMIC IMPACT STUDY
COMMISSIONED BY APEXANALYTIX, JANUARY 2025



Interviewed Organizations

Title	Industry	Geography	Revenue
Global Process Owner	Manufacturing	HQ in Mexico, Global operations	\$17.5 Billion
Group VP, NASC, Controller	Grocery retail	HQ in ID, USA operations	\$79.2 Billion
Associate Accounting Manager	Hospitality	HQ in FL, USA operations	\$11.2 Billion
Accounting General Manager	Airlines, Airports & Air Services	HQ in GA, Global operations	\$59 Billion

Pain Points, Solution Goals, Investment Objectives

What key challenges did customer interviewees face in the prior environment?

Pain Points

- Time consuming manual efforts to onboard, change vendors and detect duplicate payments
- Lack of visibility on invoice maintenance
- Difficulty with vetting suppliers
- Payments made too early
- Errors on manual invoicing and vendor payments
- Inability to increase control over vendor validation and setup process

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Why Apex Analytix

- Ability to recover duplicate payments, higher oversight controls
- Implementation of processes to avoid future duplicates
- Flexibility to build workflows and approval roads based on organization's policies
- Time savings for employees through vendor self-service features

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Key Results

- Time savings in vendor onboarding time
 - Real-time automation on vendor validation
 - Reduction on hours spent managing vendor and supplier invoicing, configuration, and other admin work
 - Efficiency improvement due to process automation
 - Higher visibility helped companies move from payment recovery to error prevention
 - Helps enforce company policy for vendor set up requirements
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Financial Framework – Benefits and Costs

Benefits and Costs for the Composite Organization.

Representative of the customers interviewed with characteristics that will resound with the study audience.

Forrester constructed a composite to use as basis for quantified benefit and cost examples:

Industry	Agnostic
Revenue	\$10 billion
Geography	US, Global operations
Total vendors in system	45K vendors in the system
Total active vendors	20K active vendors

Composite Organization Characteristics

Total Benefits of apexanalytix

Total Benefits						
Ref.	Benefit	Year 1	Year 2	Year 3	Total	Present Value
Atr	Recovered duplicate payments and refunds	\$839,375	\$839,375	\$839,375	\$2,518,125	\$2,087,401
Btr	Faster vendor discovery, banking validation, and onboarding	\$221,680	\$258,740	\$295,800	\$776,220	\$637,601
Ctr	Improved productivity with managing current vendors	\$282,880	\$282,880	\$282,880	\$848,640	\$703,481
Dtr	Reduced effort in compliance and legal activities	\$20,188	\$24,225	\$28,263	\$72,675	\$59,607
	Total benefits (risk-adjusted)	\$1,364,123	\$1,405,220	\$1,446,318	\$4,215,660	\$3,488,090

Benefit A: Recovered duplicate payments and refunds

Ref.	Metric	Source	Year 1	Year 2	Year 3
A1	Number of duplicate payments per year	Composite	750	750	750
A2	Average size of duplicate payment	Composite	\$1,500	\$1,500	\$1,500
A3	Improved percentage of duplicate payments able to recover with apexanalytix	Interview	70%	70%	70%
A4	Subtotal: Savings on duplicate payment prevention	A1*A2*A3	\$787,500	\$787,500	\$787,500
A5	Savings through credits or rebates with apexanalytix	Interviews	200,000	200,000	200,000
	Risk adjustment	↓15%			
At	Recovered duplicate payments and refunds	A4+A5	\$839,375	\$839,375	\$939,375

Benefit B: Faster vendor discovery, banking validation, and onboarding

Ref.	Metric	Source	Year 1	Year 2	Year 3
B1	Hours saved annually through improved vendor screening and searching	Composite	500	625	750
B2	Vendor management FTE fully-loaded hourly salary	TEI Standard	\$80	\$80	\$80
B3	Subtotal: faster vendor discovery and screening	B1*B2	\$40,000	\$50,000	\$60,000
B4	Hours saved annually through automated banking validation	Interviews	1,100	1,100	1,100
B5	Vendor management FTE fully-loaded hourly salary	TEI Standard	\$80	\$80	\$80
B6	Subtotal: faster banking validation	B4*B5	\$88,000	\$88,000	\$88,000
B7	Hours saved annually through improved vendor onboarding	Composite	1,660	2,080	2,500
B8	Vendor management FTE fully-loaded annual salary	TEI Standard	\$80	\$80	\$80
B9	Subtotal: faster vendor onboarding	B7*B8	\$132,800	\$166,400	\$200,000
	Risk adjustment	↓15%			
Btr	Faster vendor discovery, banking validation, and onboarding	B3+B6+B9	\$221,680	\$258,740	\$295,800

Benefit C: Improved productivity with managing current vendors

Ref.	Metric	Source	Year 1	Year 2	Year 3
C1	Annual hours needed for vendor management prior to apexanalytix	Composite	10,400	10,400	10,400
C2	Percentage of labor automated or made self-service by apexanalytix	Interviews	40%	40%	40%
C3	Vendor management FTE salary, fully-loaded (hourly)	TEI Standard	\$80	\$80	\$80
	Risk adjustment	↓15%			
Ct	Improved productivity with managing current vendors		\$282,880	\$282,880	\$282,880

Benefit D: Reduced effort in compliance and legal activities

Ref.	Metric	Source	Year 1	Year 2	Year 3
D1	Time savings for legal team turnaround time SLA per compliance issue (hours)	Interviews	10	12	14
D2	Number of vendor compliance issues encountered annually	Composite	25	25	25
D3	Legal FTE salary, fully-loaded (hourly)	TEI Standard	\$95	\$95	\$95
	Risk adjustment	↓15%			
Dt	Reduced effort in compliance and legal activities	$D1 * D2 * D3$	\$20,188	\$24,225	\$28,263

Cost E: Ongoing resource and subscription costs

Ref.	Metric	Source	Year 1	Year 2	Year 3
E1	Annual licensing/ subscription fees for all modules	Composite	\$200,000	\$200,000	\$200,000
E2	Annual hours needed to maintain Apex Analytix	Composite	3,120	3,120	3,120
E3	Maintenance FTE fully-loaded salary (hourly)	TEI Standard	\$80	\$80	\$80
	Risk adjustment	↓15%			
Etr	Ongoing resource and subscription costs	$E1+(E2 \cdot E3)$	\$472,080	\$472,080	\$472,080

Cost F: Implementation and startup costs

Ref.	Metric	Source	Initial
F1	Hours of implementation work needed across the full implementation team	Composite	1,387
F2	Implementation team fully-loaded salary	TEI Standard	\$80
Ft	Implementation and startup costs	F1*F2	\$110,960
	Risk adjustment	↓15%	
Ftr	Implementation and startup costs (risk-adjusted)		\$127,604

Ongoing Resource and Subscription Costs

Ongoing Resource And Subscription Costs						
Ref.	Metric	Source	Initial	Year 1	Year 2	Year 3
E1	Annual licensing/subscription fees for all modules	Composite		\$200,000	\$200,000	\$200,000
E2	Annual hours required to maintain apexanalytix	Composite		3,120	3,120	3,120
E3	Fully burdened annual salary for a maintenance FTE	TEI standard		\$80	\$80	\$80
Et	Ongoing resource and subscription costs	$E1+(E2*E3)$		\$449,600	\$449,600	\$449,600
	Risk adjustment	↑5%				
Etr	Ongoing resource and subscription costs (risk-adjusted)		\$0	\$472,080	\$472,080	\$472,080
Three-year total: \$1,416,240			Three-year present value: \$1,173,993			

Risk Adjusted Cash Flow Analysis

Cash Flow Analysis (Risk-Adjusted Estimates)						
	Initial	Year 1	Year 2	Year 3	Total	Present Value
Total costs	(\$127,604)	(\$472,080)	(\$472,080)	(\$472,080)	(\$1,543,844)	(\$1,301,597)
Total benefits	\$0	\$1,364,123	\$1,405,220	\$1,446,318	\$4,215,660	\$3,488,090
Net benefits	(\$127,604)	\$892,043	\$933,140	\$974,238	\$2,671,816	\$2,186,493
ROI						168%
Payback						<6 months

“Apexanalytix has probably saved us millions of dollars as it relates to fraudulent vendor activity.”

**Greg Maxwell
Controller,
Albertsons**

“[After an acquisition], we acquired all their suppliers. I ran them through apexanalytix’s data validation process, and I was able to obtain bank account and address validation immediately.

**Associate Accounting Manager,
Hospitality**

Unquantified Benefits

Enhanced Operational Efficiency

The apexanalytix platform helps the composite organization streamline supplier management and some of these time-saving benefits are quantified within the financial model.

However, there are additional operational improvements that stretch beyond what is quantifiable. With **better visibility into its supplier network, the composite organization optimizes payment terms and design accounts payable rules that best fit their organization's needs.**

Unquantified Benefits

Avoided Fraud and Reputational Damage

With the implementation of apexanalytix, the composite organization reduces its supplier-related risk. The composite organization can now systematically track vendor activity and can also get alerted to anything that looks suspicious or fraudulent.

The composite can establish rules and practices that dictate how vendors are paid, therefore moving away from check-based payments which tend to be more vulnerable to fraud.

Being able to get out ahead of potential vendor fraud reduces the composite organization's potential vulnerability to reputational or financial damage.

Executive summary

- apexanalytix solution is a risk and vendor management platform that helps companies manage their interactions with suppliers.
- apexanalytix enhances financial control through real-time visibility into transactions with suppliers and accounts payable.
- Improved supplier relationship management through the platform allows streamlined communication, improved collaboration, and efficiency.
- Data-driven decision making to optimize financial operations and reduce risks via data and analytics usage.

“One of the things that made us choose apexanalytix is that it gave us the flexibility to build the workflows and the approval path that was based on our policies.”

Global process owner, manufacturing

KEY STATISTICS

Return on investment (ROI)

168%

Benefits

\$3.49M

Net Present Value (NPV)

\$2.19M

Payback

<6 months

That's Great.

How can I use this?

