PairSoft

EXECUTIVE GUIDE · FINANCE MODERNIZATION

The Modern CFO's Playbook: AP Automation, Digital Payments, and AI — On the ERP You Already Own

How finance leaders modernize accounts payable, payments, and spend management — without replacing their ERP.

FOR CFOs · CONTROLLERS · FINANCE DIRECTORS · FINANCE TRANSFORMATION LEADERS

Improve Operational Efficiency

Automate repetitive AP work and process more volume without adding headcount

Strengthen Financial Controls

Reduce fraud exposure with digital payments, audit trails, and continuous compliance

Maximize ERP Investments

Extend the systems you already own instead of replacing them

pairsoft.com

A practical playbook for modernizing finance over the next 2–3 years: where to start, what to prioritize, and how to measure success.

EXECUTIVE SUMMARY

Finance Has Changed

For years, finance transformation meant implementing an ERP. Today, competitive finance organizations are taking the next step — connecting intelligent automation, digital payments, AI-assisted workflows, and real-time visibility to unlock more value from the systems they already own.

Across every industry, finance leaders face the same pressures:

- Growing transaction volumes without larger teams
- Increasing fraud and cybersecurity risks
- Rising pressure to improve working capital
- Demands for faster reporting and better visibility
- Expectations to do more with existing technology investments

The organizations making the greatest progress aren't replacing their ERP. **They're extending it with intelligent finance operations.**

In this guide, you'll learn:

- ✓ Where finance organizations create the fastest operational improvements
- ✓ How to prioritize modernization initiatives
- ✓ Where AI delivers measurable value
- ✓ Why integrated payments matter
- ✓ How to build a roadmap for long-term success

> EXECUTIVE PERSPECTIVE
>
> **Modern finance transformation isn't about buying more software. It's about helping finance teams work smarter with the technology they already trust.**

Inside This Guide

THE OPPORTUNITY

Why Modern Finance Organizations Outperform

Today's finance leaders are expected to accomplish far more than closing the books. Finance now plays a strategic role in improving operational efficiency, strengthening governance, managing cash flow, and providing insights that influence business decisions.

Yet many finance departments still rely on disconnected systems, manual workflows, spreadsheets, and paper-based approvals that create unnecessary delays and increase operational risk. The highest-performing organizations focus on five areas:

1. **Intelligent AP Automation**
   Reduce repetitive manual work while improving processing speed and accuracy—from invoice capture through approval.
2. **Digital Payments**
   Move beyond paper checks to faster, more secure payment methods that improve supplier relationships and reduce fraud exposure.
3. **AI-Assisted Finance**
   Use AI to recommend coding, route approvals, identify exceptions, and surface anomalies—while keeping finance professionals in control.
4. **Spend Visibility**
   Gain real-time insight into commitments, invoices, payments, and cash flow without relying on manual reporting.
5. **Governance & Compliance**
   Strengthen audit readiness, policy enforcement, and financial controls across every transaction.

EXECUTIVE PERSPECTIVE

The goal isn't just to automate finance. It's to automate routine work so finance professionals can focus on strategic decision-making.

SELF-ASSESSMENT

The Intelligent Finance Maturity Model

Finance modernization is a progression, not a single project. Most organizations sit somewhere on this curve — and knowing where you are today determines what to do next.

LEVEL 1

Manual Finance

- Paper invoices
- Email approvals
- Manual coding
- Paper checks

LEVEL 2

Digital Finance

- Electronic invoices
- Workflow automation
- Document management

LEVEL 3

Integrated Finance

- ERP-connected automation
- Digital payments
- Spend visibility
- Analytics

LEVEL 4

Intelligent Finance

- AI recommendations
- Predictive insights
- Continuous controls
- Real-time reporting

The executive question: Where is your organization today? Most finance teams operate between Levels 1 and 2 — which means the fastest gains usually come from digitizing AP and payments before layering on AI. Each level builds on the data quality and workflow discipline of the one below it.

WHAT EACH STEP UP THE CURVE UNLOCKS

Level 1 → 2

Paper and email approvals give way to digital workflows — invoices stop getting lost

Level 2 → 3

ERP-connected automation and digital payments cut cost per invoice and fraud exposure

Level 3 → 4

Clean, structured data lets AI recommend coding and routing with real accuracy

EXECUTIVE PERSPECTIVE

You don't need to reach Level 4 overnight. Organizations that advance one level at a time — proving value at each stage — consistently outperform those that attempt to leap the curve.

WHERE TO START

Modernizing Accounts Payable

AP is where most finance organizations create the fastest operational improvements — because it touches every vendor, every invoice, and every payment. Modern AP isn't six separate tasks. It's one connected process:

Invoice Capture → Workflow → Coding → Approvals → Payments → Reporting

When these steps are connected — and connected to your ERP — four things happen:

Less Manual Work

Invoices are captured, coded, and routed automatically. Your team touches only the exceptions that genuinely need judgment.

Better Visibility

Every invoice has a status, an owner, and a complete history — no more hunting through inboxes or filing cabinets.

No More Paper

Documents are digitized at the point of entry, eliminating storage costs, lost invoices, and slow audit preparation.

Higher Accuracy

Automated matching and validation catch errors and duplicates before payment — not after.

Up to $31
Potential savings per invoice by automating repetitive processing tasks

Up to 84%
Of staff time freed to focus on higher-value initiatives

100%
Of AP spend securely managed in one connected, ERP-integrated process

EXECUTIVE PERSPECTIVE

Many businesses underestimate the true cost per invoice because the human capital hides in salaries, not line items. Measure the full cost — including approvals, follow-ups, and filing — before you set your automation targets.

THE OVERLOOKED OPPORTUNITY

Why Payments Matter

Many finance organizations automate invoice processing but stop short of the final step — how suppliers actually get paid. That's where significant cost, risk, and working-capital opportunity still hides.

Paper Checks & Fraud

Checks remain the most fraud-prone payment method — and the most expensive to produce, mail, and reconcile. Every check is an exposure point.

Cash Flow & Working Capital

Digital payments give you precise control over payment timing — capturing early-payment discounts or holding cash longer, by design rather than by accident.

Supplier Experience

Faster, more predictable payments strengthen supplier relationships — and make your organization a preferred customer when supply is tight.

Payment Flexibility

Different suppliers need different methods. Modern payment operations support them all from a single workflow, without separate bank portals.

The modern payment mix:

- ACH
- Express ACH
- Virtual Cards
- Wire Transfer
- Cross-Border / FX
- E-Check
- Managed Paper Checks

Virtual cards and ACH can even generate rebates — turning AP from a pure cost center into a source of cash back that offsets processing fees.

$19B+
Annual check fraud losses in the U.S. (FBI, 2021)

35%
Of all bank fraud is tied to paper checks (ABA Deposit Account Fraud Survey)

98%
Of B2B businesses reported fraud attacks in 2021, losing 3.5% of annual revenue on average (PYMNTS, 2022)

EXECUTIVE PERSPECTIVE

If your AP process is automated but your payments still leave the building on paper, your modernization is only half finished — and the riskiest half is the one that remains.

THE NEXT CAPABILITY

Where AI Fits

AI isn't another system to buy. It's another capability inside the workflows you already run — recommending, flagging, and prioritizing while your professionals stay in control of every critical decision.

Invoice Coding

AI recommends GL accounts based on historical transactions and organizational context — your team validates and approves.

Reduce manual coding time by up to 80%

Approval Routing

AI suggests the right approver based on spend thresholds, department, and policy — cutting bottlenecks and guesswork.

Faster cycles, fewer stalled invoices

Exception Handling

AI triages incoming invoices so routine transactions flow through and only genuine exceptions reach your team.

Staff time goes where judgment matters

Fraud Detection

AI surfaces anomalies and high-risk transactions based on context and patterns — not just static thresholds.

Catch problems before payment

Policy Compliance

AI flags out-of-policy purchases and supplier mismatches before they create downstream issues.

Continuous, transparent controls

Spend Analytics

AI turns transaction history into insight — spotting trends, budget risks, and savings opportunities in real time.

From reactive reporting to foresight

AI Recommends → **AI Flags** → **Human Approves** → **Confident, faster decisions**

78% of CFOs say AI integration in AP processes is important to their organization — and **85%** of those leaders believe AP automation drives more accurate, efficient processes.

Source: PYMNTS, 2024

EXECUTIVE PERSPECTIVE

Trustworthy AI is explainable, ERP-connected, and human-guided. If you can't see why it made a recommendation, you can't defend it to an auditor — or trust it with your ledger.

THE JOURNEY

Building an AI-Powered Finance Organization

Modern finance organizations don't "finish" digital transformation before adopting AI. They embed AI from day one to accelerate every stage of modernization—creating value in weeks, strengthening financial controls, and expanding intelligent automation as the business grows.

1

Connect & Configure

Connect your ERP, configure approval policies, user roles, and governance, and establish baseline business metrics. AI immediately begins capturing invoices, validating data, and recommending GL coding to accelerate your first workflows.

2

Go Live with Intelligent AP

Launch your highest-value AP workflows in weeks. AI helps automate invoice capture, coding, approval routing, duplicate detection, and exception identification—allowing your team to process more invoices with greater speed and accuracy.

3

Expand Intelligent Automation

Extend AI across the invoice-to-pay process. Introduce PO matching, supplier onboarding, exception management, payment optimization, ACH, and virtual cards to increase touchless processing and improve supplier experiences.

4

Strengthen Financial Control

Move beyond automation to continuous financial oversight. AI continuously monitors policies, approval workflows, duplicate payments, fraud risks, and exceptions—giving finance greater visibility while reducing operational risk.

5

Continue to Optimize and Monitor with AI Agents

Deploy AI agents that continuously monitor transactions and reduce fraud risk, while identifying bottlenecks, recommending process improvements, surfacing business insights, answering finance questions, and helping optimize cash flow, working capital, and operational performance.

EXECUTIVE PERSPECTIVE

AI delivers the greatest value when embedded from day one—guided by trusted ERP data, finance policies, and human oversight. Modern finance organizations don't implement AI after transformation; they use AI to accelerate transformation.

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TAKE-AWAY TOOL

Questions Every CFO Should Ask

Before evaluating AP automation solutions, evaluate your own finance operation. These eight questions will help identify where manual processes are limiting growth, increasing risk, and creating opportunities for automation and AI to deliver measurable business value.

1. **Can we support business growth without increasing AP headcount?**
2. **Which AP processes create the biggest bottlenecks for our business?**
3. **What is the true cost of processing an invoice—from receipt through payment?**
4. **Are manual payment processes increasing fraud risk, cost, or supplier friction?**
5. **Do finance leaders have real-time visibility into AP performance, liabilities, and cash commitments?**
6. **Are our finance teams spending their expertise on analysis—or on manual processing?**
7. **Where could automation and AI safely eliminate repetitive work while keeping finance in control?**
8. **Is our ERP fully connected to modern AP automation—or are manual workarounds limiting its value?**
9. **Are we making payment decisions based on real-time data—or yesterday's information?**

THE CFO DASHBOARD

Measuring Success

Modernization without measurement is just spending. Track these ten KPIs from your Phase 1 baseline forward, and report against them every quarter.

KPI	WHAT IMPROVEMENT LOOKS LIKE
Cost per invoice	Falling steadily as automation removes manual touchpoints
Approval cycle time	Days become hours; bottleneck approvers become visible
Invoices per AP FTE	Rising volume handled without added headcount
Payment fraud incidents	Declining as paper checks are retired and validation tightens
Early-payment discounts captured	Growing as payment timing comes under deliberate control
Digital payment %	Climbing quarter over quarter as suppliers convert
Supplier satisfaction	Fewer payment-status inquiries; stronger vendor relationships
Month-end close time	Shrinking as reporting draws from connected, real-time data
Audit preparation hours	Falling as complete digital audit trails replace document hunts
Working capital position	Improving through deliberate payment timing and cash visibility

Up to $31
Potential savings per invoice from automating repetitive processing

Up to 50%
Savings on payment-related processes when rebates offset service fees

Up to 84%
Of staff time redirected from data entry to analysis and strategy

EXECUTIVE PERSPECTIVE

Pick three of these as your headline metrics — typically cost per invoice, approval time, and digital payment percentage — and put them on one page for the executive team. Simplicity keeps the program funded.

PROOF IN PRACTICE

Finance Transformation in Practice

Three organizations, three different missions — the same pattern: connect finance operations to the ERP, retire manual work, and the results compound quarter after quarter.

PUBLIC SECTOR · WASTE MANAGEMENT · IOWA

Metro Waste Authority

Needed end-to-end control and traceability across invoice-to-pay — from the moment a document enters finance until the payment clears.

> *"We have everything tracked from the moment it enters the finance area to the time it's paid. We have a complete audit trail. It really has been seamless."*
> **— Kent Farver, Director of Finance, Metro Waste Authority**

HEALTH & MEDICAL RESEARCH NONPROFIT · NEW YORK, NY

Cancer Research Institute

Global paper donations meant five-plus years of records in binders and no fast way to answer a donor's question about their own giving history.

95%
Improvement in the donor recordkeeping process

~1 min
For any department to pull full giving history

Zero
Boxes of physical storage remaining

> *"It's improved our recordkeeping process by 95%."*
> **— Rupinder Kaur, Chief Information Officer, Cancer Research Institute**

PARKS & RECREATION NONPROFIT · OAKLAND, CA · 5 FULL-TIME STAFF

Regional Parks Foundation

A five-person team supporting 65 parks relied on temps and interns just to keep filing running; retrieving one document could take a full day.

3 days
Faster quarterly close, every quarter

8–10 hrs
Saved on annual audit preparation

~1 min
Document retrieval, down from up to a day

> *"We just cannot imagine how an organization functions without PairSoft."*
> **— Raj Hajela, Foundation Administrator, Regional Parks Foundation**

PairSoft

Build on the ERP You Already Trust

Rather than replacing your finance systems, PairSoft helps organizations extend the value of their ERP through intelligent AP automation, digital payments, AI-powered workflows, procurement, and document management — all delivered through deep, native ERP integrations.

Whether your organization is beginning its modernization journey or expanding an existing automation strategy, PairSoft helps finance teams improve efficiency, strengthen governance, and gain greater visibility — without disrupting the systems they rely on every day. Join 2,000+ high-performing finance teams maximizing the return on their ERP investment.

Schedule a Finance Modernization Assessment

In a personalized session, we'll help you:

- ✓ Assess your current finance operations maturity
- ✓ Identify the highest-impact automation opportunities
- ✓ Estimate potential operational improvements and ROI
- ✓ Build a phased roadmap aligned with your organization's goals

Get a Demo →

T 844.819.1208 **E** info@pairsoft.com **A** 382 NE 191st St. PMB 58356, Miami, Florida 33179

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