DYNAMICS GP IN THE CLOUD WITH AUTOMATION TOOLS FOR A/P & A/R

Business Continuity
Presenters

Patty Taylor
Director

Bobbi Kuhlman
Director
Agenda Items

• Business Continuity by Definition
• Dynamics GP – Cloud Discussion
• AP Automation
• AR Automation
Business Continuity

Business disruptions can impact organizations of any size in any location.

- Power / Internet outages
- Weather
- Political events
- Virus outbreaks

Every organization needs to develop a business continuity plan to ensure its business operations can continue, no matter the disruption.
A critical piece of a business continuity plan is to make sure that users remain productive while maintaining the necessary level of security and controls over access to corporate resources. These controls must extend over the entire network and domain:

- Secure connectivity to office
- Strong password enforcement / authentication requirements
- Email & web content filtering

The corporate network has rapidly expanded beyond the company walls.
Business Process Continuity

Companies depend on people and processes, not just hardware.

*Loss of productivity when staff cannot work remotely and connect to systems they need will impact the bottom line.*

- Identify key business areas.
- Identify critical functions.
- Identify dependencies between various business areas and functions.
- Determine acceptable downtime for each critical function.
- Create a plan to maintain operations.
The Workforce Today.....

"IT MUST BE NICE HAVING A JOB WHERE YOU CAN WORK AT HOME."

Mother HUMOR
DYNAMICS GP IN THE CLOUD FOR BUSINESS CONTINUITY
Traditional Dynamics GP Install
The Cloud Computing Continuum
Impact of Recent Events

• Rapid evolution to allow remote work
• Adjustments to strict network security protocols
• Relaxed security in order to “make it work” / potentially exposing network
• Increased exposure
  - Home Wi-Fi must be secure (passwords?)
  - Allowing BYOD
  - VPN client mandated
  - Random “free” Web Conferencing Tools
  - Patching & updating security policies
Managing User Expectations vs. Business Needs

**Employees**
- Access from anywhere
- Single Sign On – ease of login
- Integrations to multiple applications
- Little to no restrictions
- Fast performance

**Business**
- Secure
- Multi Factor Authentication
- Limit risks / network vulnerability
- Spend management
- Managed services
- Scalable & reliable
Harsh Reality

• Bad actors ARE taking advantage of companies exposed
• Between February – March 2020, attacks increased 148%
• Use of key news events – phishing attacks, fake apps, maps
• Many lay dormant for months before becoming active
• Now focused on backup systems
• Size of company does NOT matter

7.3 days
Average number of days a ransomware incident lasts
Dynamics GP – Remote Workers
Technology Consulting Services

<table>
<thead>
<tr>
<th>Management Consulting</th>
<th>Business Applications</th>
<th>Technology and Infrastructure</th>
<th>Managed Services and Support</th>
</tr>
</thead>
<tbody>
<tr>
<td>Plan, implement, optimize</td>
<td>Design, build, implement</td>
<td>Design, build, implement</td>
<td>Outsourcing, co-sourcing</td>
</tr>
<tr>
<td>• Rapid Assessment, strategy and improvement</td>
<td>• ERP - Enterprise resource planning</td>
<td>• Network/Data center</td>
<td>• Managed services</td>
</tr>
<tr>
<td>• Finance and accounting</td>
<td>• CRM - Customer relationship management</td>
<td>• LAN/WAN/Wireless</td>
<td>• Infrastructure</td>
</tr>
<tr>
<td>• Technology and digital</td>
<td>• BI - Business intelligence</td>
<td>• Server virtualization</td>
<td>• Applications</td>
</tr>
<tr>
<td>• Operations and supply chain</td>
<td>• Application development and system integration</td>
<td>• Storage and recovery</td>
<td>• Help desk</td>
</tr>
<tr>
<td>• Mergers, acquisitions and due diligence</td>
<td></td>
<td>• Desktop and application delivery</td>
<td>• Finance and accounting outsourcing</td>
</tr>
<tr>
<td>• Software selection and optimization</td>
<td></td>
<td>• Enterprise content management</td>
<td>• IT outsourcing</td>
</tr>
<tr>
<td>• Project, program and change management</td>
<td></td>
<td>• Telecommunications</td>
<td>• CIO outsourcing</td>
</tr>
<tr>
<td>• Performance management and analytics</td>
<td></td>
<td>• Unified communications</td>
<td>• Hosting</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Digital Strategy and Solutions</th>
<th>Security, Privacy and Enterprise Risk Management</th>
</tr>
</thead>
<tbody>
<tr>
<td>Design, migrate and manage</td>
<td>Public, private or hybrid cloud, data, mobile and social</td>
</tr>
</tbody>
</table>

© 2018 RSM US LLP. All Rights Reserved.
RSM’s Cloud History

- RSM has been in the cloud for 20 years
  - Cloud methodology and roadmap
    - Focused on regulatory compliance requirements
    - Leverage advanced security tools and best practices
  - Ability to recommend appropriate cloud solutions given client requirements
    - Build and support many different cloud scenarios, hybrid and multi-cloud
Cloud Advisory Services

- RSM has built out a methodology to help clients to build a roadmap to the cloud:
  - Take A Technology Inventory
  - Define Technology Usage Methods
  - Information Technology Function Evaluation
  - Defining Future Technology Needs
  - Cloud Computing Education
  - Cloud Roadmap Development
The RSM Cloud Portfolio

RSM Cloud Portfolio

RSM cloud advisory services

- RSM IaaS
- RSM Private Cloud
- RSM Hybrid Cloud Services
- Public Cloud Solutions
The RSM Cloud Portfolio

- Audit, tax and consulting services focused on UNDERSTANDING OUR CLIENTS
- 1,000+ U.S.-based technology consultants
- CHOOSE YOUR CLOUD (public, private, hybrid)
- APPLICATION AND INFRASTRUCTURE support/escalation in one company
- SERVICE LEVEL AGREEMENTS backed by financial credits
- SECURITY-FOCUSED methodology
- MICROSOFT DYNAMICS certified professionals
- 20+ INDUSTRIES including pharma, nonprofit, government, retail, food/beverage
The RSM Cloud Portfolio

- **DEDICATED VIRTUAL SERVERS**
  - no multi-tenancy

- **24/7**
  - U.S.-based support NOC

- **SOC 2**
  - Type II

- **INTEGRATION**
  - with Microsoft Azure AD and Office 365

- **MULTIFACTOR**
  - authentication capabilities

- **FLEXIBILITY**
  - in cloud design

---

Empowering clients to make confident decisions

Client-centric focus
Deep understanding
Enduring relationships

THE POWER OF BEING UNDERSTOOD

RSM
RSM’s Call to Action

• RSM is here to help companies work remotely
• Between now and September 1, 2020
  - RSM will perform a free review of your current Dynamics environment and recommend a cloud approach.
  - Additionally, RSM will waive the first month of hosting fees for new clients once a cloud is chosen.
AP AUTOMATION AS PART OF BUSINESS CONTINUITY
State of Business Continuity today

34% of companies surveyed either have no business continuity plan in place or a plan they wouldn't consider comprehensive in the face of an unpredictable natural disaster or emergency.

22% have a plan that can sustain their business for more than two months.

1/2 have a business continuity plan that accounts for an emergency across multiple geographic areas simultaneously.

Source: 2020 AvidXchange Business Continuity Survey Report
Receipt of Invoices

75.1% Suppliers print and mail invoices

24.9% Suppliers send invoices electronically

Source: Ardent Partners' Accounts Payable Metrics that Matter in 2020
Receipt of Invoices

49.7% Invoices Sent Manually

50.3% Invoices Sent Electronically

Source: Ardent Partners’ Accounts Payable Metrics that Matter in 2020
45% said automation technology would be extremely helpful in preparing for future business continuity needs.

54% said working from home would have a significant to extremely high impact on their finance team’s ability to process invoices.

40% of businesses would make at least some late payments if finance staff had to work remotely and 12% believe all payments would be late.

Source: 2020 AvidXchange Business Continuity Survey Report
Delivery of Payments

45% Payments Sent Manually

55% Payments Made Electronically

Source: Ardent Partners’ Accounts Payable Metrics that Matter in 2020
Benefits of AP Automation for Business Continuity

- AP automation can provide a central hub for all your payment related files
- Anytime, anywhere access to view and approve invoices
- You can create customized, automated workflows
- Reports are just a few clicks away
- Electronic payments provide easy paper check alternatives
- Service teams can help improve your supplier relationships
A/P Automation

INVOICE PROCESS

PAYMENT PROCESS
Invoice Process

- Invoice
- Open Mail
- PO
- Route Mail
- Code
- Approve
- Budget
- ERP Entry
- Check
- File Invoice
- Research

$12 to $30
Average cost per Invoice

Paper
Lots of paper!
Invoice Process

60% reduction
in processing costs

Improved
efficiencies and controls

Remote
supports remote worker access!
Payment Process

Printing Checks
• Requires check stock or a MICR printer

EFT/ACH
• Most modern ERP systems support EFT/ACH payments

Outsource Payments
• Another option is to leverage outsourced payment solutions
Benefits of AP Outsourcing for Business Continuity

- Gain Visibility & Speed
- Increase Efficiency
- Eliminate Manual Processes
- Provide Secure & Timely Payments
- Support Managing Supplier Relationships

A/P Automation
Outsourcing Accounts Payable: The Pros and Cons

Pros

- Invoice workflow and payments included
- Lower up front costs and possibly ongoing cost savings
- Resources
- Stronger security
- Reduced errors

Cons

- Handing over control
- Privacy concerns
- Duplication challenges
AR AUTOMATION AS PART OF BUSINESS CONTINUITY
Automating your Accounts Receivable

According to Key Findings released by Forrester Research, Electronic Bill Users are:

12% Less Likely to Leave

35% More Likely to Pay on Time
Benefits of AR Automation for Business Continuity

- Boost Profitability
- Increase Efficiency
- Increase Customer Satisfaction
- Lower Operating Costs
- Increase Customer Retention
- Increase employee longevity
A/R Automation

INVOICE PROCESS

PAYMENT PROCESS

COLLECTIONS
AR Invoice Process (Order to Cash)

Order to Invoice
- Sales Order Entry
- Invoice
- Approve
- Mail
- File Invoice
- Post to GL

Invoice to Cash
- Check
- Research
- Cash Receipts Entry
- Post to GL

Collections
- Open A/R
- Research
- Collection Letters/Emails

© 2018 RSM US LLP. All Rights Reserved.
AR Invoice Process (Order to Cash)

Order to Invoice
- Sales Order Entry
- Invoice
- Approve
- Mail
- File Invoice
- Post to GL

Invoice to Cash
- Check
- Research
- Cash Receipts Entry
- Post to GL

Collections
- Open A/R
- Research
- Collection Letters/Emails
RSM’s commitment to your AP and AR Automation needs

• RSM has the skills and history to help clients determine the right A/P & A/R Automation solutions.

• As part of our commitment to you and your company’s business continuity plans, we will offer our AP and AR automation assessment services to you for free for the next 30 days.

• In addition any EFT or Lockbox mapping services will be offered at a flat fee of $2,000 per Bank Acct (a 50% savings) for the next 30 days.
Contact information

• Bobbi Kuhlman
  bobbi.kuhlman@rsmus.com
  612-455-9464

• Patty Taylor
  patty.taylor@rsmus.com
  303-298-6439
Thanks for attending!

“Since I started working at home, business stinks. Or maybe it’s just the litter box.”

Copyright 2007 by Randy Glasbergen.
www.glasbergen.com