



Appian for Financial Operations

Financial operations managers are faced with a myriad of challenges every day. Keeping up with the demands for setting up new vendors and customers, sending out invoices, managing documents, and processing payments already exceeds many groups' capacity. Regularly scheduled additional processes such as month-end closings add an extra level of burden. This workload leaves virtually no time to respond to senior management pressures to achieve efficiency gains, reduce costs, improve visibility, reduce risks, and ensure streamlined audits.

Enterprise Resource Planning (ERP) systems were supposed to fully automate work, but their inherent inflexibility makes it costly and time consuming to adapt them to changing market requirements. Situations that can't be managed within the system are managed outside it with paper forms, spreadsheets, and e-mail; none of which can be tracked and analyzed on a systematic basis. This creates inefficiencies and raises compliance and audit concerns. Many organizations increase staff to deal with these challenges, adding expense in areas that are always under pressure to reduce costs. Others simply write off disputed amounts that they view as too expensive to pursue, frequently to the tune of millions of dollars per year.

Interfaces with other departments are another source of process challenge. Slow approvals on quotes for new sales opportunities can lead to extended sales processes and lost orders. Sales management gets frustrated by a lack of visibility into the status of their orders and can't see what specific issues are holding them up. Other involved departments are frustrated by the manual nature of the approval process and how it clogs up their systems, preventing them from doing their primary work.

It doesn't have to be this way. Companies like Amazon.com, Lehigh Hanson, Enterprise Rent-A-Car, and General Kinematics already rely on Appian's Financial Operations Solutions to cover gaps in their processes and stop manual workarounds. Their policies are automatically enforced

and they have gained control, reduced risk, and eliminated the need for extra staff. They have also halted costly write-offs, dropping money straight to their bottom lines.

Appian's Financial Operations Solutions can quickly be configured to address:

- **Invoice Exception Handling**
- **Deductions and Dispute Management**
- **Sales Quoting and Approval**
- **Vendor Set-up and Management**
- **Contract Progress Tracking**
- **Accounts Payable Approval**
- **Capital Expenditure and Purchase Requisitions**
- **Financial Close and Audit**

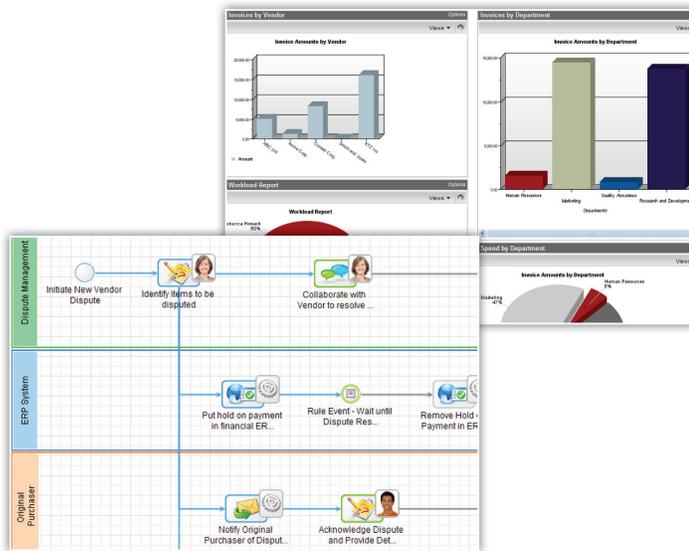
Not only can we streamline the work within your organization, our built-in security allows you to open your processes to give outside partner organizations the ability to contribute directly. In addition, processes you create within Appian can be turned into mobile apps with the click of a button, enabling your workforce to participate in processes wherever they are.



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Appian's Financial Operations solutions can be deployed in your organization quickly, allowing you to realize fast results. Business analysts can be trained to model processes in Appian which then automatically become working applications. There's no coding – so no need to wait for IT to have resources to help.

Machines to host the solutions aren't required either. Solutions can be configured in the cloud with users securely accessing them through standard web browsers. If you choose, they can be migrated to on-premise solutions without any interruption or rework.



Manual processes hampered our ability to consolidate Accounts Payables. Now 100% of our maintenance invoices are processed through Appian, dramatically reducing the labor involved and improving visibility into exceptions.

- David Belt, I.S. Manager/Senior Analyst, Business Development, Enterprise Rent-A-Car

Appian

As the market leader in modern Business Process Management (BPM) software, Appian delivers an enterprise application platform that unites users with all their data, processes, and collaborations – in one environment, on any mobile device, through

a simple social interface. On-premise and in the cloud, Appian is the fastest way to deliver innovative business applications.

For more information, visit www.appian.com