



springtime
TECHNOLOGIES



Avalara

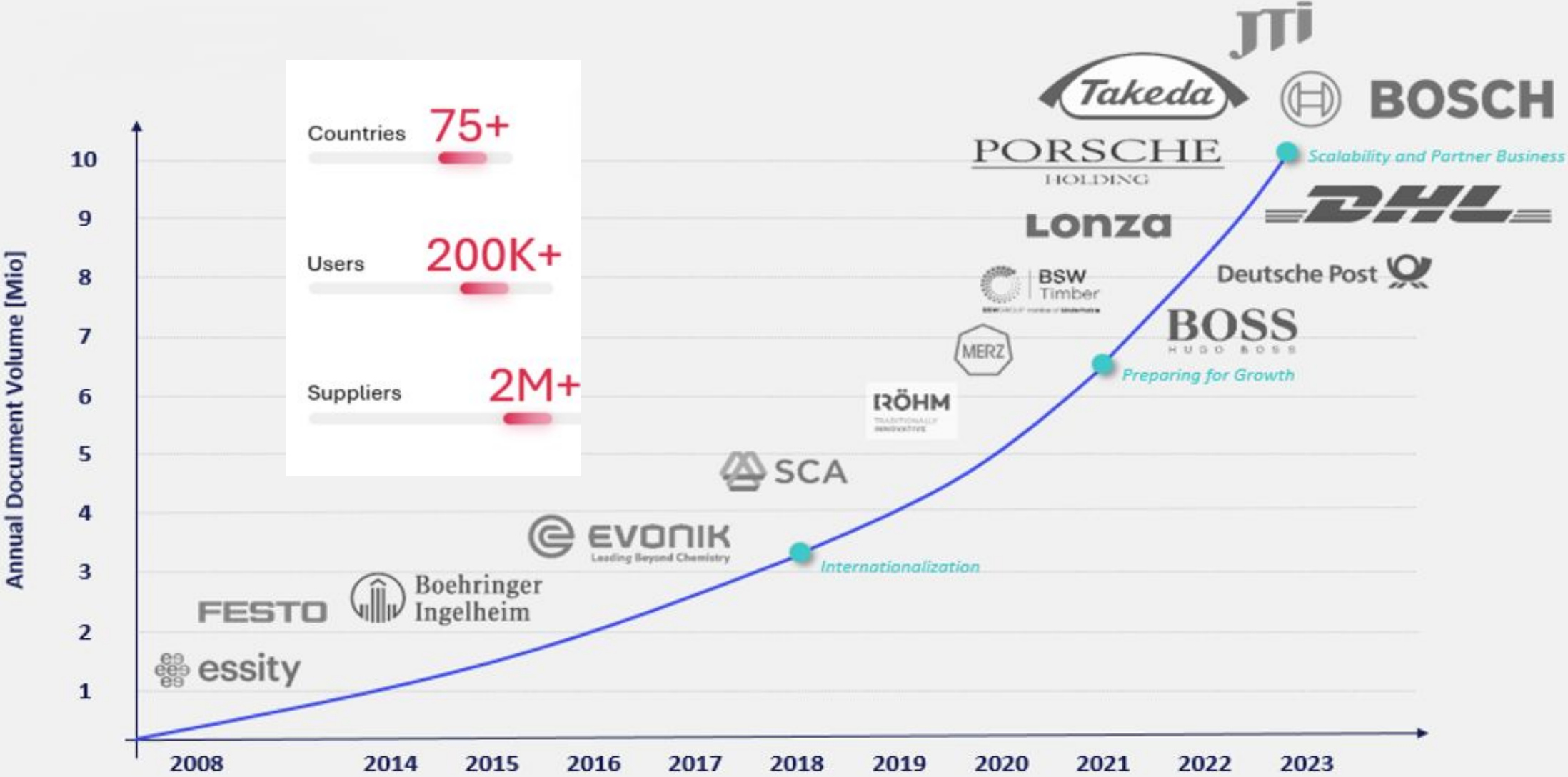
AI-powered AP: Compliance and Efficiency

Hitting the **KPIs** that matter
most

October 29th 2025

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GmbH

Customers



The Future is Touchless



Imagine if you could get to **90% touchless** today and total automation in the future at no extra cost.

Welcome....



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Fractional CRO
Springtime Technologies



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Avalara



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Solutions Architect



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Global Operational Efficiency Lead for Life Sciences
EY



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JTI

Agenda

01

The evolving AP landscape

02

Efficiency targets whilst still growing

03

KPI's and business challenges

04

The quantifiable impact of AI

05

**The need for visibility - process mining,
analytics, dashboards**

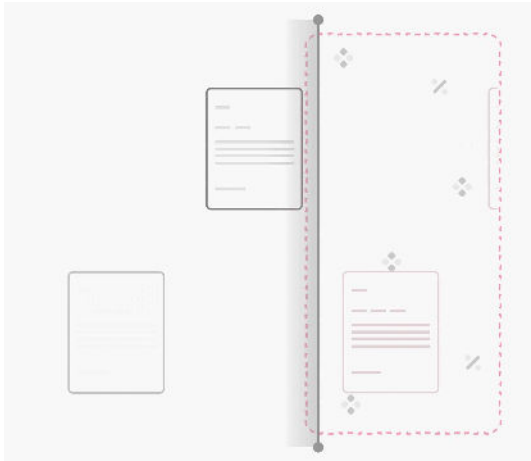
06

Strategic path forward

The Evolving A/P Landscape

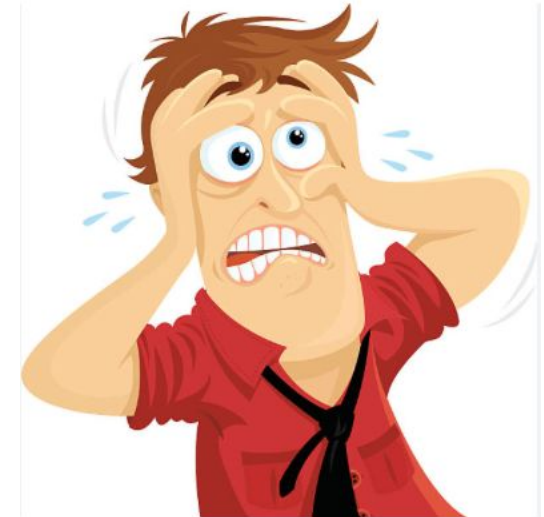
Making AP Easy

PAPER • PDF
GOV. GATEWAYS • NETWORKS



Somewhat Managed
Chaos

- Mandates, Mandates, Mandates
- More complexity of tech
- Cost reduction targets whilst still growing
- Talent and churn
- Tax and Compliance



60+ countries have e-invoicing mandates

And this is just the start!



Belgium

Will implement B2B e-invoicing from January 1, 2026



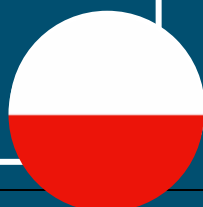
Croatia

B2B e-invoicing from January 2026



Poland

B2B e-invoicing postponed from July 2024 to February 2026



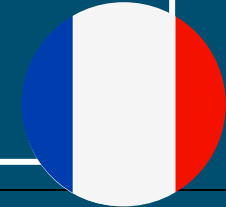
UAE

Will implement B2B e-invoicing from July 1, 2026 (pilot) January 27 full rollout



France

Postponed its e-invoicing mandate from July 2024 to September 2026



Mandates Don't Automatically Provide Business **Benefits**



Buyer and supplier
aren't using the
same provider



Validations are tax
focused



No augmentation.
Invoices won't have
your codes/UOMs

E-invoicing Mandates: Issues



- Multiple APIs to manage
- Random fields
- 3rd parties leaving compliance issues
- Still only 40% of invoices
- Rejection of invoice issues
- Credit notes issues
- Exception handling complex
- AP receiving multiple formats

A Balanced & Harmonized Framework

Avalara

NEW RFP
Coleraine, Maryland

S. HOLLEY & SON
Northampton, Massachusetts

Invoice

123-456-7890
info@springtime.com
springtime.com

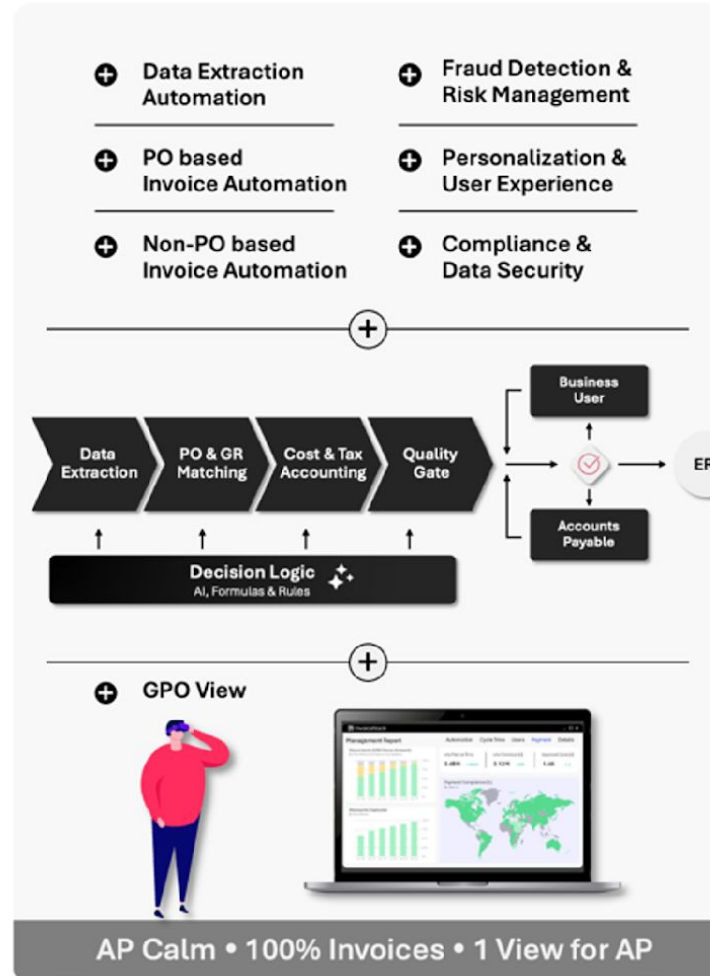
Bill To
Smith Enterprises
123 Main St
Palo Alto, CA 94301

Invoice Details
Invoice # 12345
Invoice Date 05/11/2024
Due Date 05/11/2024

Product/Service	Qty	Rate	Amount
Software	1.0	\$125	\$125
Marketing consulting	3	\$75	\$225
Subtotal			\$350.00
Discount			-\$45.00
Tax 8.25%			\$47.25
Total			\$352.25

PDF

Somewhat Managed Chaos



Middleware

ERP System(s)

SAP Ariba

coupa

ERP

Enterprise Integration

Efficiency Goals Whilst Still Growing

Automation is critical. But you still need to focus on processes.



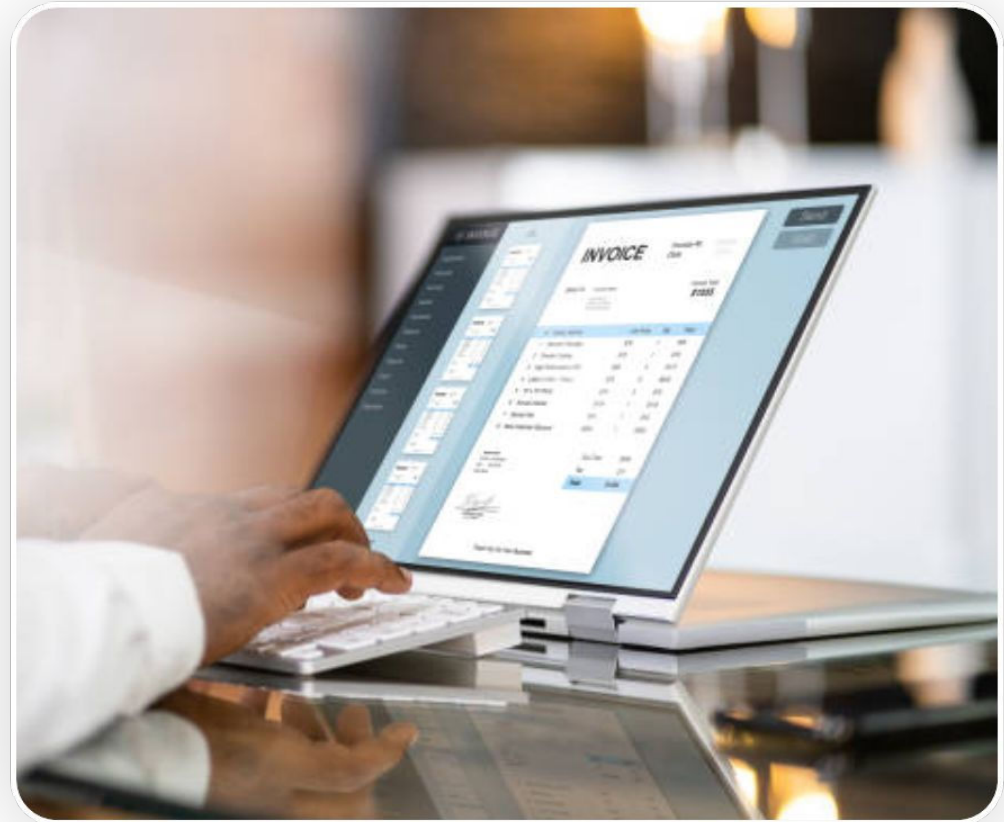
Cost reduction targets whilst still growing



More complex tax and compliance



Talent and churn



The right automation is the only solution – even if you outsource

A powerful Tech Stack to streamline efficiency within I2P

INTELLIGENT OPTICAL CHARACTER RECOGNITION (iOCR)

- Low to no rule maintenance effort & auto-correction of parameters
- Better data interpretation with each additional invoice batch
- Document classification

Document
Classification

Text
extraction

MACHINE-LEARNING ALGORITHMS

- Pattern Recognition
- Structured vs unstructured data
- Relational Pattern Recognition
- Self-learning
- Employment of decision trees

Booking
Suggestion

Touchless
Processing

GENERATIVE AI

- Smart extraction & summarization of input
- Content generation supported by data coming from multiple sources
- Complex problem-solving
- Ensemble learning (e.g. combine predictions)
- Fuzzy PO matching

Query
Triaging

Complex query
Resolution

Vendor
Chatbot

Complex PO matching &
VAT coding

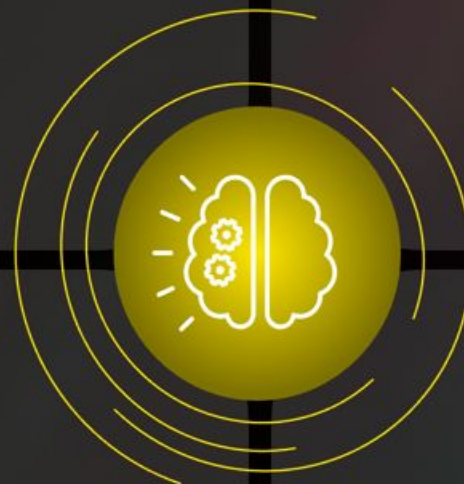
DEEP LEARNING (NEURONAL NETWORKS)

- High accuracy rates for text recognition (1 vs i; 0 vs O, etc.)
- Language agnostic
- Outlier detection
- Using all available data points in the end-2-end process to increase the accuracy of prediction modelling, confidence and results

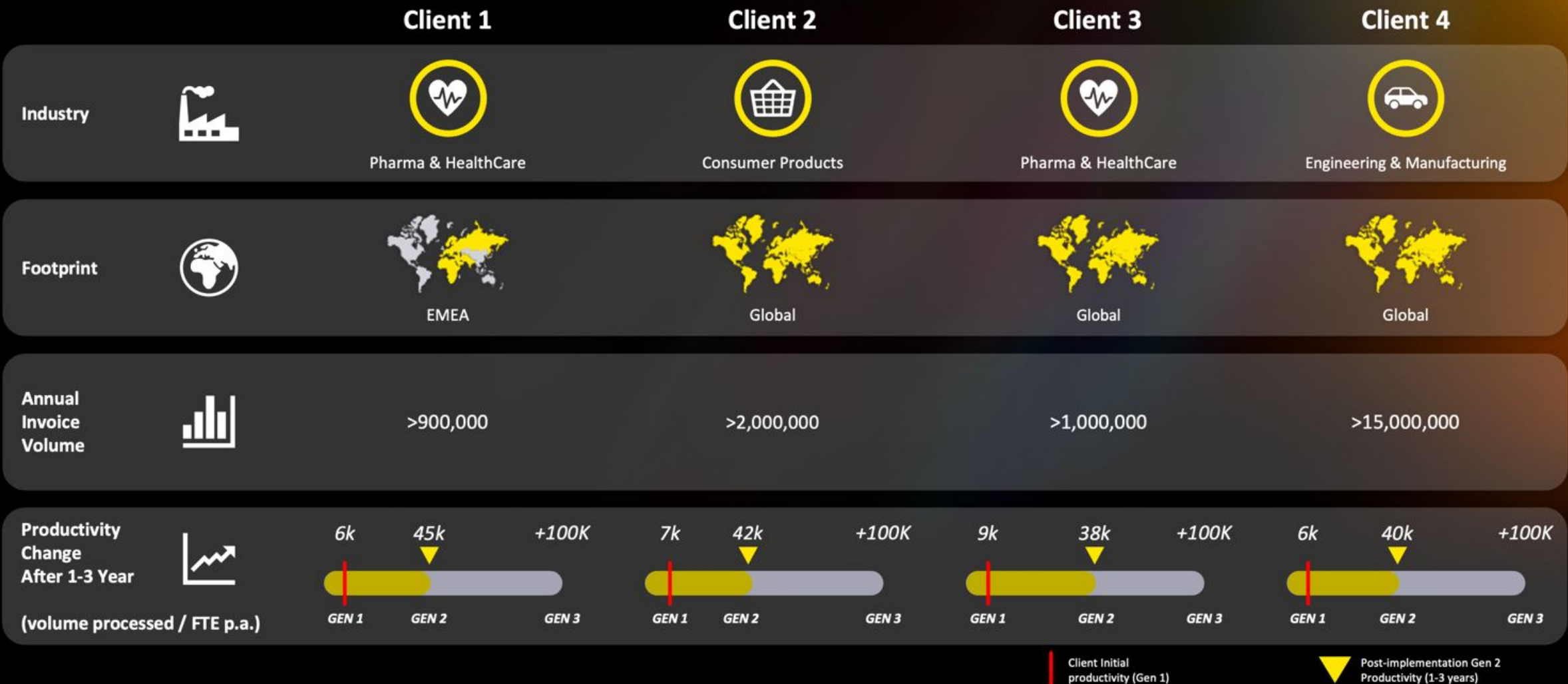
Invoice
Validation & Coding

Fraud
Detection

Language agnostic
character recognition

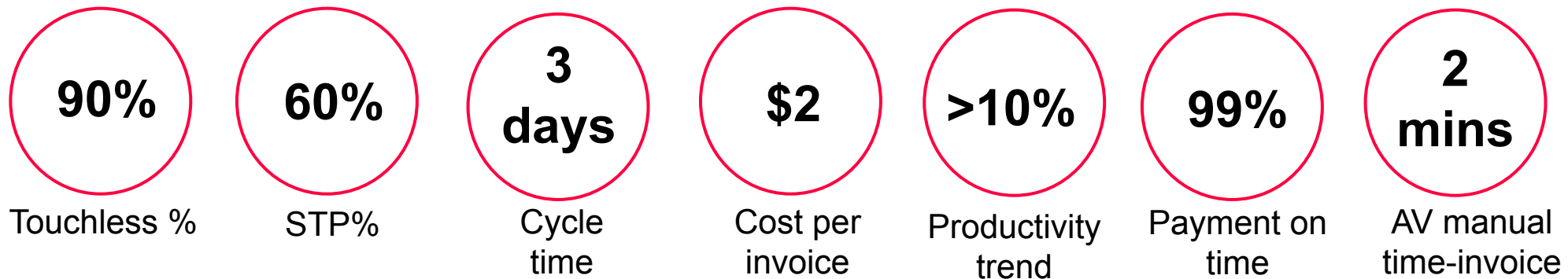


Client productivity benchmarks after implementing Gen2 I2P solution



KPIs and Business Challenges

- Measure the right things the right way. What, Why, How
- KPIs have negative consequences, plan for them
- Efficiency has to come with effectiveness
- Can you get your supplier to commit to your KPIs?



Making AP Better

The need for visibility and continuous improvement

Automation critical but
Still need to focus on
processes

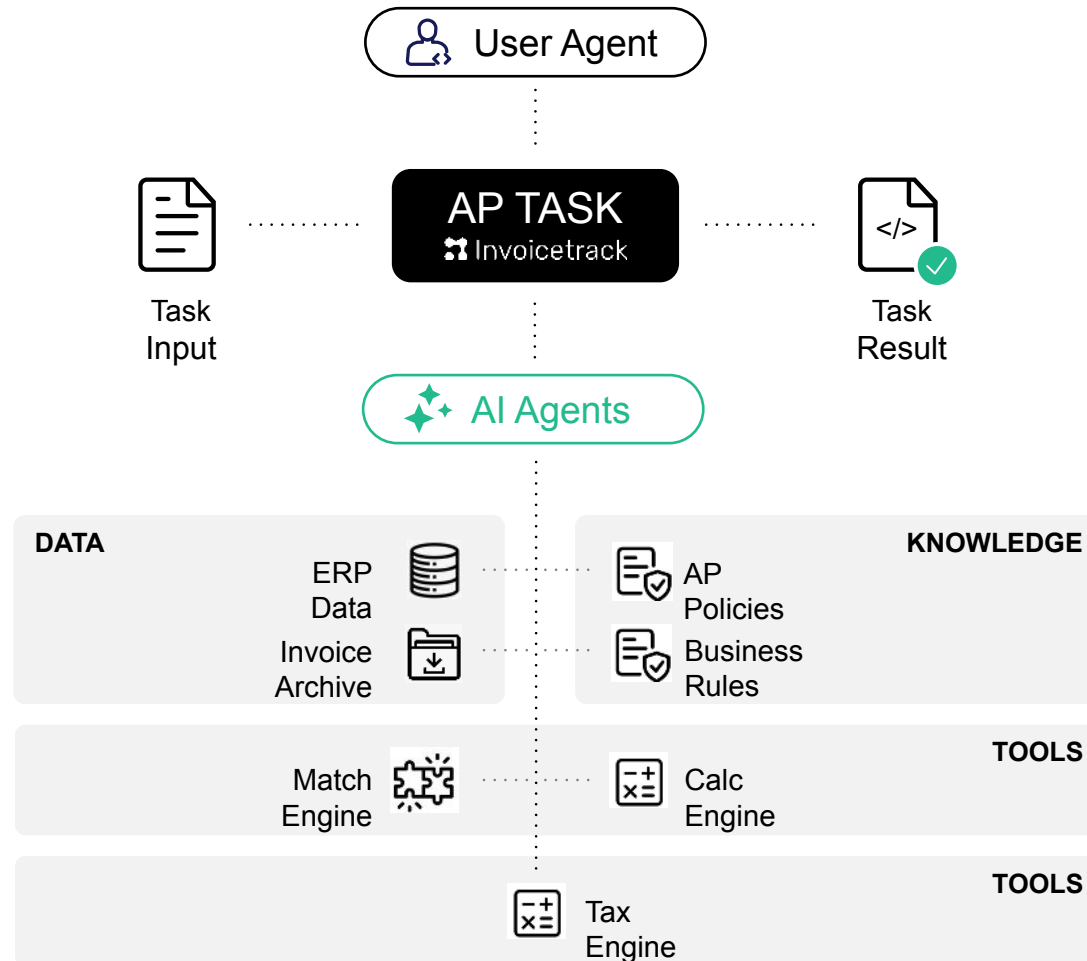
- We can't improve our invoice processes without a view of each invoice channel and its cost.
- By prioritizing the most onerous processes, addressing them and then using automation and AI you can get to very high STP numbers
- Automate, then plan OR
- Plan then automate

The Quantifiable Impact of AI

10 years ago
30% mis matches
were trivial

Today: 80-90%
touchless
50% STP

The future:
99.9% AP
automation



Automated Invoice Coding:

- Automated GL account
- Automated Cost Center
- Automated Internal Order

Automated Invoice Coding using attachments (structured or partially structured):

Handling Withholding Tax:

Additional Agentic capabilities:

- Data Analysis and Validation: Each
- Creation of New Business Rules:
- Access Limitation (Whitelisting):.
- Invoice Tag Management:
- Multi-Language Support:
- Fully Automated Agents running in the background: Facilitating a complete end-to-end automated process,
- Dedicated Operations for PO Invoices:
- Enhanced Auditability and Traceability:
- SOX Compliance Solution:

Strengthening Workforce Readiness

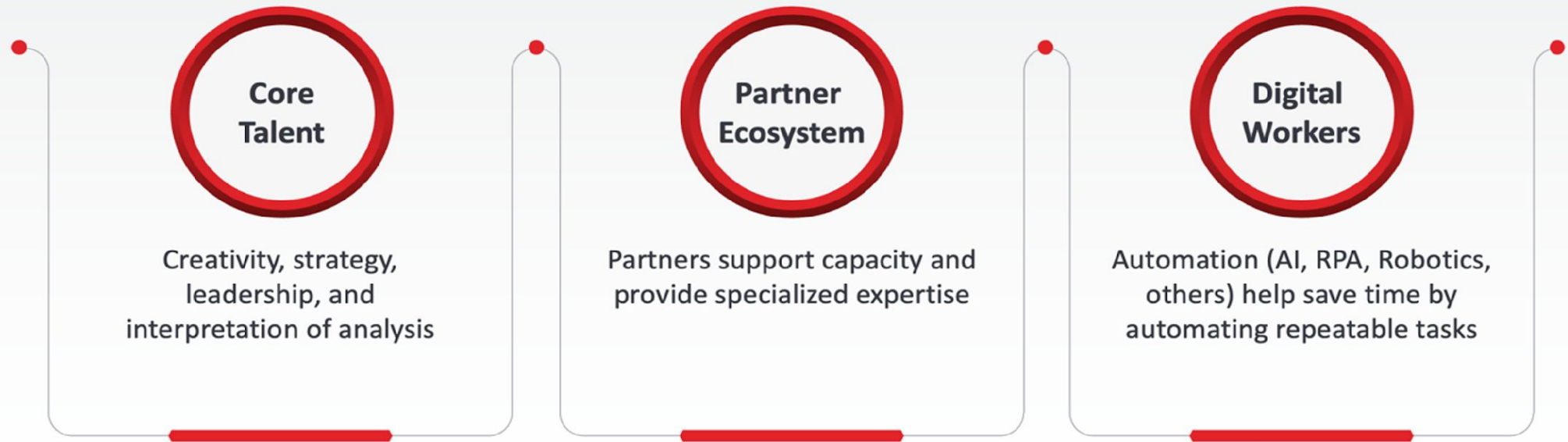
We have entered the most profound workforce shift since the industrial revolution.

The
DIGITAL WORKER
is not just
AUTOMATION

It is a
NEW CATEGORY OF WORKERS
that blends seamlessly
with your **HUMAN**
WORKFORCE

Modern Workforce Components

The modern workforce model will assist in steering clear of “AI experimentation” pitfalls by focusing on workforce transformation that have a direct effect on the P&L.



The workforce of the future is a complementary model, where people, partners and digital tools each play a distinct but well-integrated role.

Trends: AI-Driven Workforce Transformation

Beyond task automation, AI agents are increasingly being embedded into enterprise workflows to reshape how enterprises operate and deliver value



70%

of CXOs say AI agents are transforming automation, allowing teams to focus on strategic work



39%

of the executives report their company has already launched more than 10 AI agents



50%

of enterprise apps already use AI assistants, with 20% also leveraging autonomous AI agents — signalling AI's rapid growth in enterprise workflows



13%

of executives, identified as 'early adopters' of AI agents, said they plan to dedicate ~50% of future AI budget to AI agents



75%

of professionals (across levels) say AI agents will improve growth, work-life balance, and job satisfaction

The Strategic Path Forwards

Automation is critical – get the right partner
Still need to have visibility and focus on processes
Maintenance of e-invoicing

Agentic AI still young but will get you where you need to get to.

1. AP cockpit. 1 harmonized view of AP. Less complexity, tax, mandates and compliance managed in the background. AP focus on exceptions with AI supporting their decisions
2. AI getting us to 80-90% STP and Touchless today
 - Agentic to 99.9% one day
3. KPIs that show the business what's really happening
4. Visibility for GPOs to continuously improve





AI automation giving visibility and control to drive AP excellence.

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TECHNOLOGIES

Founded

2004

Expertise

- AI Pioneers: Leading the future with smart, self-learning automation.
- AP Experts: We live and breathe AP - 100% focused.
- AP Automation Touchless invoice processing with real-time control.
- E-Invoicing: Fast, compliant, error-free digital invoicing.

