ABSL Forum 2026 · Fireside Chat

From AP Visibility to Enterprise Influence

How GPOs can expand their scope

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In conversation with Steve Standring, CRO @ Springtime

springtime TECHNOLOGIES

What we'll cover

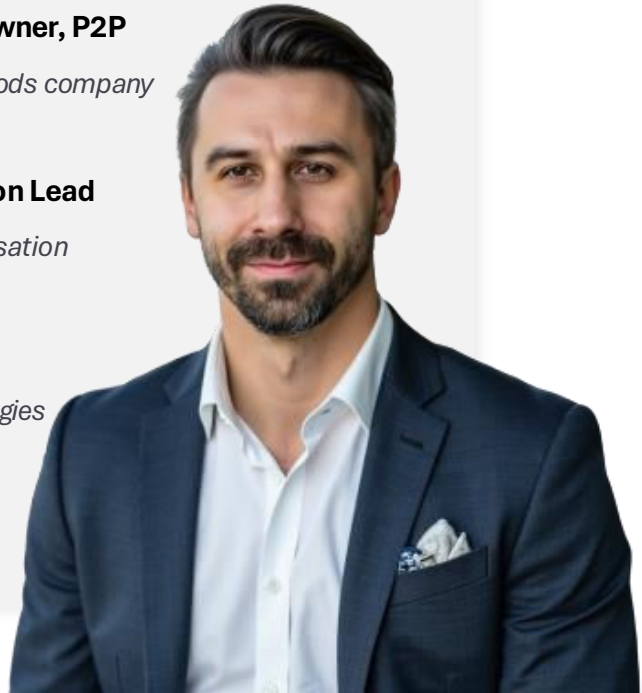
1. How GPO scope is set – and what gets left out
2. Why AP has been treated as tactical, not strategic
3. What changes when you have end-to-end P2P visibility
4. How AI is shifting what's now possible for AP teams
5. Three things Aleks would do differently today

ABOUT ALEKS

15+ years

in high-impact finance & procurement roles

- **Global Process Owner, P2P**
  Global consumer goods company
- **P2P Transformation Lead**
  Global FMCG organisation
- **P2P Expert**
  Springtime Technologies



Setting the scene

A Global Process Owner role at a large consumer goods company; what the mandate covered, and what it didn't

The organization

50-70 (global coverage)

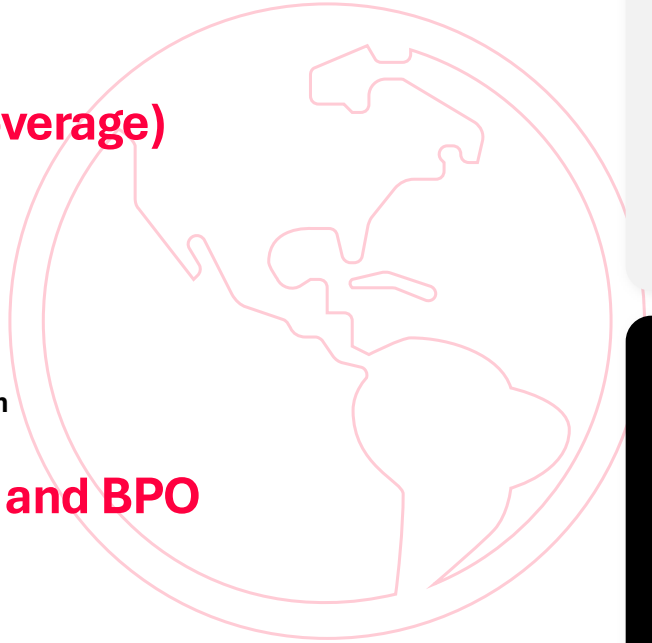
countries in AP scope

>100k

invoices processed per month

Mix of 5 Captive and BPO delivery centers

ERP instances



What the role covered

- ✓ Accounts Payables
- ✓ Travel and Expenses
- ✓ Payments

What sat outside it

- ❑ *Purchasing*
- ❑ *Procurement*
- ❑ *Sourcing*
- ❑ *Supplier Onboarding*

The wider benefits of getting AP right

Why AP is the engine room of S2P and what that means for GBS leaders



Working capital

Early payment discount capture, and DPO optimization all start in AP. Without clean invoice data, the treasury is working blind.



Supplier relationships

Strategic suppliers judge you by how reliably you pay. Disputes, delays, and duplicate queries trace back to AP process gaps, not procurement intent.



Efficiency and cost

Manual invoice handling is expensive. Exception rates, cycle times, and touchless rates are the metrics. AP owns the data to move all three.



GBS capability

A GBS that can demonstrate upstream process intelligence – not just processing volume – builds credibility with the business and earns broader remit.

Visibility wins hearts and minds

How GPOs build authority and what the right analytics engine makes possible today

01

Upstream process intelligence

Knowing where invoices break before they reach AP. PO coverage, goods receipt gaps, price tolerances – they can all be visible in real time, not discovered during month-end reconciliation.

02

Exception attribution

Understanding why exceptions happen: which vendor, which cost centre, which buying behaviour. Data that lets you take a problem to procurement, not just absorb it in AP.

03

Outcomes the business recognizes

Cycle time, touchless rate, discount capture, DPO, Paid on Time. Numbers that translate into working capital conversations – the language GBS leadership and CFOs actually use. At the same time improving relationship with the Suppliers resulting in better upstream buy in from Procurement and Sourcing teams.

Three questions to take back to your organization

1 **Do I have the data I need to drive change?**

Change starts with visibility. If the underlying invoice, exception and cycle-time data is not captured cleanly, there is no baseline to act on and no way to prove progress.

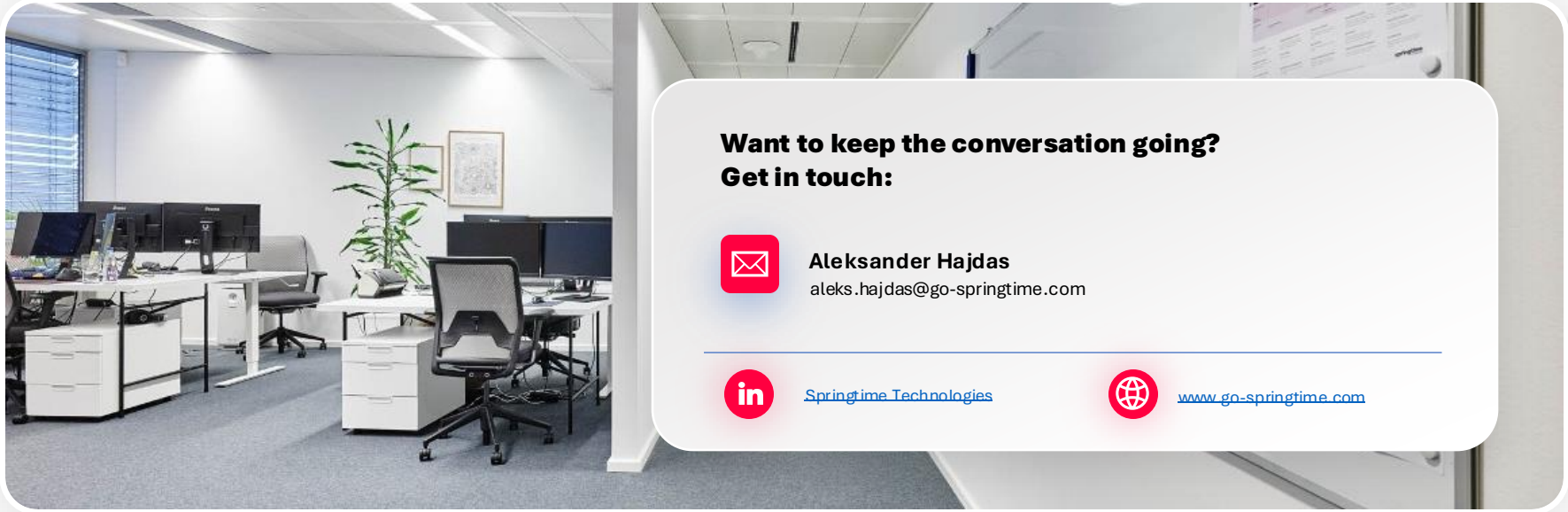
2 **Do I have the tools to quickly understand insights – and deliver them to my stakeholders?**

Data alone is not enough. The right tooling turns raw AP performance into insight quickly and puts it in front of finance, procurement and the business in a form they can act on.

3 **Could AP-generated insights fund further transformation and an expansion of scope?**

Outcome-based models are now viable. If the data is there, the savings AP uncovers can fund the next wave of transformation and justify expanding GBS scope beyond AP itself.

Thank you



Want to keep the conversation going?
Get in touch:

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