IN THIS ISSUE: Looking for a Game-Changer?

Researching That Next Step

Expanding beyond a P-Card program is not that hard, but it takes time. Along with help from your card issuer, it can be easier than you think. Expand beyond a P-Card program is not that hard, but it takes time. Along with help from your card issuer, it can be easier than you think.

Analyze and assess the efficiencies that could be gained, along with possible revenue benefits. You may find that the outcome indicates it would be worth the time and effort.

September 2018

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NEW RESOURCES

Electronic Invoice Routing—Why Would It Make Sense for Your Organization?

by Matthew McCallister, MS, CPCP, Senior Director, Accounting, Brookfield Property REIT Inc.

Does a more systematic, electronic way to move invoices through your organization sound enticing? How could that benefit your organization?

Members >> Read more about how Matt significantly improved A/P accrual accuracy, increased his organization’s visibility into invoices and realized a reduction in errors—all with the implementation of a workflow tool. Not a member? Join the NAPCP today.

NAPCP 2018 Global Provider Directory

Look no further than this guide to leading product and service providers in the Commercial Card and Payment industry worldwide. Members and subscribers >> The NAPCP partners with many software and technology providers.
The Evolution of the B2B Payments Ecosystem
by David Harrison, Founder & Director, PaySavi

Given innovation in the payments industry, new and emerging technologies are providing solutions that could provide alternatives to Commercial Cards through combining benefits of eInvoicing, Supply Chain Finance and Dynamic Discounting functionality to support B2B payment solutions. The positioning and communications for a Commercial Card program can offset any potential for disintermediation, and it is important to have a fully informed perspective on how an organization balances the relative merits of the options available.

Members >> Learn more
Not a member? Join the NAPCP today.

Vin-Win Payables Solution
by Phil Caldarella, Business Services Coordinator, Fort Osage R-1 School District

The ePayables “pull” model was the perfect choice for Phil’s organization. Now, with an increase in working capital, a drastic reduction in checks issued and an increase in revenue share, ePayables has led to more efficiencies and additional dollars available for the school district.

Members >> Learn more
Not a member? Join the NAPCP today.

What is BIP? How Can It Benefit Your Company?
by Ebony Hamlet, Global Account Manager, Priority Commercial Payments

Are you looking for an ePayable model that requires no effort on the supplier side? If so, Ebony has the perfect choice for your organization! Ebony describes in detail an alternative “push” model for ePayables called Buyer-Initiated Payment (BIP) which, quite simply, means there is no card account number for a supplier to charge. How does that work?

Ebony will explain.

Members >> Learn more
Not a member? Join the NAPCP today.

So Much to Gain! Expand Your Card Program with ePayables
by Lorene Mietz, Manager A/P - Vendor Master/ P-Card North America, Sodexo

Intrigued? That’s how Lorene’s organization felt when hearing about ePayables—and they were eager to learn more. They did their homework and determined the product was for them. They jumped on the ePayables implementation bus and went live this past January. With an awesome number of enrolled suppliers, they are on the move!

Members >> Learn more
Not a member? Join the NAPCP today.
What are ePayables?

Are you intrigued with the idea of Electronic Payables but need to learn more? Perhaps you have already have it in place, but would like to research additional payment models.

NAPCP has an abundance of information that will aid you in your research.

To begin, click here to access numerous webpages about ePayables. To gain a basic understanding of ePayables—click here, discover the pros and cons of adopting, learn how they work, view graphical depictions of various ePayable models, view a comparison between P-Cards and ePayables, and finally, we invite you to look through a wealth of compiled resources from our end-users and providers that include firsthand experiences, white papers, industry studies and more.

Most, but not all, items within the Resource Center pages are exclusively available to NAPCP members. Not a member? Join the NAPCP today.

eCommerce Portals—The Grand B2B Convergence

by Frank B. Martien, Managing Director, Accenture

You probably use eCommerce marketplace portals quite often for personal shopping. Now, B2B portals include features that facilitate buyer and supplier reporting and reconciliations, making portals more attractive in our work life. Organizations that were curious in the past have started to adopt this automation. They, and their suppliers, are realizing the efficiencies of B2B commerce.

Members >> Read more, as Frank lays out the steps commonly followed in the normal B2B payment process versus the automation of those steps in eCommerce portal alternatives.

Advancing AP Automation—The Benefits of a BIP Approach

by Bradley Zielinski, Assistant Treasurer, Welbilt, Inc.

Bradley Zielinski at Welbilt, Inc. explains how his organization moved from a Supplier Initiated Payment (SIP) approach to a Buyer Initiated Payment (BIP) model with their ePayables program. Do you want more control with the timing of ePayables payments? Will more suppliers enroll if less administration is needed on their end? Welbilt, Inc. explored these questions and answered “yes,” and your organization may benefit by asking the same questions.

Members >> Read more about the decisions Welbilt, Inc. made that have enhanced their ePayables experience.

2018 Electronic Accounts Payable Benchmark Survey Results

The 2018 Electronic Accounts Payable Benchmark Survey Results (the “Report”) provide a comprehensive analysis of survey responses regarding the use of “electronic accounts payable,” including trends, benchmark data and variables that factor into program success.

Members and subscribers >> Read more about these results. To purchase the complete report, please visit the NAPCP Store.
FEATURED MEMBER

September 2018
Marie-Christine Bonin, Senior Expense Accounting Specialist
Mentor Graphics, Ireland

Marie-Christine is one busy person! Not only is she part of an HR expense accounting and Concur support team that supports over 7,000 employees in 32 countries, but she also enjoys a work-life balance that includes her passion with nature and animals. It is interesting to note that within her household, three different languages are spoken daily: French, English and Gaelic (Irish, which the children learn in school).

Members and Subscribers >> Read more about Marie-Christine’s program, what she is most proud of and what challenges her company is currently facing.

Marie was a speaker at the last NAPCP EMEA Regional Forum.

ENGAGE

Often included is an eNetworking section which highlights recent posts. eNetworking is not just a Q&A forum; members can open a discussion, offer their expertise and encourage member commentary. This can also be switched to other features of membership: Career Center, Samples Library. Member Directory, User Groups.

eNetworking

eNetworking is an exclusive, interactive educational and professional development tool available to NAPCP end-user and provider members. eNetworking is also available to the specific geographic areas of Canada and EMEA.

• Amazon Business & Sharing Cards
• Global Sr Manager Expense Program
• Punch-Out Suppliers & Supplier Cards
• Creating a Payment File in Quickbooks

>>Not a member? Join the NAPCP today.

NAPCP Polls
End-User Perspective, What Is Your Say?

Benchmark Against Your Peers
and Obtain Quick Tips

• Choosing an ePayables Provider
• Virtual Card Payments that Suppliers Never Process
• Primary Driver for Implementing an ePayables Program

Visit our website to access current polls and the results of more than 100 past polls.

>>Polls are available to members and subscribers.

CPCP SCHOLARSHIP RECIPIENTS

2018 TD Bank | NAPCP CPCP Scholarship Recipients

In 2018, TD Bank sponsored five scholarships to end-users to sit for the NAPCP’s Certified Purchasing Card Professional (CPCP) exam. We are pleased to announce the following recipients of this new program, and to thank TD Bank for its support and commitment to advancing the careers of industry participants.

The winners were selected by the Purchasing Card Professional Certification Council (PCPCC).
Congratulations to the following recipients!

- Brittany Elam, Houston Community College
- Kimberly King-Gibson, Altria Senior Living
- Pamela McMillan, Town of Ocean City, Maryland
- Kenny Stone, Blueknight Energy Partners
- Brandi Whittenton, City of College Station, Texas

Members and subscribers >> Learn more about the CPCP credential.

UPCOMING EVENTS

NEW DATE DUE TO HURRICANE FLORENCE: NAPCP Commercial Card Regional Forum—Raleigh, North Carolina
October 9, 2018

Canadian Workshop: Commercial Card Program Management—Beyond the Basics
October 23 - 24, 2018

Compliance Monitoring: Safeguarding Your Program and Reducing Organizational Risk: A Virtual Roundtable Event Facilitated by the Higher Education Advisory Team
October 31, 2018

NAPCP Commercial Card Regional Forum—Tampa, Florida
November 7, 2018

Oversight Systems Virtual Demo: Mitigate Financial Risk in Your P-Card Program with AI-Powered Analytics
November 8, 2018

Build Your Communications Toolkit for Everyday Use: A Virtual Roundtable Event Facilitated by the Government/K-12 Advisory Team
November 15, 2018

MUFG Virtual Demo: Employee Application Process—Making It Efficient and Flexible
February 7, 2019

Upcoming events are available to members and subscribers. For virtual demonstrations and webinars available in the NAPCP Store, please click here.

ANNUAL CONFERENCE

CELEBRATING 20 YEARS

NAPCP COMMERCIAL CARD AND PAYMENT CONFERENCE
APRIL 15-18, 2019 • MIAMI, FLORIDA
We are thrilled to announce that in 2019 we will celebrate 20 years of service to the Commercial Card and Payment Industry! Our 20th Annual Commercial Card and Payment Conference will take place in beautiful Miami, Florida, at the InterContinental Miami, April 15-18, 2019. Mark your calendars! And make a note of the other important dates, below:

**Call for Presenters: August 16-October 1, 2018**
Presenting at the NAPCP Annual Conference establishes you as an industry expert, and is a coveted opportunity for professional and personal development. Learn about the speaking role and suggested topics, or contact Terri Brustad for more information.

**Early Bird Registration: October 2-31, 2018**
This is your opportunity for the best registration rate, a guaranteed room at the conference hotel and the lowest room rate. Watch your email for more information coming soon.

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### PROVIDER OPPORTUNITIES

The November 15 incentive deadline is fast approaching for Annual Conference marketing opportunities. We are already receiving contracts for sponsorships and encourage you not to miss your chance to put your product and services in front of 650+ industry professionals. Submit contracts by November 15 to receive $750 off the exhibit table fee and $550 off certain value packages.

For those purchasing a provider demonstration session, or who want to become a Partner Sponsor to take advantage of an educational breakout session option, we encourage you to get your content together now. The earlier you submit content and contracts, the more marketing exposure you will have. Be among the first providers included in our session debuts on November 8. The sooner your session description(s) are on our site, the more momentum and excitement you will gather.

For more information, contact Event Manager Rachel Narveson, rachel.narveson@napcp.org, (952) 546-1880, ext. 7.

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### PARTNER SPONSOR NEWS

**Providers Partner with the NAPCP**
The NAPCP thanks its valued year-round Partner Sponsors for supporting education, networking and best practices industry-wide. The NAPCP collaborates with leaders from these organizations to understand market forces, develop long-range goals and deliver relevant study results and resources. Recent Partner Sponsor news includes:

- **Priority Commercial Payments** has renewed as a Silver Partner sponsor
- **Bank of America Merrill Lynch** has renewed as an Alliance Partner sponsor
- **Fraedom** has renewed as an Alliance Partner sponsor

Visit the Partner Sponsors webpage to learn more about each organization.

Interested in becoming a Partner Sponsor? By partnering with the NAPCP, you are developing a strategy to promote your products and services to the Commercial Card and Payment marketplace throughout the entire year. Read about the many rewards of being a Partner Sponsor, then contact Event Manager Rachel Narveson to schedule a meeting.

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**PARTNER SPONSORS**
NAPCP's dedicated IP address for e-mail is 24.73.102.78. Please add this IP address, napcp@napcp.org and @ymem.net to approved “safe sender” list to ensure you receive NAPCP news & event notifications.