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Spend Management

Business grows when money flows



VISA everywhere
you want to be

VISA everywhere
you want to be



Are inefficiencies putting your corporation at risk? What are your challenges?

Buyer

- Inefficiencies in cash flow and working capital
- Inadequate control and visibility
- Inefficient payment process
- Inability to focus on core capabilities that will drive revenue
- Lack of interoperable system to support payment processes
- Managing changing regulations including tax regulations
- Increasing costs of issuing checks

Seller

- Inefficiencies in cash flow and working capital
- Unable to manage down cost of doing business
- Keeping up with customers' payment requirements
- Multiple methods of payment receivables

Spend Management

Gain full visibility of expenses, while ensuring compliance

Spend management capabilities enable businesses to gain visibility, establish and enforce controls in order to manage business spend. They help to achieve objectives such as reducing costs associated with doing business, including spend on goods and services for direct input or indirect material costs, office supplies and other expenses that do not go into a finished product developed by the company. This process includes corporate and procurement expenses management, compliance management and spend analytics.

How Does it Work

Automating expenses and payments using a Visa 16-digit account would allow for organizations to get their expense information in a clean and easy-to-use format that can be uploaded into their expense management systems. It also means that expenses and payments can be tracked in real-time, giving full visibility that could help organizations spot maverick buying or off-limit expenses.

The system is agile enough to ensure that changes in policies or regulations are immediately captured and limits are reset so that even during a transition, off-limit spending cannot occur.

How Do You Benefit Trust Your Data

With this solution, you can track real-time expenses with full visibility of all Visa 16-digit account-based and electronic expenses, allowing you to plan, benchmark and track progress on a monthly or even daily basis. Since almost everything is automated, you limit manual intervention for immediate and error-free reconciliation.

Increased Clarity of Spending, ensuring Compliance

Payments made through a Visa 16-digit account gives you full visibility of expenses, while providing flexibility to respond to policy changes with immediate changes to the system. The system also enables you to spot off-limit and off-contract purchases through tracking while identifying volume transactions for better supplier negotiations.

Leading regional corporations' ERP systems are only 65% ready for immediate cash-flow forecasting and analysis, with the rest requiring manual intervention, potentially because of the need to input expenses tracked through multiple systems. As a result, 92% of leading regional corporations do not have access to analytic reports that provide real-time cash visibility¹.

How does your business compare to others in the region? Visit Visa commercial solutions' website to find out more.

Plan Better

Visibility of expenditure, cash flow forecasting, confidence in the source of your data, management of relationships with partners are all key to corporations when driving business growth. Yet corporations face challenges that undermine the integrity of the various sources of data and reporting necessary to make those informed business decisions.

Make the Change Now. It's Time and Cost Efficient

Seize the full benefits of Visa's spend management system with minimal or no disruption to your existing business systems or processes:

- Achieve global roll-up and local reporting/expense management in one single solution, supporting up to 15 languages
- Let Visa and your financial institution do the heavy lifting so that you can focus on what you do best... growing your business.
- To find out more about Visa's spend management capabilities and how you can gain clarity on your spending, while ensuring compliance, contact your banker today.
- Get extensive reporting and expense management capabilities, enabling you to gain enhanced visibility, establish and enforce controls to manage your business spend better
- Tailor to company travel and entertainment policies, enabling compliance triggers, multi-tiered approval workflow, receipt imaging and more
- Use as a sourcing tool for analysis of your entire spend, including import of non-card activity for a holistic view
- Get dual and multi-currency statements for a consolidated view of local and cross-border spend

- 01 Procure-to-Pay Automation
- 02 Payables Automation
- 03 Spend Management
- 04 Invoice Management
- 05 Commercial Payment Consulting

Visa commercial solutions. Powering businesses everywhere.

¹ The 2014 Visa Cash Flow Visibility Index research was done in August-September with CFOs/Treasurers of 811 leading corporations in ten countries/regions to better understand challenges that organizations may face with managing cash flow and ensuring visibility and predictability. The research was done by East & Partners, an independent specialist business banking market research and analysis firm. Regional data cover findings of Australia, Hong Kong, India, Japan, Malaysia and Singapore.

Capability Summary

01

P2P Automation

Delivers automated spend data analysis, compliance focused strategic sourcing capabilities, supplier managed web content and eCommerce payment functionalities. Reconcile purchase orders, contracts and invoices for accuracy, full visibility and optimization of procurement activities throughout the organization.

02

Payables Automation

Works independently or with existing financial management systems, and automates accounting and payment processes. Simplifies information extraction from an invoice, reconciliation and approval processes. Payables automation cuts down staff time and costs while increasing control.

03

Spend Management

Gain visibility, control and manage business spend, with the objective of reducing operating costs associated with doing business. This capability includes corporate expenses management encompassing management of procurement expenses, compliance management and spend analysis.



04

Invoice Management

Captures information from invoices and automates invoice processing and data entry. Includes best practice workflows for discrepancy processing, resolution and accounting details while integrating with finance processing systems and supplier portals. Eliminate time-intensive processes while streamlining account payables and receivables operations.

05

Consulting

Works with financial institutions to bring customers value-creating services while maximizing the profitability and operational effectiveness of employing Visa's portfolio of solutions. Through our partners, Visa equips corporations with effective cost and finance management tools, process mapping and training.