

# EasyAP365 Sales Battlecard



**EasyAP365 is the affordable Microsoft Office 365 invoice automation app, streamlining accounts payable through flexible submittal methods, auto-assigned templates and integration to Microsoft Dynamics ERP solutions.** Leveraging SharePoint's document management and email integration, EasyAP365 supports secure, collaborative and paperless invoice processing through mobile, anywhere access.

## Prospect says...

**We need a cost effective AP solution to reduce the time spent manually entering invoices.**

**We want to use templates for frequent vendors plus an intuitive interface to make all invoice entry faster.**

**We expect native integration with Microsoft Dynamics ERP**

**We want to use Office 365 as the hub for business processes. Our employees shouldn't have to change applications to get their day-to-day work done.**

**We want to reduce our risk of investing in a solution that won't fit our needs.**

## How EasyAP365 solves the problem...

For today's paperless, digital business processes, EasyAP365 helps organizations streamline entry of up to 5,000 invoices per month without the high cost and complexity of enterprise AP solutions.

An expert in AP management, DynamicPoint developed EasyAP365 to streamline every invoicing scenario, including:

- Templates for commonly used vendors, projects and departments with preassigned GL account allocations.
- Easy to use interface for rapid data entry and exception handling.
- Continuous tracking to support rigorous auditing requirements.

With automated, template-based invoice entry through Office 365, EasyAP365 fuels AP productivity. Prebuilt integration with Microsoft Dynamics ERP takes full advantage of established business processes and workflows.

Supporting centralized business processes through Microsoft Office 365, EasyAP365 improves productivity through:

- Modern business practices including mobile, anywhere access.
- Secure, collaborative and paperless document management with SharePoint Online.
- Digital process transformation using Microsoft Flow, OneDrive and PowerBI

EasyAP365 helps organizations streamline entry of up to 5,000 invoices per month without the high cost and complexity of enterprise AP solutions. Take advantage of AP automation without any one-time set up fees\* and pay as you go licensing.

\*Initial set up and training includes the creation of up to 10 templates at no charge.

## Target Market Qualifications

- Organizations looking for a **cost-effective AP solution** to reduce manual invoice entry, and
- **processing a high volume of invoices each month** through a centralized AP functional unit, and
- using a **Microsoft Dynamics ERP solution**, and
- using (or planning to use) **Microsoft Office 365**.

## Primary Decision Makers

CFOs, Controllers, Accounting Managers and IT Directors.

## Examples of Good Prospects

Organizations currently processing hundreds to thousands of invoices each month through manual processes are the best prospects. **In addition, if the organization works with the same vendors and suppliers regularly, they will get high value from the auto-assigned allocation templates.**

Examples:

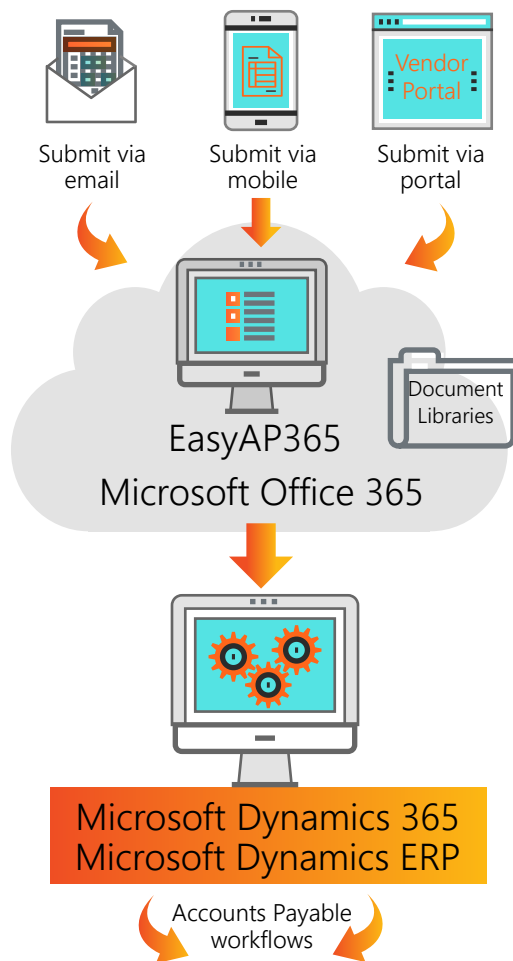
- Distributors and manufacturers whose vendors are relatively constant and transmit invoices via email will greatly benefit from auto-assigned vendor templates.
- A multi-location company that allocates expenses to different properties may take advantage of location-based allocation templates.
- An organization that has complex allocations by department can rely on department-based allocation templates to streamline the invoice coding process.

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## The Accounts Payable Process

### Invoice Submissions



Need help with a sale? Contact us at:

844.396.7646

[info@dynamicpoint.com](mailto:info@dynamicpoint.com)

[www.dynamicpoint.com](http://www.dynamicpoint.com)



## Frequently Asked Questions

**Can we set up standard templates for vendors that send recurring invoices?** Yes, you can preassign GL accounts to invoice line items based on vendor codes.

**How do we handle exceptions?** The EasyAP365 interface allows you to quickly choose the GL account for each line item.

**Will invoices be stored where we can refer to them when needed?** Yes, invoices are routed to document libraries in SharePoint Online for secure storage and easy access.

**Does EasyAP365 include approval workflows?** No, EasyAP365 streamlines the input of invoices and allows established ERP workflows to handle approval processes.

**How does a customer get started?** Clients can sign up for a free trial.

**Can I enter invoices directly from Office 365?** Yes, EasyAP365 works within Office 365 so you don't have to log in and out of apps.

**Can employees submit invoices from their mobile devices?** Yes, EasyAP365 supports mobile technology, just like Office 365.

**Can we still use our vendor portal?** Yes, EasyAP365 can import invoices from your portal for processing and routing to ERP.

**Does EasyAP365 include OCR technology?** No, but the app easily accommodates any SharePoint compatible OCR solution for a nominal one-time mapping fee.



## Competitive summary

Product	Known native integration with:				Market	OCR	Notes
	Office 365	Dynamics 365	Other Dynamics ERP	SharePoint			
<a href="#">Ariett AP Invoice Automation</a>			X		Mid-Ent	Yes	Acquired by AvidXchange 2018
<a href="#">AvidXchange</a>			X		SMB-Mid		
<a href="#">Concur Invoice</a>					SMB-Ent	Yes	Owned by SAP
<a href="#">Dooap AP Automation</a>	X	X	X		Ent		European-based ISV
EasyAP365	X	X	X	X	SMB-Mid	Yes*	*Easily supports any SharePoint compatible OCR solution. (See FAQ.)
<a href="#">Exflow AP Automation for Dynamics 365</a>		X	X	X	Ent		European-based ISV
<a href="#">Kofax by Lexmark</a>		X	X		SMB-Ent		No templates for category or GL assignment
<a href="#">KnowledgeLake Cloud Document Scanning</a>				X	Mid-Ent		Focus on ECM, scanning and document management
<a href="#">KwikTag Kwik Payables</a>			X		Mid-Ent	Yes	
<a href="#">MediusFlow</a>		X	X		Ent		
<a href="#">Metaviewer Paperless AP Automation</a>		X	X		Ent		
<a href="#">Mineraltree AP and Payment Automation</a>			X		SMB		