



LEADER

2020

WINTER

STAMPLI

G2 REPORT AP AUTOMATION AND INVOICE MANAGEMENT

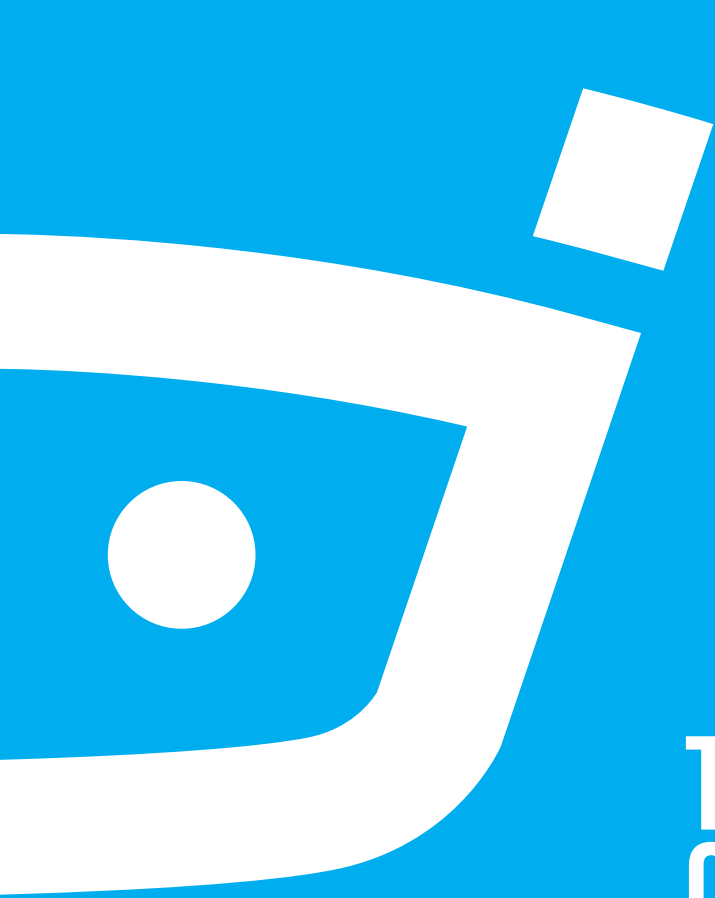


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ABOUT G2

G2 is the world's leading business software review platform. The Winter 2020 reports for AP Automation Grid and Invoice Management Grid, released here in an abridged form in collaboration with Stamppli, is designed to help businesses make the best buying decision for AP Automation and Invoice Management.

WHAT IS AP AUTOMATION?

Companies use accounts payable (AP) automation software to manage large volumes of invoices and financial transactions between a company and its suppliers. While most accounting solutions include AP features, many of them do not provide the functionality to manage complex AP processes. Companies choose AP automation software to reduce manual work and — for those with AI-powered solutions — to avoid human errors.

How does it help?

This type of software simplifies complex AP activities and helps accountants manage large volumes of supplier invoices. AP automation improves the efficiency and the accuracy of the AP department and helps with other accounting activities such as financial closing.

Who uses AP automation software?

- Accountants and members of the accounting department responsible for Accounts Payable.
- Managers and executives to monitor AP processing activities.

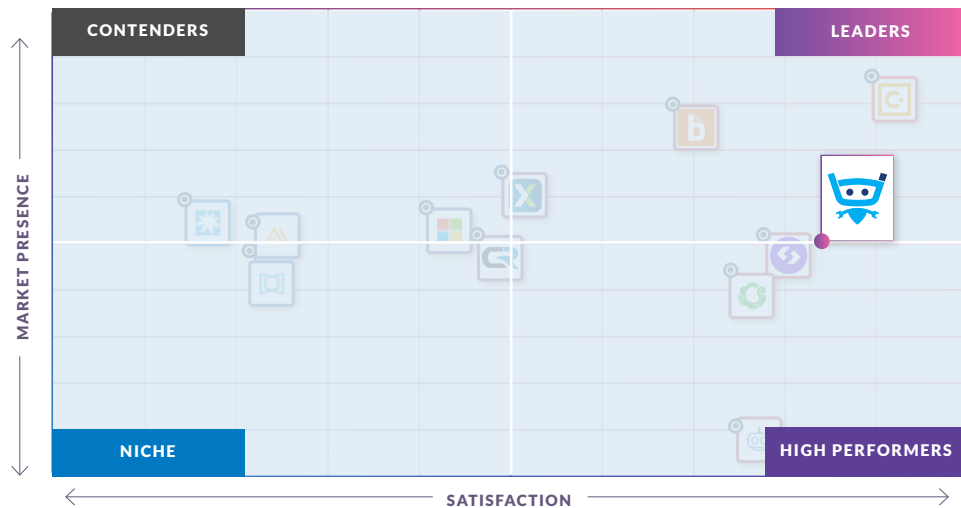
How are solutions delivered?

AP automation solutions can be delivered as standalone products or as a part of accounting suites that also include AR automation, billing and invoicing, and payment processing features. This type of software is integrated with accounting solutions or with accounting modules of ERP systems. These solutions to reduce manual work vary from innovative AI-based software to outsourcing to data entry personnel.

STAMPLI NAMED A LEADER IN TWO CATEGORIES

Product and vendor scores are based on unbiased reviews gathered from the G2 user community, as well as data aggregated from online sources and social networks. G2 does not allow for paid placement in any of our ratings.

INVOICE MANAGEMENT



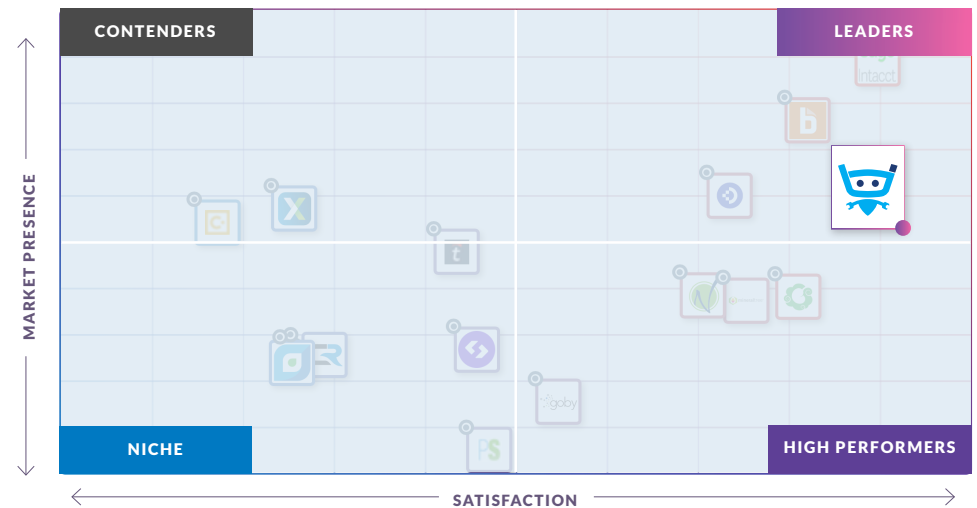
Market Leader

Products in the Leader quadrant are rated highly by G2 users and have substantial Market Presence. You'll find Stampli here.

High Performers

High Performing products have high customer Satisfaction scores and low Market Presence compared to the rest of the category.

AP AUTOMATION



Contender

Contender products have relatively low customer Satisfaction scores and high Market Presence compared to the rest of the category.

Niche

Niche products have relatively low Satisfaction scores and low Market Presence compared to the rest of the category.



HOW STAMPLI STACKS UP

Stampli is a leader in AP Automation and Invoice Management based on high customer satisfaction and large market presence. It ranks as Leader or High Performer in multiple categories including AP Automation, Invoice Management, Billing and Stampli is also recognized as the leader in the Usability, Relationship and Implementation indexes.



ABOUT STAMPLI

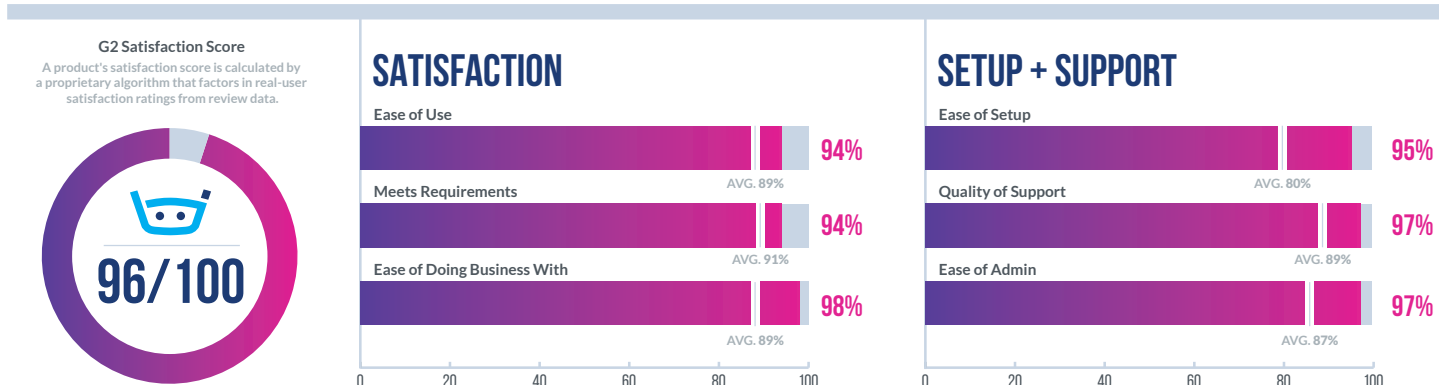
Stampli is an AI-based, accounts payable automation platform that streamlines the accounts payable process. By centering communications on top of the invoice itself, AP departments collaborate better with approvers, vendors, and anyone involved with purchases, which allows approvals to happen 5x faster. Stampli's AI, Billy the Bot, learns an organization's unique patterns to simplify GL-coding, automate approval notifications, identify duplicate invoices and reduce time spent on manual data entry. Stampli's flexible platform fits seamlessly into any existing processes, including Oracle NetSuite, Sage Intacct, QuickBooks, SAP and more. For more information, visit stampli.com.

SATISFACTION RATINGS

STAMPLI IS RECOGNIZED BY CUSTOMERS FOR ITS LEADERSHIP IN AP AUTOMATION

Stampli's user scores are in the 90s, compared to industry average in the 80s. In particular, customers love how fast it is to implement, helping companies realize efficiencies quickly. And once set up, the product is easy to use on a regular basis.

#1 AP AUTOMATION SOFTWARE



OUR CUSTOMERS APPRECIATE MULTIPLE ASPECTS OF THE PRODUCT:

“

STAMPLI ALIGNS ALL COMPANY EMPLOYEES ON THE SAME PLATFORM, HELPS KEEP TRACK OF ALL INVOICES DIGITALLY AND SETS UP TERRIFIC AUDIT TRAIL FOR APPROVAL PROCESS.

— CEO

”

*“Intuitive, transparent and powerful, a large volume of the **basic data entry is done before you start** and the system learns GL associations to vendors, making things even simpler.” — SENIOR ACCOUNTANT*

*“The AI features are excellent for catching duplicate invoices, and I appreciate that **our invoices are being read by a computer**, rather than outsourced offshore like much of the competitors do.” — AP USER*

CUSTOMERS FIND STAMPLI INTUITIVE AND EASY TO USE

#1 “EASIEST TO USE” AP AUTOMATION SOFTWARE

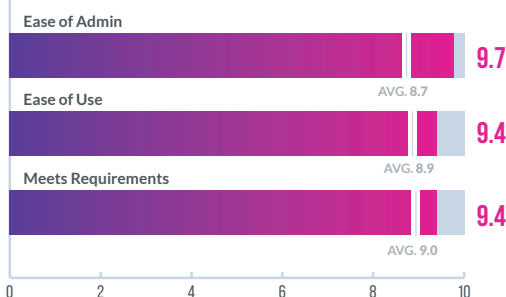
G2 Usability Score

A product's usability score is calculated by a proprietary algorithm that factors in real user satisfaction ratings of how easy the product is to administer, as well as how well the product meets business requirements, among other ratings.



9.1

USABILITY SCORE BREAKDOWN



CUSTOMER SEGMENT BREAKDOWN



Small Business
25%

Mid Market
67%

Enterprise
8%

STAMPLI USERS FIND THE PRODUCT EASY TO ADMINISTER, SAVES TIME, IMPROVES EFFICIENCY, AND MORE.



I CAN SEE THE ENTIRE HISTORY OF THE INVOICE, FROM WHO UPLOADED IT TO DATA ENTRY CHANGES. OUR FINAL APPROVER NOW JUST NEEDS TO DO A QUICK SCROLL AND KNOWS ALL THE ANSWERS TO THEIR QUESTIONS!

— AP USER



*“The amount of time Stampli has saved me per week is unbelievable! **Billy the Bot** saves me tons of keystrokes and I can have an invoice entered and sent off for approval in 30 seconds or less!”*

— AP USER

*“Stampli allows me to view all steps of the invoice process and **shows exactly where an invoice is being held up**, so I can quickly pinpoint what I need to do to speed things up.”* — AP USER

*“We love the ability to communicate regarding specific invoices and **all of the communication being available in one place.**”* — AP USER

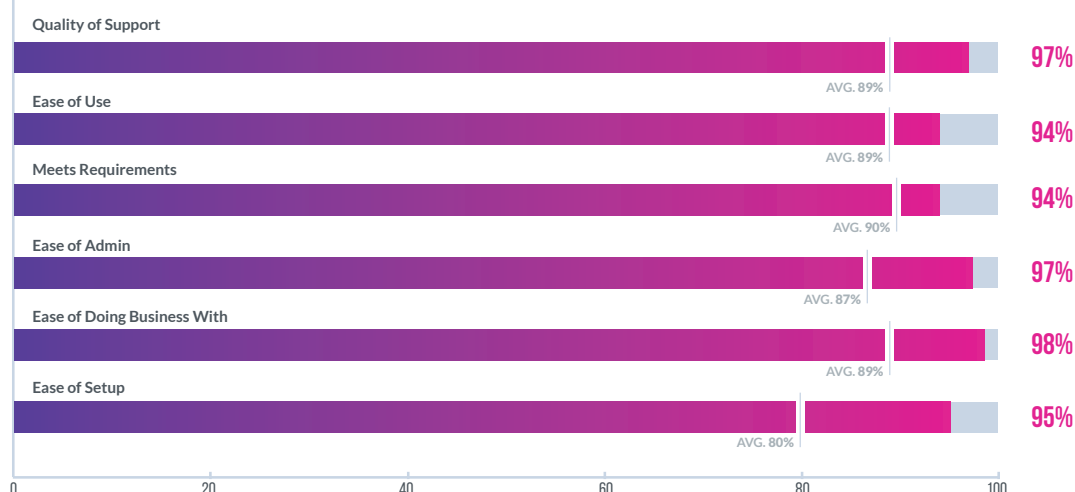
COMPANIES LOVE STAMPLI'S SETUP AND SUPPORT



Stampli Named a Leader

Stampli received the highest Satisfaction score among products in AP Automation. 96% of users believe it is headed in the right direction, and users said they would be likely to recommend Stampli at a rate of 95%.

SATISFACTION RATINGS



“

THE CUSTOMER SERVICE IS INCREDIBLE! WE HAVE BEEN USING IT FOR FOUR DIFFERENT COMPANIES FOR ALMOST A YEAR AND I HAVE NOT HAD ONE INSTANCE WHERE I WAS DISSATISFIED WITH THE SOFTWARE OR THE CUSTOMER SERVICE.

— AP USER

”

“

THE IMPLEMENTATION IS SEAMLESS. STAMPLI HAS INCREASED INVOICE APPROVAL RESPONSE TIME FROM OTHER DEPARTMENTS. ACCESSIBILITY TO TECHNICAL SUPPORT IS TOP NOTCH. RESPONSE TIME WITHIN MINUTES.

— SYSTEM ADMINISTRATOR






”

AP AUTOMATION PRODUCT COMPARISONS



82 NPS SCORE, HIGHEST IN AP AUTOMATION.
95% OF USERS ARE LIKELY TO RECOMMEND.
96% BELIEVE THE PRODUCT IS GOING IN THE RIGHT DIRECTION.

SATISFACTION RATINGS FOR AP AUTOMATION

SATISFACTORY RATING	4.7	4.5	4.3	4.4	4.3	4.3
The ratings below are based on user reviews collected by G2 as of December 10, 2019	STAMPLI	 Beanworks ACCOUNTING EVOLVED	 avidxchange™	 mineraltree®	 bill.com	 Tipalti
Ease of Doing Business With	97%	89%	85%	94%	86%	86%
Ease of Use	93%	88%	85%	90%	87%	84%
Quality of Support	97%	91%	78%	92%	82%	93%
Meets Requirements	93%	92%	83%	88%	87%	85%
Ease of Admin	88%	87%	84%	93%	87%	82%
Ease of Setup	94%	80%	75%	83%	82%	78%
KPIs	93%	83%	80%	NOT ENOUGH DATA	81%	NOT ENOUGH DATA
Templates	85%	FEATURE NOT AVAILABLE	NOT ENOUGH DATA	NOT ENOUGH DATA	81%	NOT ENOUGH DATA
Digital Invoices	88%	87%	93%	NOT ENOUGH DATA	83%	NOT ENOUGH DATA
Approvals	97%	90%	88%	NOT ENOUGH DATA	93%	NOT ENOUGH DATA

AP AUTOMATION IMPLEMENTATION LEADER

IMPLEMENTATION AND ROI

	STAMPLI	Beanworks ACCOUNTING EVOLVED	avidxchange™	mineraltree™	bill.com	Tipalti
How long did it take to go live?	0.5 months	1.6 months	4.8 months	1.8 months	1.3 months	1.5 months
What is estimated ROI on the product (payback period)?	10 months	12 months	17 months	12 months	10 months	9 months

AP AUTOMATION IMPLEMENTATION INDEX

