



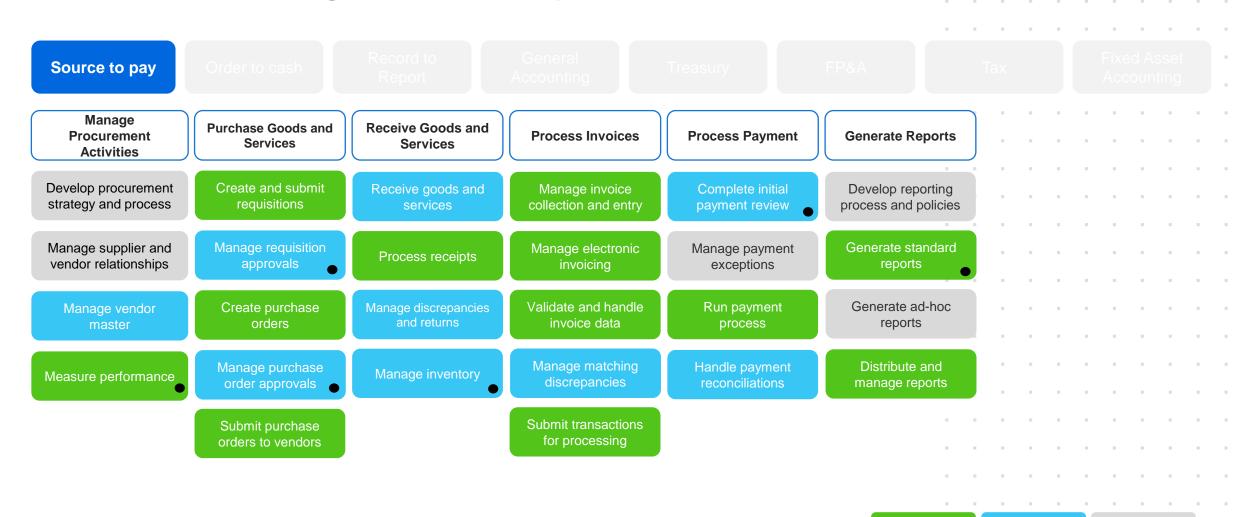
Source to pay	Order to cash	Record to Report	General Accounting	Treasury	FP&A		Tax					d Asset ounting		
Manage Procurement activities	Customer setup and Contract	Planning and Management accounting	Manage Policies and Procedures	Manage Treasury Process and Procedures	Reports & Analysis	Develop Tax Strategy		Perform Capital Planning and Approval						
Purchase Goods and Services	Assess and manage credit	General accounting and reporting	Perform General Accounting	Manage Cash	Budgeting & Forecasting	Pro	ocess	Тах		Р	Project		Perform Capita Project Accounting	
Receive Goods and Services	Quote to order process	Fixed asset project accounting	Perform Fixed Asset Accounting	Manage In-House Bank Accounts										
Process Invoices	Order fulfillment	Payroll accounting	Perform Finance Reporting	Manage Debt and Investments										
Process Payment	Invoice customer			Manage Risk and Hedging Strategy										
Generate reports	Accounts receivables													



Manage cash









potential Medium automation potential

Low automation potential

Attended Robot Potential





	Source to pay	Order to cash										
	Customer Onboarding	Assess and Manage Credit	Manage Quote to Order	Process an Fulfill Orde		Invoice Customer	Process A/R and Collections	Manage Cash				
	Review and accept customer applications	Establish credit and risk strategy, process and policies	Identify, manage and qualify leads	Create order mg strategy, process policy		Create invoicing process and policies	Develop A/R and collections strategy, process and policy	Develop cash mgm strategy, process ar policies				
	Negotiate pricing, terms and conditions	Conduct new customer credit assessment	Prioritize opportunities	Process orde	er	Generate invoices	Manage cash applications	Prepare and revie daily cash	ew			
	Create and update product master	Perform credit checks	Create and manage customer orders	Manage orde	ers	Manage billing	Issue statements	Perform balance reporting	e			
	Manage customer contracts	Develop and manage reports	Create initial sales quote	Manage shipping inventory	ng and	Post receivables to General Ledger	Conduct aging and bad debt analysis	Collect bank reconcilliations				
	Manage terms and conditions		Approve pricing, discounts and promotions	Process returns exchanges		Create and manage reports	Manage customer collections	Monitor banking performance				
	Set up customer in system(s)		Negotiate and finalize sale	Manage rebates chargeback			Create and manage reports	Create and mana reports	ge			
	Manage customer data		Create and manage reports	Create and mar reports	nage •							
	Create and manage reports		Process Customer Inquires and Complaints Develop service strategy, process and policies Process inquiries			Create and manage reports High automation potential			Low automation potential	D.		
U	Path Reboot™		Communicate resolution to customer	Review customer complaints			 Attended Robot F 	Potential				





Attended Robot Potential

Finance and Accounting Process Heatmap

Record to Report Planning and **General accounting** Fixed asset project **Payroll accounting** mgmt accounting and reporting accounting Perform capital Perform Manage GA policies planning/budgeting/ Report time planning and project and procedures Perform general Perform capital Manage Perform cost accounting and control accounting pay/compensation Perform fixed asset Manage and process Perform cost payroll taxes accounting Evaluate and manage Perform financial financial performance reporting Low automation





General **Fixed Asset** Accounting **Accounting** Perform Capital Manage Policies Perform General Perform Fixed Perform Finance Perform Capital Planning and and Procedures Accounting **Asset Accounting** Reporting **Project Accounting** Approval Develop capital Negotiate service-Maintain chart of Prepare business unit Create project Establish fixed-asset investment policies and level agreements policies and procedures account codes accounts procedures Establish accounting Prepare consolidated Record project-related Process journal Maintain fixed-asset Develop and approve capex plans and budgets policies entries master data files transactions Process and record Monitor and track capital Perform BU Review and approve Publish accounting capital projects and FA acquisitions Process allocations fixed-asset additions and projects and budget policies spend Process and record Perform consolidated Conduct financial Establish common Process period end reporting of cost mgmt. justification for project fixed-asset adjusts. Close/capitalize projects financial systems adjustments approval revalues and xfers Post and reconcile Process and record Measure financial returns Prepare statements for fixed-asset maint and on completed capital board review repair expenses projects Produce qtr/annual Reconcile general Calculate and record filings and shareholder ledger accounts depreciation expense Perform consolidation Reconcile fixed-asset Product regulatory and process eliminations ledger Perform legal and Track fixed-assets Prepare trial balance including physical Low automation potential Prepare and post Provide data to support tax, statutory and Attended Robot Potential regulatory report





Attended Robot Potential

Finance and Accounting Process Heatmap

FP&A Perform Capital Perform Capital Planning and **Project Accounting** Approval Develop capital Create project investment policies and procedures Develop and approve Record projectcapex plans and budgets Monitor and track Review and approve capital projects and capital projects and FA acquisitions budget spend Conduct financial Close/capitalize justification for project projects approval Measure financial returns on completed capital projects • Low automation





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			General Accounting	Treasury	FP&A	Тах	Fixed Ass Accountin			
Manage Treasury Process and Procedures	Manage Cash	Manage In-House Bank Accounts	Manage Debt and Investments	Manage risk and hedging strategy	Develop Tax Strategy	Process 1	Гах			
Establish scope and governance of treasury operations	Manage and reconcile cash positions	Manage in-house bank accounts for subsidiaries	Manage financial intermediary relationships	Develop risk management and hedging strategy	Develop foreign, natl, state and local tax strategy	Performa to planning/stra				
Establish and publish treasury policies	Manage cash equivalents	Manage and facilitate inter-company loan transactions	Manage financial intermediary relationships	Manage interest rate risk	Consolidate and optimize total tax plan	Prepare tax r	eturns			
Develop treasury procedures	Process and oversee electronic fund transfers	Manage central outgoing pmts on behalf of subsidiaries	Manage liquidity	Manage foreign exchange risk	Maintain tax master data	Prepare foreig	n taxes			
Monitory treasury procedures	Develop cash flow forecasts	Manage central incoming pmts on behalf of subsidiaries	Manage issuer exposure	Manage exposure risk		Calculate de taxes	ferred			
Audit treasury procedures	Manage cash flows	Manage internal pmts and netting transactions	Manage shipping and inventory	Execute hedging transactions		Account for	taxes			
Revise treasury procedures	Produce cash mgmt acct transactions and reports	Calculate interest and fees for in-house bank accounts	Process and oversee debt and investment transactions	Produce hedge acct transactions and reports		Monitor to complian				
Develop and confirm internal controls for treasury	Manage and oversee banking relationships	Provide account statements for in-house bank accts	Process and oversee foreign currency transactions			Address tax in	quiries			
Define system security requirements	Analyze, negotiate, resolve and confirm bank fees		Produce debt and investment acct transaction reports		High automation potential	Medium automation	Low automati	ion		
Ui Path Reboot™			Process and oversee interest rate transactions		Attended Robo		poteritial			





Finance & Accounting Heatmap: Internal Controls

Establish Internal Controls, Policies & Procedures

Operate Controls & Monitor Compliance

Report on Internal Controls Compliance

Establish board of directors & audit committee

Design & Implement Control activities

Report to external auditors

Define & Communicate code of ethics

Monitor control effectiveness

Report to regulators, share/debt holders, securities exchanges

Assign roles & responsibilities for IC

Remediate control deficiencies

Report to third parties

Define business process objectives & risks

Create compliance function

Report to Internal Management

Define entity or unit risk tolerances

Operate Compliance function

Implement & maintain controls related enabling tools & technologies

High automation potential

Medium automation potential

Low automation potential

Attended Robot Potential

