

A Business Case Primer from Tradeshift:

Tradeshift Procure-to-Pay is designed to help your processes and your results within procurement and accounts payable go from good to great. If you have aspirations of an efficient, controlled and compliant process, then we have a lot in common.

Let's build the business case together - where do you want to start?

Benchmark Area	Best-in-Class	Average	Worst-in-Class
Automation	80-90% automated	40-60% automated	10-30% automated
Technology Utilization	Integrated, end-to-end P2P systems	Basic systems with some integration	Fragmented, outdated systems
E-Invoicing Adoption	90-100% electronic invoices	40-60% electronic invoices	<20% electronic invoices
Requisition-to-Order Cycle Time	<2 days	5-7 days	>10 days
Invoice Processing Time	3-5 days	10-15 days	20-30 days
PO Compliance	90-95% compliance	60-75% compliance	<50% compliance
Three-Way Match Rate	95-100%	70-85%	50-70%
Contract Compliance	80-90% of spend under contract	50-70% of spend under contract	30-50% of spend under contract
Invoice Processing Cost	\$2-\$4 per invoice	\$6-\$10 per invoice	\$20-\$30 per invoice
Spend Under Management	80-90%	50-70%	<30%
Supplier Portal Usage	75-90% of suppliers engaged	30-50% of suppliers engaged	Minimal to no usage
Supplier Performance Monitoring	Robust and regular	Inconsistent and basic	Inadequate or nonexistent
User Adoption	>90%	60-75%	<50%
Data Accuracy	High (minimal errors)	Moderate (10-20% errors)	Low (20-30% errors)
Real-Time Analytics	Extensive use	Basic reporting, some delays	Lacks real-time data
Payment Terms Management	Optimized and strategic	Reactive, some strategy	Often suboptimal
Discount Capture Rate	85-95%	40-60%	<20%
Regulatory Compliance	Fully compliant	Generally compliant, some gaps	Frequent non-compliance
Continuous Improvement	Ongoing optimization	Occasional improvements	Rare or nonexistent

Building a business case

If your goals are best-in-class, we have the experience to help you deliver.
Contact us [HERE](#)

