

## WHY CANNON:

- Uncover inefficiencies
- Reduce spend
- Manage usage
- Improve IT cost transparency
- Maintain control over IT budget

## LIBERTY SERVICE

Businesses today are focused on growth, digital transformation and other IT-related initiatives. According to Gartner,\* these initiatives were expected to account for the top three priorities for most CEOs in 2018. In fact, 47% of CEOs surveyed said they're being challenged to advance in digital business.

Advancement, however, often leads to the roll-out of new technologies, creating a need for a contingent workforce with specialized talent and IT services. Associated invoices are considered complex, with varying charges for licenses, hours, rates and more. Most companies don't have the resources to track and manage these invoices, and a high error rate results. Plus, many studies place these expenses in the top 5% of a company's annual spend.

Understanding the nuances of complex invoices requires specialized knowledge and are often assigned to engineers, telecom managers or finance personnel. Not only are these resources expensive, but they don't have time to review every expense for things like fee structures, discounts, etc. As a result, the invoices often get stuck, overlooked or rubberstamped.

### CANNON MANAGES YOUR COMPLEX INVOICES TO DELIVER EFFICIENCIES AND SAVINGS

Cannon's Liberty service changes all that. Liberty helps companies with any spend manage their complex invoice expense management process across any expense category—from complicated communications and IT invoices to highly complex contingent workforce invoices.

By collecting the invoices all together in one place and reviewing them for accuracy, Liberty turns a time-consuming, cumbersome burden into a highly efficient, cost-saving process.

Liberty's extensive audit capabilities include:

- Contract compliance: ensures you're actually paying the negotiated rates
- Inventory compliance: confirms that you're paying for what actually belongs to you
- Transaction audit: one-time transactional charges, such as travel, are checked for legitimacy
- Variance audit: identifies when an expense moves up or down, and helps to pinpoint why

Additionally, Liberty will execute an approval chain within your organization to ensure an expedient payables process.

The Liberty service offers a simple, automated process that delivers sustainable efficiencies and cost savings.

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  #ThisIsCannon

\*2018 CEO Survey: CIOs Should Guide Business Leaders Toward Deep-Discipline Digital Business



## CUSTOMER SUCCESS

*LIBERTY SERVICE CREATES A TRANSPARENT AND EFFICIENT END-TO-END PROCESS TO MANAGE COMPLEX EXPENSES*

“ Prior to bringing Cannon Group on board, our process to manage consultant invoices was manual and inefficient... Cannon Group helped me to free up my team so that they could contribute more towards advancing our commitment to our customers and delivering on key initiatives. We have a great partner in Cannon and a future state environment.

*Company CIO*

### CHALLENGE:

A global automobile manufacturer was burdened with managing a \$20M/year contingent workforce spend. Hundreds of invoices were coming in for IT consultants from across the globe, all at different rates. The company was using up three full-time resources to manage the process—from identifying which invoices belonged to whom to ensuring the correct rates and hours were being applied—all before invoices even reached the approver. In short, significant dollars were being wasted on a highly inefficient process.

### SOLUTION:

Cannon Group’s Liberty service helped the customer analyze this costly process, then reengineer it by implementing a fully managed program with trained experts and software. Automation was introduced to replace not only a cumbersome data collection process, but also manual tasks such as rate and hours compliance checks, approval management and AP file creation tasks. Additionally, Cannon’s trained experts handled vendor disputes and resolution tasks.

### OUTCOME:

Cannon Group provided the client with a fully managed automated expense management program that integrates with existing applications to create a transparent and efficient end-to-end process. As a result, invoice process time has decreased to 1.5 days from what was taking weeks to accomplish. And by eliminating the need to cross-reference data from various system to ensure billing accuracy, Liberty allowed the client to more effectively allocate resources, all while detecting errors early.

**MORE INFORMATION:** [cannongroupinc.com/expensemanagement](http://cannongroupinc.com/expensemanagement)



## At A Glance

With 20+ years of transformational technology expertise, Cannon Group offers the vision and expertise to help you improve productivity and identify opportunities for savings in your IT environment.

### Areas of Expertise:

**Value Consulting:** Negotiation expertise and market intelligence for seamless IT transitions

**Expense Management:** Cost optimization through proactive expense management

**Fully Managed IT Services:** End-to-end technology management services

