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# Spend management discussion with the Nonprofit Financial Managers

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# Spend Management Overview

The latest sector heating up in accounting automation is spend management. Several players are vying to position themselves as the ultimate solution — some through consolidation, others through new funding rounds to fuel product development.

## **So, what is spend management?**








The broadest definition includes the pre-accounting, payment execution, and accounting for every dollar that leaves a company, with one caveat. Since most companies separate out their payroll spending using specialized systems integrated with HR processes, payroll is omitted from the sector.

Spend management, therefore, applies to everything else — all non-payroll spending. There are three different sources for this spending:

- Invoices passed to an accounts payable team.
- Purchases made using personal funds that must be reimbursed.
- Corporate cards (including physical, virtual, credit, and prepaid).



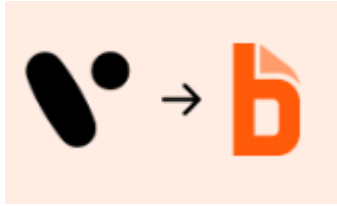
# CLA Spend Management Offerings

|                     |  |  |  |  |
|---------------------|---|---|---|---|
| Bill Pay            | ✓   | ✓   | !   | ✗   |
| Expense Management  |  | ✓   | ✓   | ✓   |
| Physical Cards      |  | ✓   | ✓   | ✓   |
| Virtual Cards       |  | ✓   | !   | !   |
| Invoicing (AR)      | ✓   | ✗   | !   | ✗   |
| Purchase Orders     | !   | ✓   | ✗   | ✗   |
| Procurement         | ✗   | !   | ✗   | ✗   |
| Amex Integration    | ✗   | !   | ✗   | ✗   |
| Credit Card Linking | ✗   | ✗   | ✓   | ✓   |
| Travel Management   | ✗   | ✓   | ✓   | ✓   |

! New/Untested or Limited    ✗ Tallie has good integration with BILL



# BILL Spend & Expense (Coming Soon to CLA!)



## Business credit

BILL makes it easy to access the funding you need, no matter the size of your business. Apply online now.



## Expense management

Expense management software that streamlines your expenses. No more expense reports. No more wasted time.



## Budget management

Take control of your budgets and start spending smarter with customizable spend controls and policies.



## Mobile app

Enable your team with the tools they need to spend smarter on the go and easily complete transactions in real-time.



## Virtual cards

Protect your business from fraud and overspending with BILL Spend & Expense virtual cards.





## Reimbursements

Track out-of-pocket expenses and manage reimbursements all in one place with BILL Spend & Expense.




# CLA Bill Payment Offerings

|                            |  |  |
|----------------------------|---|---|
| Checks                     | USPS (up to 10 business days)   | USPS (up to 10 business days)   |
| ACH                        | 2-4 days  | 2-4 days  |
| Wire                       | ✓   | ✓   |
| Expedited Payment Options  | ✓   | ✓   |
| International              | ✓   | ✓   |
| Pay By Card                | ✓   | ✓   |
| Advanced Approval Workflow | ✗   | ✓   |
| PO Matching                | ✗   | ✓   |
| Amortization               | ✗   | ✓   |



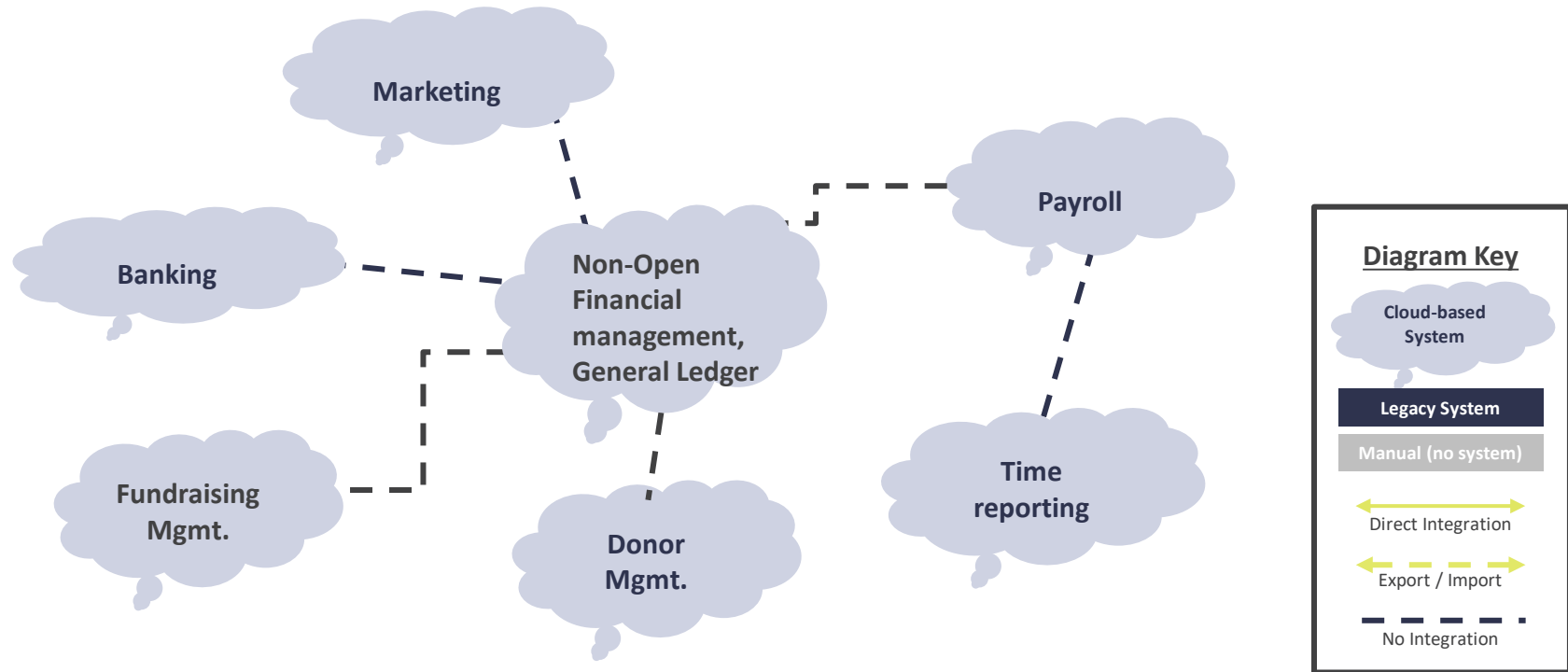
# CLA Expense Management Offerings

|                           |  |  |  |
|---------------------------|---|---|---|
| Direct Reimbursement      | ✓   | !   | ✗   |
| Robust Approval Workflow  | ✓   | ✗   | ✓   |
| Mobile Receipt Upload     | ✓   | ✓   | ✓   |
| Mileage Tracking          | ✓   | ✓   | ✓   |
| External Data Output /API | !   | ✓   | ✓   |

! New or Limited

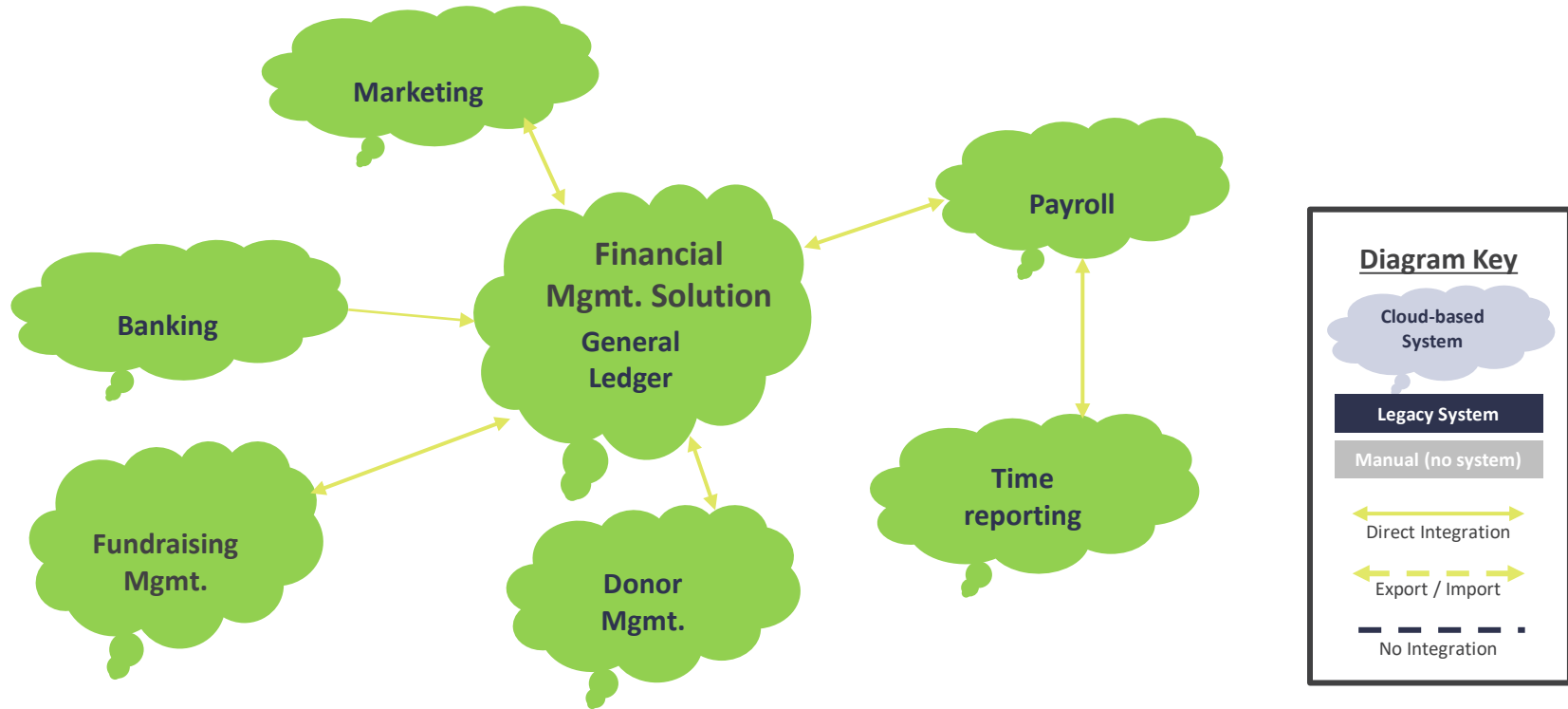


# Non-Integrated Financial Management system





# Fully Integrated Financial Management system



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# How We Can Help

- Fractional Senior Finance consulting services \*
- Outsourced fractional Accounting services (Controller resource)\*
- Business Opportunity Assessments
- System selection, system implementation, and system implementation advisory [depending on system(s) selected]
- CLA Digital Grants platform
- Professional search services
- Outsourced HR services
- Wealth advisory
- Cybersecurity assessments

\* If CLA does not provide Assurance services  
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