

# Mid-Market Firm - IT Innovation Case Study

## Can you say "Yes" to tough questions from the CEO and the CFO?

*How a mid-market CIO was able to answer "Yes" with one solution*

The CEO from a mid-market world leading manufacturer of storage and transport equipment challenged his CIO to innovate in order to stay ahead of the competition.

The Finance team challenged this same CIO with workload issues, they did not have the workforce to keep up with core accounting transactions as business increased, specifically manual journal entries, their biggest pain point.

The CIO, during discussions with their trusted partner eAlliance Corporation, came up with one solution that satisfied both challenges, **a software robot**.

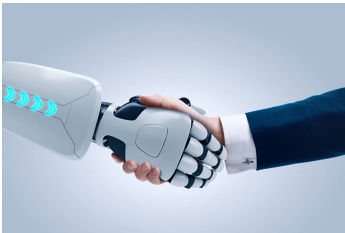
The productivity, reliability and error reduction capabilities of the software robot could effectively perform a significant portion of the increased accounting workload, addressing the Finance team's biggest **pain point**.

This solution also addressed **Innovation**, a way to stay ahead of the competition and become part of a corporate and technology strategy, software robots a new element and member of the firm's workforce.



### What is a software robot?

Software Robots are a way to cut costs, increase quality, eliminate keying errors, speed up processes and link applications together.



#### Accuracy

Double digit reductions in error rates.



#### Reliability

No sick days, works 365 days a year.



#### Audit Trail

Fully maintained logs essential for compliance.



Software Robots  
DO NOT REQUIRE  
system changes!

### Finance & Accounting Automation Opportunities

- Reconciliations
- Customer & Vendor Account Maintenance
- Month End Close Processes
- AP Invoice Automation

*"30 to 40% of existing business process services are likely to be impacted by Software Robots."*

-Gartner

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