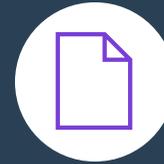




ez CLOUD



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Customizability:

How EZ Cloud
Innovates &
Differentiates From
Its Competitors



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Introduction

Technology is required to maintain an adaptive, innovative workplace. Why this becomes relevant to those considering an Accounts Payable (AP) automation solution is that during the selection process, it is important to consider solutions that can adapt to your organization and its future vision. After all, one of the most common reasons for automating Accounts Payable is to enhance and improve your business practices.

Is the solution flexible enough to meet our complex and specialized needs?

Can the solution scale with business growth?

Is the solution end-to-end, eliminating the need for complex integrations?

While what comprises the tech stack and operates all functions of the AP automation solution is often considered a “black box” to the user, prospective customers can strategically formulate questions during their research and review of each solution to determine if the product adheres to their company’s future vision. To provide more insight, we have provided some important scenarios and questions to consider in their search.



**Consider your current &
future AP needs**



**Want to learn how we can
customize EZ Cloud to your
needs?**

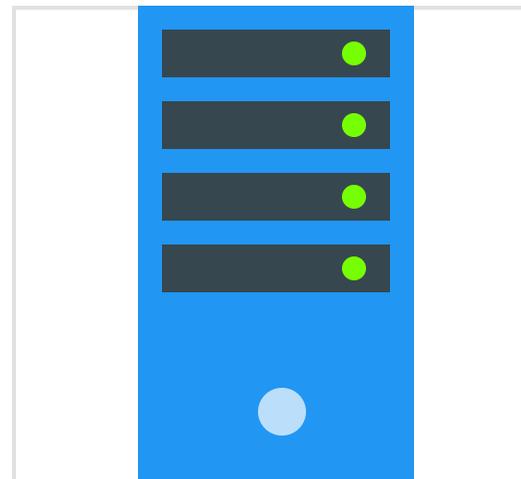
Continued, Customized Offerings and Support

Often, customers find that their business practices cannot fit 100% perfectly into a current offering on the market, so they prioritize a solution that most closely meets their requirements. While selecting the best fit for current goals is important, it is also important to consider future alignment as well. Consider asking questions about the future vision of the solution, asking if there are any upcoming features. In addition, to make customized improvements, would your feedback be taken into consideration for future product development?

Ask: I noticed that you do not have [FEATURE] - is this something that can be added for us, or would it be included on the future roadmap for the product?

Ask: Where do you see your product in the next year?

Ask: Are future upgrades automatically included with our solution?



Watching demos can be an impressive way to be introduced to the product, but once onboarded, perhaps you have feedback or suggestions to improve your process. To make the adjustment easier, consider asking:

- What are the customizability options of the solution?
- Are we able to have customizations made to our specific product?

Do the answers meet your expectations?

The AP Market Has Shifted

During discussions, one of the largest concerns for mid-market and enterprise customers who are considering either introducing or migrating from an existing AP automation solution is their **lack of options for customizability**. While solutions may have had impressive features initially, they have since deviated from their actual business practices, causing a hindrance to the AP process.

While this does not necessarily reflect poorly on existing AP product management in the market, it simply lies in the fact that many products out there do not have an extensible underlying framework to add new, and highly complex features to their product. In fact, many of the products that you see in the market are just UI web interfaces that sit on top of an application installed on a server in the background. The AP product the customer sees is merely a unique graphical display that has been designed to sit on top of an old product in the market. Due to this, many customers are unknowingly paying a multitude of the underlying product cost, simply for an enhanced user interface.

Many new core features are therefore limited to upgrades made to those products, and uncontrolled by the AP product vendor. Primarily what has been seen by the EZ Cloud technical team is that many customers migrating is not doing so not due to poor customer service, but a lack of upgrades, on an ultimately, end-of-life legacy product. While customers may have no complaints about the product itself, most organizations generally move on from these applications because they fail to provide even basic support such as application security patches, creating many vulnerabilities over time for the organization.



The EZ Cloud Difference

Contrary to other products in the market, EZ Cloud's underlying tech stack highly customizable, and this was built by design. For example, a major underlying component in every AP automation tool is Optical Character Recognition ([What is OCR?](#)), which is a tool used to recognize words and characters in a document, where then that data is passed to an extraction service that attempts to pull relevant metadata values and automatically enter them in the solution for the user to access.

For many organizations that have built an enterprise-grade solution by building on top of another product, the extraction features are generally ingrained in the product and as a result, are not heavily customizable. AP Automation solutions that are somewhat customizable often carry hefty implementation fees and are only customized to handle the most common invoices you receive through complex templated training. This makes it impossible to create an extraction tool that will adapt to and yield excellent, increasing extraction rates, like EZ Cloud's adaptable, patent-pending solution. Currently, EZ Cloud customers are able to automate **over 90% of manual invoice processes, with over 99.5% data extraction accuracy**, and that is within the first week of implementation.

To provide additional insight, if you want a manually trained solution to adapt to your organization, such as onboarding a new supplier, from a technical standpoint, every individual template must be manually trained, which is a several-day process per template. Early on in development at EZ Cloud, this is something we realized, that we needed to offer an ever-adapting extraction service tailored to each customer.

Invoice processing is not simply limited to invoice ingestion, however, and there are many more pieces in invoice processing that need to be customized by the user. This is why EZ Cloud was designed to be highly customizable, 'Out of the Box (OOTB)', and payment-agnostic, while also having the ability to develop custom components for customers' unique EZ Cloud tenancies at an affordable rate. Users can simply control, modify, and customize many of the features within EZ Cloud to meet their needs. One thing we've realized throughout years working within Accounts Payable automation, is that **every customer is different**, which is why we've packaged EZ Cloud in a way that can be rapidly deployed and customized to each customer's liking.

EZ Cloud leadership and technical experts have over six decades of experience in building, customizing, and deploying custom cloud and on-premises AP automation solutions for Fortune 500 companies, government agencies, and businesses across a multitude of sectors with differing and highly complex requirements. We have served as Solution Engineers on some of the top AP products in the market, and through this experience, we've built a web of reliable, intelligent, and top-performing connections and partnerships that can be utilized to optimize EZ Cloud's solution for customers. Some of the most common customizations we've handled for customers include, but are not limited to:

- ERP Integrations, complete with dozens of real-time (live) validations within the EZ Cloud application presented to the user
- Automatic export of data (such as supplier lists, GL Codes, Currency Codes, Supplier Sites, etc.) from ERPs, for staging into EZ Cloud, assisting in invoice validation and data entry
- Export of invoices from EZ Cloud into an external content (ECM) repository, complete with metadata classification

The EZ Cloud Difference

- Sector-specific requirements, such as exporting supplier-tied data automatically into a payment system
- Loading invoice line data into inventory systems, which can further be customized for PO/GL expense classification
- Ability to search external content repositories within the EZ Cloud application
- Offline integrations, and custom exports of data into target ERPs or other systems
- Creating enriched metrics and dashboards in external systems
- Integrations with cloud-based or on-prem LDAP authentication providers
- App UI customizations and other custom features

Ultimately, EZ Cloud has the capability to, and is constantly adding new features to seamlessly customize our application from directly within it. Many businesses are often left with limited, expensive options when automating their AP process, especially if they have highly customized requirements. EZ Cloud is heavily focused on constantly enhancing our platform, utilizing customer feedback and the latest technologies to consistently offer a high-performing AP automation solution that enables the customizability for specific business requirements.



About EZ Cloud

EZ Cloud provides a modern and secure Accounts Payable (AP) automation platform that brings AP communications, invoice data, and real-time analytics to one easy-to-use portal. Integrating seamlessly with existing processes, EZ Cloud uses the latest technology to offer AP and finance professionals greater visibility, accountability, and control.

Learn more at ezcloud.co



About TekStream

TekStream accelerates clients' digital transformation by navigating complex technology environments with a combination of technical expertise and staffing solutions. We guide clients' decisions, quickly implement the right technologies with the right people, and keep them running for sustainable growth. Our battle-tested processes and methodology help companies with legacy systems get to the cloud faster, so they can be agile, reduce costs, and improve operational efficiencies.

Learn more at tekstream.com