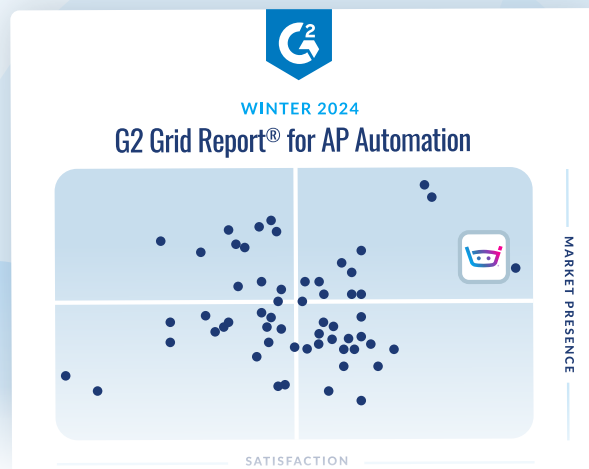




# G2 Winter 2024 Report for AP Automation



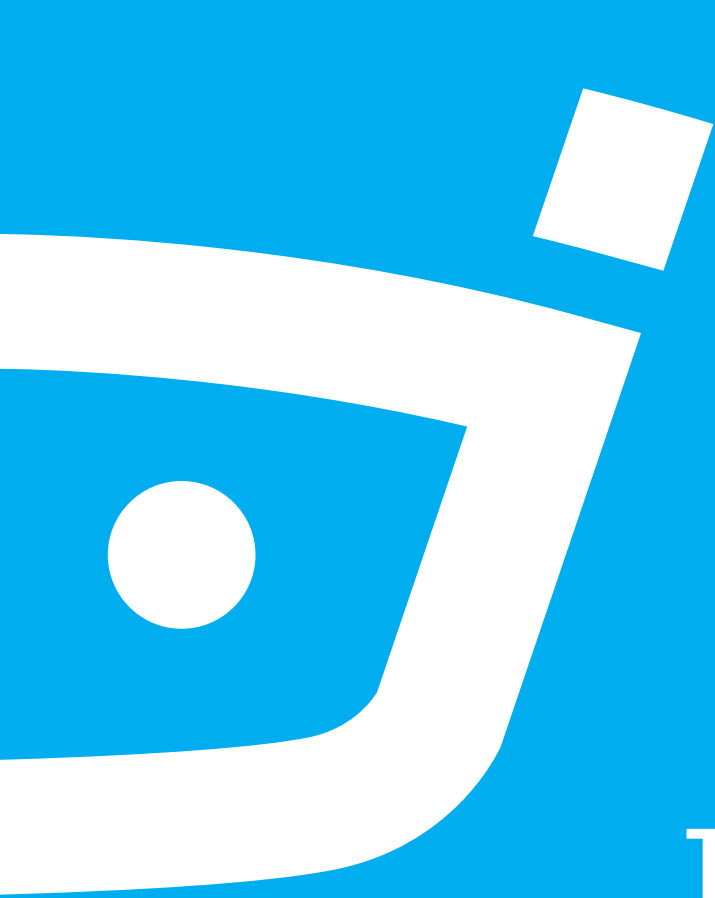
# Winter 2024

Customer reviews position Stampli as Leader in the G2 Grid® for AP Automation software.  
Stampli is ranked #1 in the AP Automation Index for Implementation and Relationship.

**#1**  
**Implementation**

**#1**  
**Relationship**





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# About G2

G2 is the world's leading business software review platform. The Winter 2024 Report for AP Automation is designed to help businesses make the best buying decision for AP Automation software.

## What is AP Automation?

Companies use Accounts Payable (AP) Automation software to more efficiently manage large volumes of invoices and financial transactions. While most accounting solutions include basic AP-related functionality, many of them do not provide the functionality to effectively manage complex AP processes. Companies choose AP Automation software to reduce manual work and bottlenecks — and for those with AI-powered solutions — to avoid human errors and empower greater productivity for everyone involved in the procure-to-pay (P2P) process.

## How does it help?

This type of software simplifies complex AP activities and helps AP professionals efficiently manage large volumes of supplier invoices and improve supplier relationships. AP Automation improves the efficiency and value delivered by the AP department, and helps with other accounting activities such as financial closing.

## Who uses AP Automation software?

- AP professionals and other members of the accounting department responsible for accounts payable
- Approvers, managers, executives, and other stakeholders involved in the AP process

## How are solutions delivered?

AP Automation solutions can be delivered as standalone on-premise or cloud-based products, or as a part of accounting suites that also include AR Automation, billing, and payment processing features. This type of software is integrated with accounting solutions or with accounting modules of ERP systems.





# Stampli Spotlight

## How Stampli Stacks Up

Stampli is a leader in AP Automation based on high customer satisfaction ratings and a large market presence. Stampli ranks as Leader in multiple G2 Grid® Reports for Winter 2024 including AP Automation, and Invoice Management categories. In addition, Stampli is ranked #1 in the AP Automation Index for Implementation and Relationship.

## About Stampli

Stampli is for Accounts Payable teams that want the efficiency of automation, but don't want to rework their ERP or change their existing AP processes. Unlike other solutions, Stampli provides full support for the full range of native functionality for more than 70 ERPs — enabling us to deploy in a matter of days, not months, with no disruption to your business.

Stampli brings all of your AP-related communication, documentation, and workflows into one place for complete visibility and control. It's simple for users to learn and even simpler to use, especially with Billy the Bot™ automating nearly all of your capture, coding, routing, fraud detection, and other manual tasks. For even greater efficiency, Stampli's core AP solution is complemented by a suite of integrated products that include Direct Pay, Credit Cards, Advanced Vendor Management, and others.

Stampli provides complete visibility and control over your entire AP program. It reduces the risk of errors, fraud, and compliance issues while improving vendor relationships and making your AP processes much more efficient.



## G2'S GRID® REPORT

# Stampli's a Leader in AP Automation

Product and vendor scores are based on unbiased reviews gathered from the G2 user community, as well as data aggregated from online sources and social networks. G2 does not allow for paid placement in any of the ratings.

The G2 Grid® Reports compare products in a given category based on Satisfaction and Market Presence scores. The Satisfaction score is affected by customer satisfaction with end user-focused product attributes based on user reviews. The Market Presence score is a combination of metrics including market share, vendor size, vendor age, overall growth, review volume, and both web and social presence.

## WINTER 2024 G2 GRID® FOR AP AUTOMATION



### Market Leader

Products in the Leader quadrant are rated highly by G2 users and have substantial Market Presence. *You'll find Stampli here.*

### High Performers

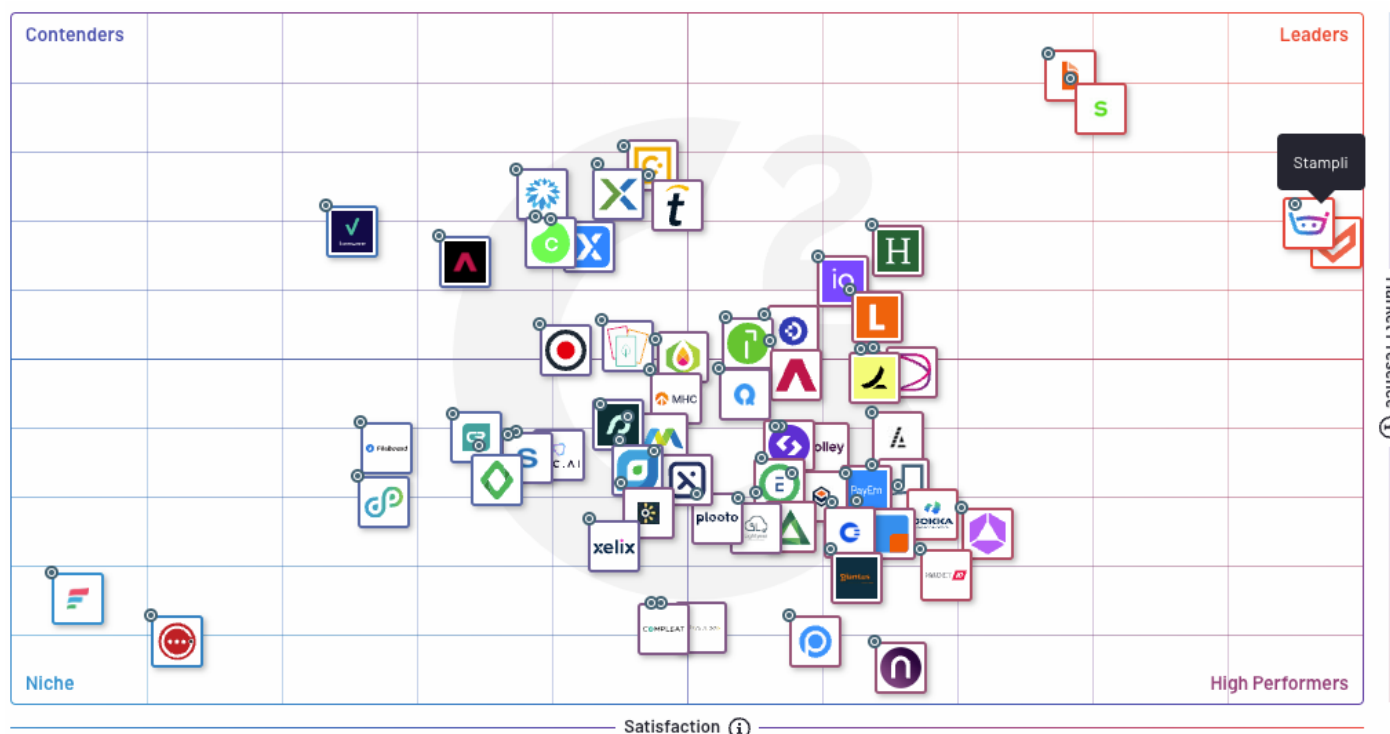
High Performing products have high customer Satisfaction scores and low Market Presence compared to the rest of the category.

### Contender

Contender products have relatively low customer Satisfaction scores and high Market Presence compared to the rest of the category.

### Niche

Niche products have relatively low Satisfaction scores and low Market Presence compared to the rest of the category.





WINTER 2024  
AP AUTOMATION

# Satisfaction Scores

The G2 Satisfaction Score is affected by customer satisfaction with end user-focused product attributes based on user reviews, and evaluates the seller's ability to satisfy users' needs. The score is measured in several detailed categories, including NPS, Ease of Doing Business With, Ease of Setup, Quality of Support, Ease of Use, Ease of Admin, Likelihood to Recommend, Product Going in Right Direction, and Meets Requirements.



Stampli's NPS Score of **+81** is  
**13% higher** than industry average

SATISFACTION SCORES	98	99	78	53	47	45	39	43
<i>The Satisfaction Scores below are based on user reviews collected by G2 through November 2023.</i>	STAMPLI	AIRBASE	BILL.COM	BEANWORKS	TIPALTI	SAP CONCUR	AVIDXCHANGE	YOOZ
Ease of Doing Business With AVERAGE: 92%	97%	95%	88%	94%	88%	83%	86%	83%
Ease of Setup AVERAGE: 86%	94%	92%	89%	87%	81%	79%	79%	81%
Quality of Support AVERAGE: 91%	97%	96%	84%	92%	91%	87%	83%	88%
Ease of Use AVERAGE: 92%	95%	96%	91%	94%	87%	89%	90%	90%
Ease of Admin AVERAGE: 90%	95%	93%	90%	91%	89%	80%	83%	82%
Likelihood to Recommend AVERAGE: 91%	94%	96%	88%	92%	89%	87%	87%	85%
Product Going in Right Direction? AVERAGE: 92%	97%	92%	85%	93%	94%	93%	88%	79%
Meets Requirements AVERAGE: 91%	93%	95%	89%	93%	88%	91%	88%	87%

Disclaimer: Averages are measured by the entire field of 59 players in the AP Automation category and do not reflect the average of the eight players shown.

Net promoter score (NPS) is a widely used market research metric that measures the likelihood that customers would recommend a product or service to others. NPS ranges from a low of -100 to a high of +100. A score above 0 is good, a score above 20 is favorable, a score above 50 is excellent, and a score above 80 is world class.



# Implementation Index

Stampli earned one of the highest overall Implementable scores for its industry-leading fast deployment, implementation, and user adoption across AP Automation customers and users.



RANKED

#1

Most Implementable

WINTER 2024



4.7/5

(1,004 Reviews)

## Implementation Index Description

A product’s Implementation score is calculated by a proprietary algorithm that factors in real-user satisfaction ratings for a number of implementation-related review questions. Software buyers can compare products in the AP Automation category according to their Implementation scores to streamline the buying process and quickly identify the most easily implemented products based on the experiences of their peers. For sellers, media, investors, and analysts, the Index provides benchmarks for product comparison and market trend analysis.

## Implementation Calculations

### IMPLEMENTATION SCORE



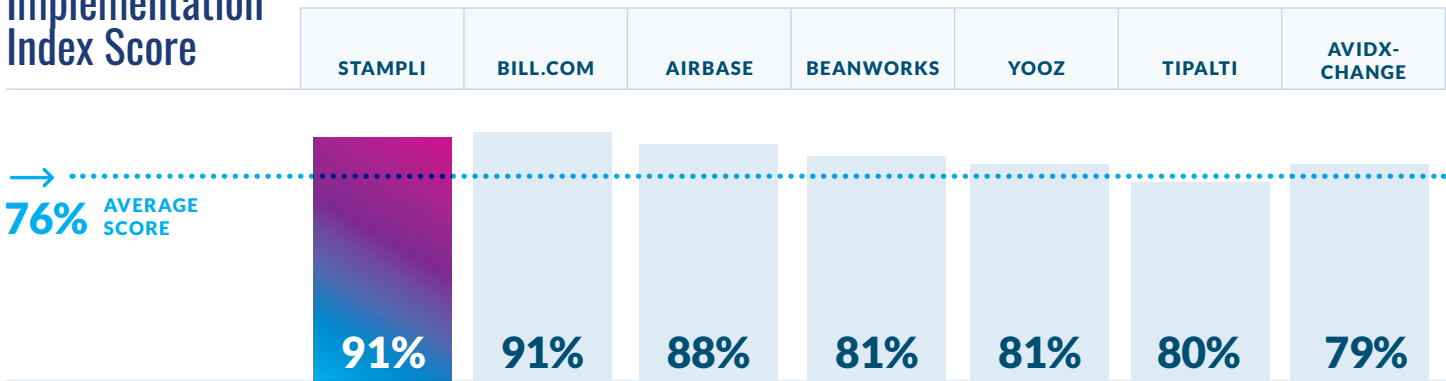
### IMPLEMENTATION DATA



### TIME TO GO LIVE (MONTHS)



## Implementation Index Score



Disclaimer: Averages are measured by the entire field of 59 players in the AP Automation category and do not reflect the average of the seven players shown.



# Usability Index

Stampli earned one of the highest overall Usability score for its adoption rate, ease of use across stakeholders, and the ease of administering its AP Automation software.



### Usability Index Description

A product’s Usability score is calculated by a proprietary algorithm that factors in real-user satisfaction ratings for a number of use-related review questions. Software buyers can compare products in the AP Automation category according to their Usability scores to streamline the buying process and quickly identify the most usable products based on the experiences of their peers. For sellers, media, investors, and analysts, the Index provides benchmarks for product comparison and market trend analysis.

### Usability Calculations

#### USABILITY SCORE



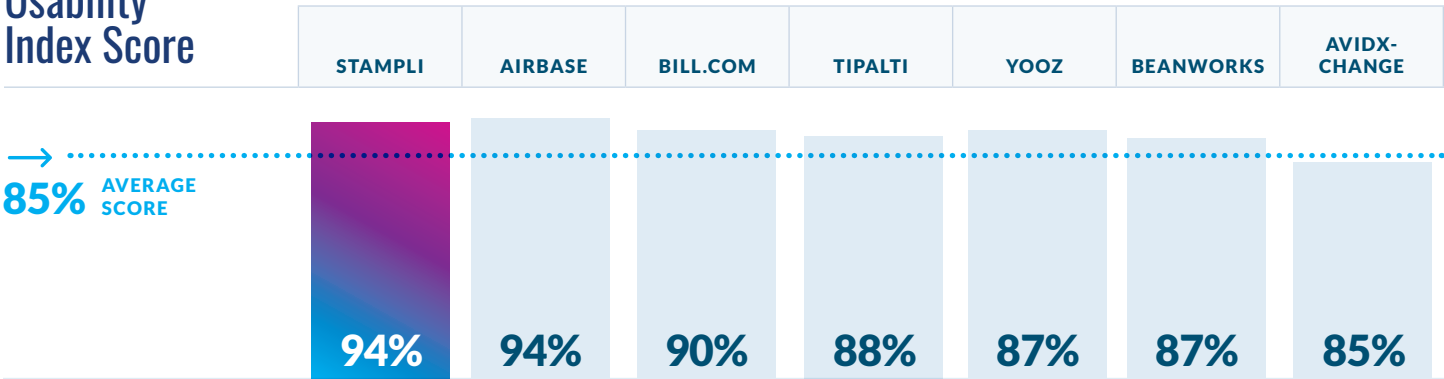
#### USABILITY DATA



#### AVERAGE USER ADOPTION



### Usability Index Score



Disclaimer: Averages are measured by the entire field of 59 players in the AP Automation category and do not reflect the average of the seven players shown.



# Relationship Index

Stampli earned the overall “Best Relationship” score for its industry-leading quality of support, ease of doing business with, and the likelihood that our customers would recommend our AP Automation.



### Relationship Index Description

A product’s Relationship score is calculated by a proprietary algorithm that factors in real-user satisfaction ratings for a number of relationship-related review questions. Software buyers can compare products in the AP Automation category according to their Relationship scores to streamline the buying process and quickly identify the products that provide the best relationship with software sellers based on the experiences of their peers. For sellers, media, investors, and analysts, the Index provides benchmarks for product comparison and market trend analysis.

### Relationship Calculations

#### RELATIONSHIP SCORE



#### RELATIONSHIP DATA



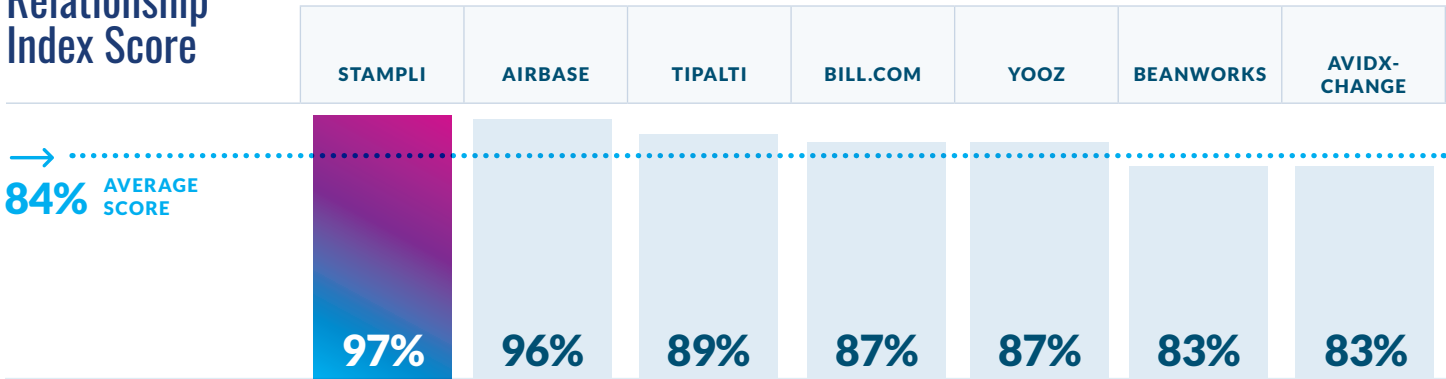
#### EASE OF BUSINESS



#### SUPPORT



### Relationship Index Score



Disclaimer: Averages are measured by the entire field of 59 players in the AP Automation category and do not reflect the average of the seven players shown.



# Results Index

Stampli earned one of the highest “Best Results” score for its estimated return on investment (ROI) and how our AP Automation flexes to customer requirements among other results-related data in the chart below.



### Results Index Description

A product’s Results score is calculated by a proprietary algorithm that factors in real-user satisfaction ratings for a number of results-related review questions. Software buyers can compare products in the AP Automation category according to their Results scores to streamline the buying process and quickly identify the products that produce the best results based on the experiences of their peers. For sellers, media, investors, and analysts, the Index provides benchmarks for product comparison and market trend analysis.

### Results Calculations

#### RESULTS SCORE



#### RESULTS DATA



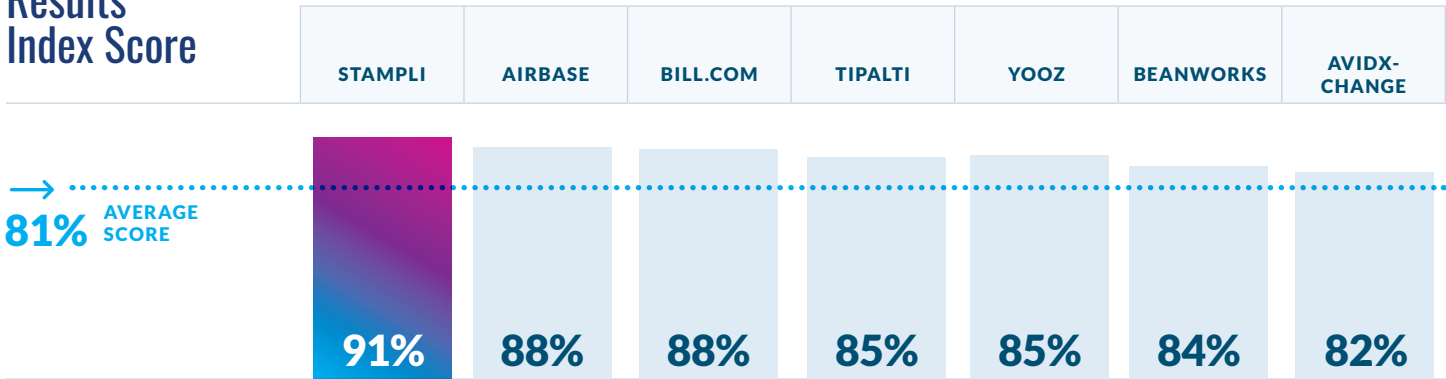
#### AVERAGE USE ADOPTION



#### ROI FACTORS



### Results Index Score



Disclaimer: Averages are measured by the entire field of 59 players in the AP Automation category and do not reflect the average of the seven players shown.



# Controllers Love Stampli

## Outstanding Interface!

— CONTROLLER



### *What do you like best?*

There is so much to like about Stampli — the simplicity, speed of transaction processing, interface and customer service are the best in the industry that I have ever seen. The approval process is also fast and efficient. The implementation (from first phone call/demo to fully implemented) took less than 48 hours and had zero issues! Our prior A/P provider constantly had issues and system outages... we will never go back.

From the very first conversation with a Stampli representative, I felt valued and was fully confident that we were making the right decision for our company. I would recommend Stampli to anyone and be 100% confident that you would feel exactly the same after use.

### *What do you dislike?*

I can honestly say that I have zero dislikes with regard to Stampli and don't foresee any coming in the future.

### *Recommendations to others considering the product:*

Do yourself a huge favor and switch to Stampli immediately!

### *What problems are you solving with the product? What benefits have you realized?*

We implemented the software about a month ago and cut our invoice processing time by over 50% within the first week. It is easier to track late payments, A/P clerk productivity and invoice coding accuracy than ever before.

## Ready to take the next step?

Tell us what you are looking to solve.

Let's Talk