# Delivering ROI

## The Business Case for Adra by Trintech

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**Manually processing financial data is a time-consuming process, especially for companies that use outdated processes or legacy tools to manage their close. Additionally, the financial close is often plagued with errors, a lack of control and audit trails, and major time crunches. Despite the challenges that are being faced, little has been done to correct, or even lessen the negative impact that these problems have on the average Office of Finance.**

A leading research firm focused on Total Cost of Ownership (TCO) and Return on Investment (ROI) studies worked with Trintech to explore these challenges and learn how industry-leading financial executives are responding.

The analysts conducted independent research consisting of in-depth interviews with Trintech clients and found that Adra addresses specific common financial close challenges to deliver a quick and compelling ROI.

The goal of this research study and white paper is to highlight examples of validated use cases where the impact of Adra is not only strategic, but measurable based on key metrics and supporting data confirmed by current users.

The interviews with Trintech users found that the Adra is a proven financial solution that addresses numerous common challenges experienced by financial professionals, working for organizations in multiple industries to deliver a quick and compelling Return on Investment.

Client interviews identified the benefits of Adra's automated capabilities across four business objectives:

# 1. Reduce Time on Transaction Matching

Adra Matcher (Matcher) customers within this study noted that manually reconciling transactions is extremely time-consuming. One customer noted that they spent over a week matching transactions. Users of Matcher overcame these inefficiencies by automatically matching transactions on a rolling basis to make month-end faster, easier, and a lot less painful. Additionally, with the solutions matching engine, users have fewer transactions to investigate and their team can focus their energy on researching and documenting the exceptions in order to fix unresolved matches more quickly.
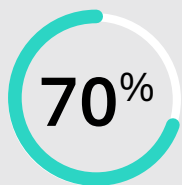
**70%** Customers interviewed reported up to a 70% reduction in time spent matching transactions

" [With Adra] we were able to process the matching faster. Originally the merchant services processing would take 6 hours or more. Now it takes 5 minutes to upload the data, and the matches are coming through.

**McCarter**
THEATRE CENTER

# 2. Reduce Time on Bank Reconciliation

Bank reconciliation has been repeatedly cited as a reoccurring time commitment for their accountants by several customers. While essential to keep up with accounts, bank reconciliation is a laborious and tedious task.

However, with Matcher's automatic account reconciliation capabilities, organizations can speed up the process and be provided with an overview through detailed reports.
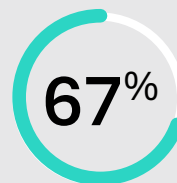
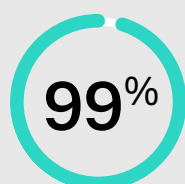**67%** Customers interviewed reported up to a 67% reduction in time to match bank reconciliationse

" Just one account took me about a week and a half, pulling all the reports and reports from the bank and matching them up manually. I now use Matcher. And through that process now—from pulling the files, uploading and all of that—it takes me about two days.

**OUACHITA**
BAPTIST UNIVERSITY

## 3. Reduce Time on Balance Sheet Reconciliation

One customer noted that their balance sheet reconciliation took between 15-16 days a month. After implementing Adra Balancer, they found a 63% reduction in the time needed to reconcile their balance sheets. The average time to reconcile was decreased to 6 days. Additionally, this streamlined process provided a much clearer audit trail and workflow

**99%** Customers interviewed reported up to a 99% reduction in time to perform balance sheet reconciliations

"

With a click of a button, I now have access to a real-time dashboard to gain full visibility into where we are in our balance sheet reconciliation process.

**CROWN**

## 4. Reduce Time on Financial Closee

The process of closing the books and reporting the results is a complex feat of project management. A large amount of planning and coordination is required to complete all of the tasks in a short period of time while ensuring compliance with financial controls. However, with Adra, organizations can centralize their detailed task lists and controls and gain full visibility of the close process. This approach saves time by standardizing tasks, improving the flow of information, and adopting best practices.
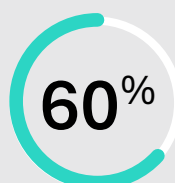
**60%** Customers interviewed reported up to a 60% reduction in time to close

# Key ROI Findings:

The value of Adra by Trintech's proven capabilities are immediate and demonstratable. The example outlined below shows how you can realize significant financial benefits exceeding $395,000 over 3 years.

For this example, an initial investment of $11,000 generates a positive return in 3 months. The 3-year return on investment is strong at $395,000. The key financial metrics for the example provided were calculated by standard methods and are shown below.
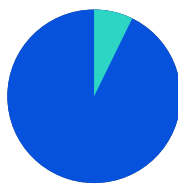
**Save Time: 92%**
**Improve Accuracy: 8%**

| Financial Metrics | Annual Value |
|---|---|
| Payback(months) | 3.0 |
| 3 Years ROI | 305% |
| 3 Year Value Created | $395,000 |

Ready to take the first step towards transforming your financial close? Schedule a one-on-one demo to discover how Trintech can help you with your business needs.

# TRINTECH

## About Trintech

Trintech gives people time back for what matters most. Our cloud–based platform and solutions enable thousands of clients worldwide to lead productivity transformation across their finance and accounting organizations — driving efficiencies, ensuring accuracy to mitigate risk, and empowering strategic decision-making. Make time count with Trintech.

As the leader in Financial Close Management, Trintech is headquartered in Plano, Texas with offices and strategic resellers across United States, Europe, Australia, South America, Africa, and Asia Pacific. With a strong partner ecosystem, Trintech collaborates with over 100 companies to create a network of interconnected businesses. To learn more about Trintech, visit www.trintech.com.