



How to Eliminate Accounts Payable Fragmentation in Salesforce

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The Hidden Cost of Disconnected Finance



Despite years of digital transformation, most organisations still run accounts payable across a patchwork of tools. Each step in the process lives somewhere different — and finance holds it all together manually.

Invoices via Email or PDF

Unstructured, manual to enter, easy to lose — and impossible to reconcile automatically.

Purchase Orders in ERP

Approval lives in one system. Invoice arrives in another. Matching requires a human bridge.

Goods Receipts Tracked Elsewhere

Receiving confirmation sits in a separate module — never automatically linked to the invoice.

Approvals via Email Chains

No audit trail. No visibility. No ability to enforce rules — or catch exceptions early.

The result: finance teams spend significant portions of their week reconciling what should have been automatic — chasing confirmations, checking system discrepancies, and re-entering the same data multiple times.

Finance Is Disconnected — Not Just Slow

Accounts payable doesn't operate in isolation. It is fundamentally connected to procurement, inventory, receiving, and cash flow. When each of those functions lives in a different system, finance becomes reactive by default.

Procurement

Purchase approvals happen here — but AP has no live view of what was sanctioned and at what price.

Inventory & Receiving

Goods receipt confirmation lives here — but it never automatically reaches the invoice matching process.

Cash Flow

Payment commitments affect cash position — but the CFO is looking at yesterday's numbers, not today's.

Finance / AP

Sits at the end of the chain — receiving data manually from every other function to reconcile and process.

● Real-World Scenario

An invoice arrives from a supplier. Before finance can process it, they need to verify three things:

Was this purchase order approved in the first place?

Were the goods actually received — and in the right quantity?

Does the invoice pricing match what was originally agreed?

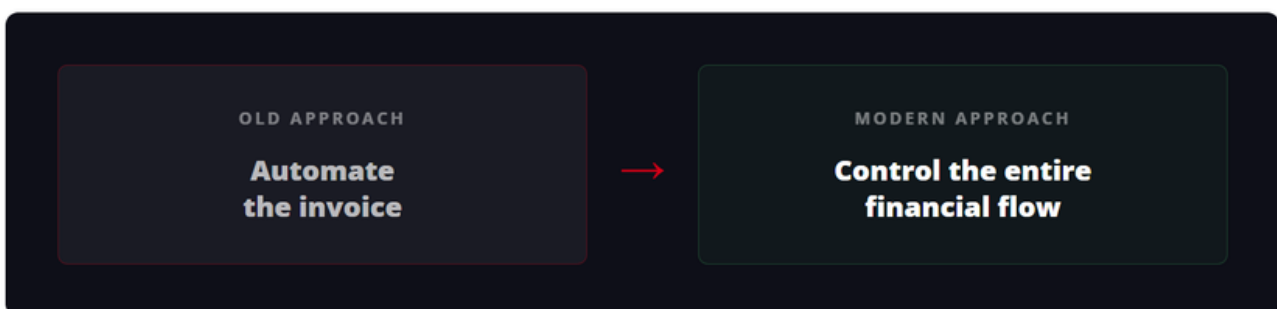
To answer all three, teams must jump across systems — and reconcile manually before any payment can move.

This is not a workflow problem. **It is a fragmentation problem.** The systems that hold the answers don't talk to each other — so finance fills the gap with spreadsheets, emails, and manual checks.

03 — The Strategic Shift

From Automating Invoices to Controlling Financial Flow

Most organisations approach AP improvement the wrong way. They focus on automating individual tasks — faster invoice capture, digital forms, email routing. But these tools still rely on fragmented systems underneath. They make the symptoms faster, not absent.



The future of accounts payable is not about processing invoices faster. It is about having certainty — knowing that every payment made is backed by an approved PO, a confirmed goods receipt, and a validated price. That requires one system, not many connected ones.

What Fragmentation Actually Costs

Fragmentation doesn't just create busywork. It creates compounding risk across financial, operational, and strategic dimensions.

IMPACT AREA	PROBLEM	CONSEQUENCE
Financial	Overpayments, duplicate invoices, missed early-payment discounts	Cash Leakage Excess Costs
Operational	Manual reconciliation, delayed approvals, bottlenecks in AP pipeline	Slow Cycle Times Staff Overhead
Strategic	No real-time visibility into liabilities or cash position	Reactive Decisions Reduced Control

"Automation processes invoices. But only unified architecture eliminates fragmentation."

Axolt Finance Engineering Team

The Automation Paradox



Most AP automation vendors solve the wrong problem. They focus on making invoice capture faster — without addressing the underlying disconnect between procurement, inventory, receiving, and finance.

✗ STANDARD AP AUTOMATION

- ✗ Sits outside ERP — connects via integration
- ✗ Automates capture, not reconciliation
- ✗ Delays introduced at every sync point
- ✗ Mismatches surface after payment, not before
- ✗ Creates a new silo alongside existing ones

✓ PLATFORM-NATIVE FINANCIAL CONTROL

- ✓ AP lives inside ERP — no integration layer
- ✓ Automates the entire financial flow
- ✓ Real-time data at every step
- ✓ Mismatches caught before payment is processed
- ✓ One source of truth across all departments

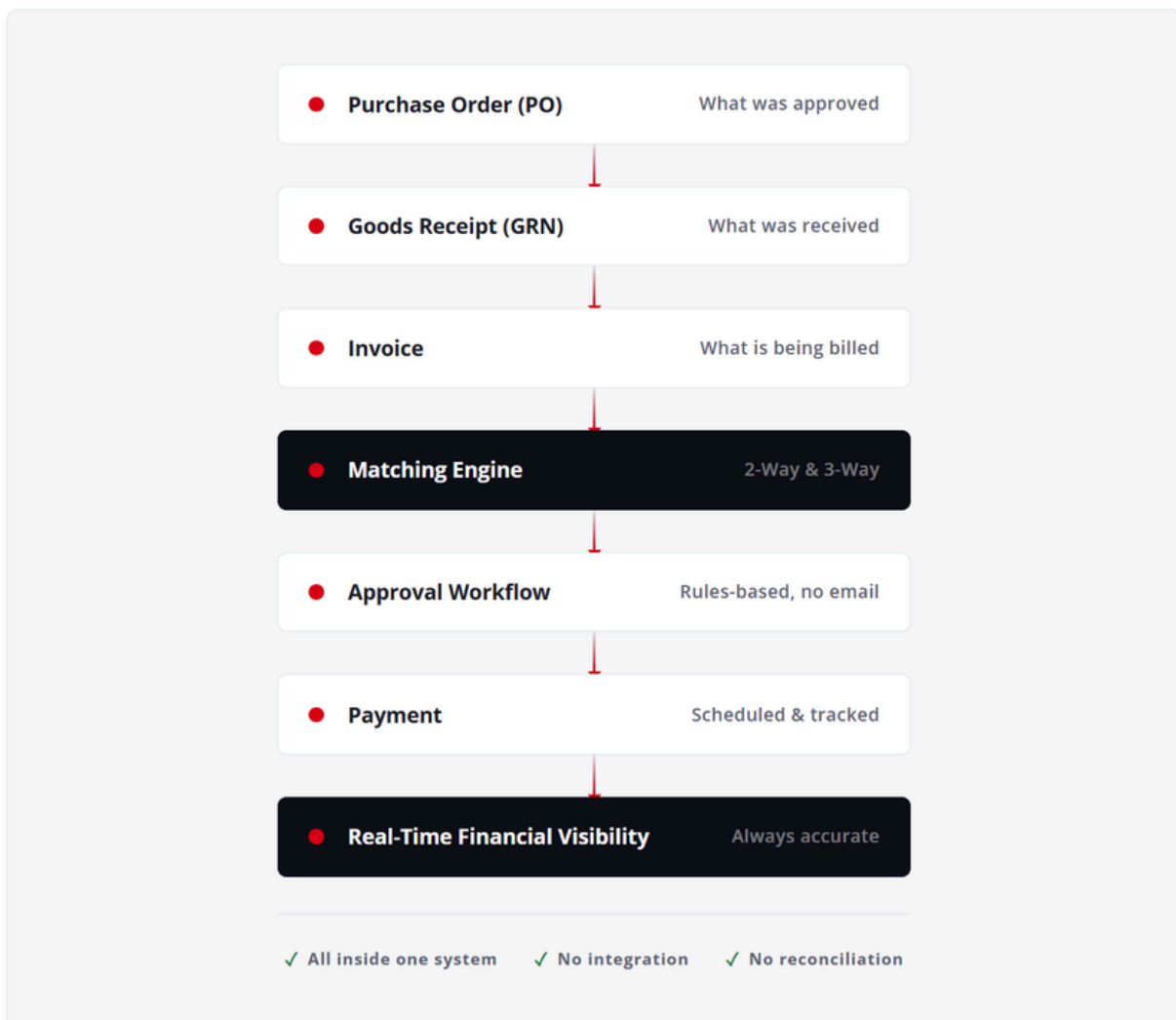
The core insight: **integration creates delay, mismatches, and complexity.** Finance doesn't need faster data movement between systems — it needs those systems to be the same system.

End-to-End Financial Control Inside Salesforce

Axolt is ERP built natively on Salesforce — which means accounts payable, procurement, inventory, and finance don't communicate across systems. They share the same data, in real time, inside one platform.

How Modern Accounts Payable Should Work

The native model is a single unbroken flow — from purchase order to real-time financial visibility, with no integration layer, no reconciliation, and no system-switching at any point.



Step-by-Step: The Axolt Process

Each step in the flow is handled natively inside Salesforce — with no handoffs to external tools.

1

Capture Invoice

Invoices are captured digitally with automatic data extraction and stored directly in Salesforce — no manual entry, no email inbox management.

Digital invoice capture

Automatic data extraction

Stored in Salesforce

2

Intelligent Invoice Matching (2-Way & 3-Way)

The core of financial control. Axolt automatically validates the invoice against the purchase order and goods receipt before any approval is triggered.

Pricing accuracy

Quantity alignment

Receipt confirmation

3

Validate Receipt

Goods and services are confirmed as received and linked directly to the original purchase order — closing the loop between procurement and payment.

Goods/services confirmed

Linked directly to PO

4

Automated Approval Workflow

Rules-based approvals route automatically based on value, vendor, department, or exception type — with full visibility at every stage and no email chains.

Rules-based approvals

No email chains

Full visibility

5

Payment Processing

Payments are scheduled strategically — with vendor tracking and immediate cash flow impact visibility. Early payment discounts can be captured automatically.

Payment scheduling

Vendor tracking

Cash flow impact — instant

6

Real-Time Financial Visibility

Liabilities are updated the moment a payment moves. Cash flow is always accurate. There is no end-of-day batch, no overnight sync, and no reconciliation report to run.

Liabilities updated instantly

Cash flow always accurate

No reconciliation needed

Key Insight: Automation processes invoices. 3-way matching protects your business.

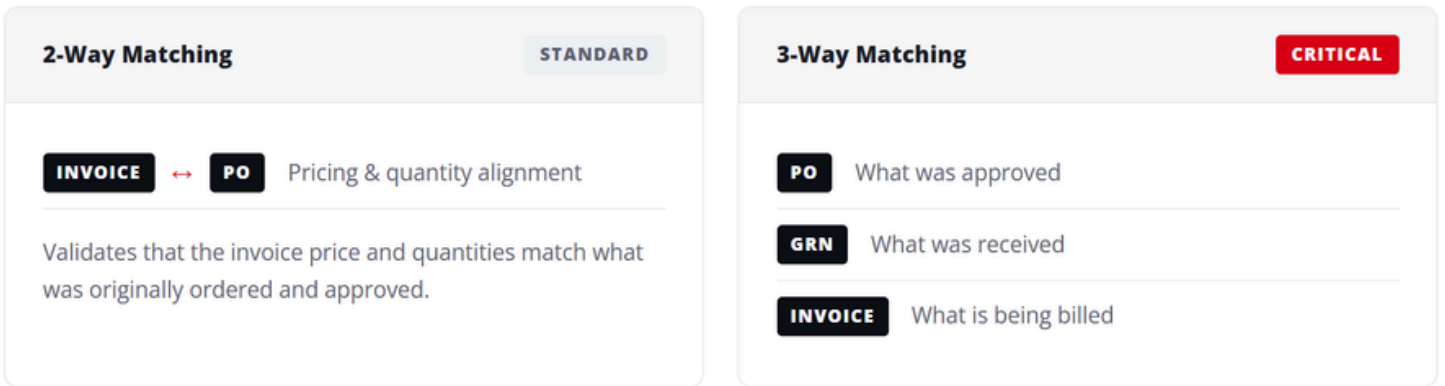
END-TO-END AP FLOW — AXOLT NATIVE MODEL



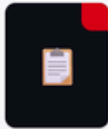
All inside one system. No integration layer. No reconciliation. No sync delays.

Intelligent Invoice Matching: 2-Way and 3-Way

The heart of financial control is what happens between invoice arrival and payment approval. Axolt automates this entirely — and catches exceptions before money moves.



3-WAY MATCH ENGINE — VISUAL FLOW



PURCHASE ORDER

What was approved and committed to the vendor

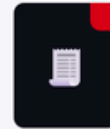
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GOODS RECEIPT

What was physically received and confirmed

+



INVOICE

What the vendor is requesting payment for



• **3-WAY MATCH ENGINE** •

Without 3-way matching, organisations risk paying for goods never received, accepting incorrect pricing, and leaving the business exposed to duplicate invoices and vendor fraud. With Axolt, this validation runs automatically — in real time, inside Salesforce.

⚡ Exception Handling — What Happens When There's a Mismatch

1 Invoice flagged instantly

The mismatch is detected at the matching stage — before any approval is triggered.

2 Approval workflow triggered

Relevant stakeholders are automatically notified with full context — no email chains needed.

3 Full audit trail maintained

Every decision, override, and resolution is recorded in Salesforce for compliance and review.

08 — Why Axolt Is Different

One Platform. One Source of Truth.

Most AP tools sit outside the ERP and rely on integration to pass data between systems. Axolt is ERP inside Salesforce — which means AP connects directly with inventory, procurement, and finance without any middleware, sync delays, or reconciliation logic.

Native Architecture

AP is built on the same Salesforce platform as inventory, procurement, and finance — not bolted on via API.



Direct Connection

Every invoice, PO, and goods receipt references the same records — no data translation, no field mapping failures.



Everything in Salesforce

One source of truth for procurement, inventory, AP, and finance. One login. One audit trail. Zero reconciliation.



✗ Duplicate data across systems

✗ Sync delays between tools

✗ Mismatched records at month-end

✓ AP connects directly with inventory

✓ AP connects directly with procurement

✓ AP connects directly with finance

What Changes When AP Is Unified



Efficiency

Reduced manual work and faster invoice-to-payment cycles



Accuracy

No mismatches, no duplicate payments, no reconciliation



Control

Real-time liability visibility and full audit trail



Cash Flow

Smarter payment timing and early-discount capture

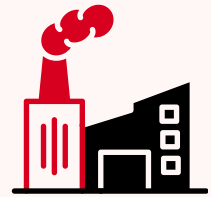
10 — Industry Application

Where This Matters Most

Axolt's native AP model is particularly impactful in industries where procurement, inventory, and finance are tightly coupled — and where errors in matching carry real regulatory or operational risk.

Manufacturing

- ✓ Invoice tied directly to production order
- ✓ Material cost validation in real time
- ✓ Supplier performance linked to AP data



Distribution

- ✓ Supplier invoice validation at scale
- ✓ Multi-location goods receipt tracking
- ✓ Centrally controlled AP with local visibility



Services & Project

- ✓ Expense and invoice automation
- ✓ Project cost control per engagement
- ✓ Approval workflows by project or client



From Back-Office Processing to Real-Time Decision Engine

When AP is unified with procurement, inventory, and finance on a single platform, it becomes more than an operational function. It becomes a source of strategic intelligence.

AI-Powered Financial Intelligence

Unified data in Salesforce enables AI capabilities that simply aren't possible when systems are fragmented. This is the next frontier of finance operations — and it starts with eliminating the silos.

- Anomaly detection across invoice patterns
- Automated risk flagging before approval
- Cash flow prediction based on live AP data
- Optimised payment timing for discount capture
- Vendor behaviour scoring over time

Stop Operating on Financial Lag

If your AP process still depends on multiple systems, manual reconciliation, or delayed data — Axolt eliminates the fragmentation entirely.

[See Axolt in Action](#)