The Era of Intelligent Accounting

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The Era of Intelligent Accounting

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vic.ai
Your Hosts

Liz Scott
Accounting Lifeline

Heather Satterley
Satterley Training & Consulting
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Right Networks®
The leading cloud hosting provider for accounting professionals
Thank you to this month’s sponsors!

It’s the platform for accounting technology
A bit about me...

- Over 16 years in the accounting profession
- From Ada, Ohio - home to Ohio Northern University (my alma mater) and the NFL Wilson Football Factory
- Now reside in Moorestown, New Jersey near Philadelphia

Todd Robinson
Head of Strategic Accounts
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linkedin.com/in/toddwrobinson/
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Agenda

🌱 Welcome!
🌱 The Era of Intelligent with Todd Robinson
🌱 Let’s raise a toast! This month’s app sponsor: vic.ai
🌱 Heather and Liz’s coolest thing we did this month
🌱 Preview of our next episode!
The Era of Intelligent Accountant
"I firmly believe that using AI to help augment and automate the accounting work is crucial to stay competitive over the next three to five years. We are growing. The idea that we can take on more clients while ensuring accuracy and results in our work product with our existing workforce is very appealing to us."

-- Mairtini Ni Dhomhnaill, Founder of Countsy
About Vic.ai

- Vic.ai is the next Era of Intelligent Accounting providing greater efficiency and accuracy for accounting firms
- Leveraging AI trained on hundreds of millions of documents and transactions for unparalleled performance
- Founders are from Norway with over 10 years of experience with Cloud Accounting and ERP solutions
- Headquarters in New York City and Oslo, Norway as a global company
- Acquired Series A round of funding in August 2019 [Accounting Today Article](#)
- Raised more than $17m from Top tier VC’s - GGV, Cowboy & Costanoa
- Trusted by BDO, KPMG, PWC, RSM and many more
- Cloud based platform for Accounting Automation
  - Low implementation costs
  - Easy to scale out
  - Very adaptable
What is **Artificial Intelligence (AI)** and **Machine Learning (ML)**

- According to Wikipedia:
  - AI is intelligence demonstrated by machines in contrast to the natural intelligence displayed by humans.
  - ML is the study of computer algorithms that improve automatically through experience.
- According to Forbes, it’s the # 1 technology trend that will define the next decade.
  - “The increasing ability of machines to learn and act intelligently will absolutely transform our world.”
The Era of **Intelligent Accounting**

Cloud accounting, machine learning and processing power converge

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**Double Entry Accounting**
- Invention of Double Entry Accounting by Benedetto Cotrugli
- (1458)

**Electronic Accounting**
- The first calculator
- The first proprietary accounting systems 1960
- (1880 - 1980)

**Digital Accounting**
- VisiCalc
- Mass generalised Accounting Systems
- Cloud Accounting
- (1979 - 2010s)

**Intelligent Accounting**
- Vic.ai
- AI with human in the loop
- then Largely Autonomous Accounting Platforms
- (2019 - Beyond )

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500 years  
100 years  
35 years  
10 years
The professions first true **AI Accountant**

Our goal is to create the only true AI platform that an accountant will ever need to log into.

A platform that:

- **Ingests** all accounting transactions and documents,
- **Uses** AI to predict accounting decisions,
- **Interacts** directly with the accounting system, and
- **Provides** both insight and foresight into the financials by analyzing and comparing patterns across thousands of companies.
Manual AP Process

10 - 12 Minutes Per Invoice

INVOICE → OPEN MAIL → P.O. → ROUTE MAIL → CODE → APPROVE

BUDGET → ACCOUNTING SYSTEM ENTRY → POST TO GL → CHECK → INVOICE FILED → RESEARCH
AI & ML AP Process

30 - 60 Seconds Per Invoice
The Vic.ai Invoice Processing Module

- **Vic.ai shifts** the workflow from transaction entry to exception handling
- Accountants are correcting or accepting the **AI predictions** thereby improving the system across all clients
- The platform **frees up** significant resources, **speeds up** turn-around time and **improves accuracy**
- OTB 80-90% accuracy on predictions / 67% GL predictions / 22.7% not prompted for human review where activated
“The team at Vic.ai is taking AI to another level. They have grasped the importance of removing some of the tedious tasks, such as AP coding, and have leveraged technology to remove human error. This allows us to spend the time savings working on more value-added service for our clients.” -- Dan Luthi, COO at Ignite Spot Accounting Services
**Vic.ai Use Cases**

There are multiple use case scenarios:

- Bill.com clients
  - Let Vic.ai process the invoice then sync to Bill.com for approval and payment

- Direct to QBO clients where payment is possible via QBO and clients can use Vic.ai for approval

- Any other GL application examples like Sage Intacct or NetSuite clients

- After-the-Fact Accounts Payable processing, where the business owner paid the vendor upfront, but the invoice still must get processed and allocated accordingly into the GL
### Your Return On Investment Use Case

<table>
<thead>
<tr>
<th>Use Case</th>
<th>Manual Invoice Processing</th>
<th>AI-Based Invoice Processing</th>
</tr>
</thead>
<tbody>
<tr>
<td>Invoices</td>
<td>500</td>
<td>500</td>
</tr>
<tr>
<td>Time to Process Per Invoice</td>
<td>10 minutes</td>
<td>30 seconds</td>
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<tr>
<td>Total Time to Process</td>
<td>5,000 minutes or 83.33 hours</td>
<td>250 minutes or 4.17 hours</td>
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<tr>
<td>Average Bookkeeper Hourly Pay (Salary.com)</td>
<td>$21</td>
<td>$21</td>
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<tr>
<td>Total Labor Cost</td>
<td>$1,749.93</td>
<td>$87.87</td>
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<tr>
<td>Vic.ai Monthly Subscription</td>
<td>N/A</td>
<td>$499</td>
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<tr>
<td>Final Cost</td>
<td>$1,749.93</td>
<td>$586.57</td>
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"It took us hours to process accounts payable. Now it takes at most 10 minutes with complete accuracy." -- Dan Luthi, COO at Ignite Spot Accounting Services
There are many parameters that can influence the numbers, like:

- Client size
- Client rollout pace
- Quality of data
- Size of vendor and GL chart

We improve our platform every month with better image detection and better AI algorithms, in addition to simply having more data.

Constantly trying to achieve fuller automation.
Best Practice Model for Implementation

- Agree on a simple plan to move forward for the next 3 to 4 months
- Assign 1-2 user’s as a champion at the firm
- Choose 5-10 clients to implement
- Minimal onboarding and training required, we’ll do the heavy lifting for you
- Build out proof of concept and ROI
- Then scale, training more users, and adding more clients
- Add more modules, implement more clients
Thank You
Liz and Heather’s Coolest thing

Bank Statement Fetch in QuickBooks Online
Reconcile

Which account do you want to reconcile?

Account

Add the following information

Last statement ending date 12/31/2019

Beginning balance 18,090.00

Ending balance *

Ending date *

Enter the service charge or interest earned, if necessary

Date

Service charge 0.00

Expense account Administrative Expense

Date

Interest earned 0.00

Income account Interest Earned
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<tr>
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<th>Report period</th>
<th>Ending Balance</th>
<th>Changes</th>
<th>Auto Adjustment</th>
<th>Statements</th>
<th>Action</th>
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<td>First Financial Bank</td>
<td>All Dates</td>
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<td>📄 Attachments</td>
<td>View report</td>
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<td></td>
<td>Attach</td>
<td>View report</td>
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It’s Time to Raise a Toast to:
A (I)quavit Negroni

Ingredients
- 1 oz aquavit
- 1 oz Campari
- 1 oz Lillet Blanc or sweet vermouth

Instructions
1. Add all ingredients to a cocktail shaker with ice
2. Shake for 30 seconds
3. Strain into a rocks glass over cubed ice
4. Garnish with a twist of orange peel
Accountants + Apps = Win!

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- Read our blog
- Send us a message 😊

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🌱 Join The The ‘Appy Hour Lounge Facebook Group
  https://www.facebook.com/groups/qbappyhour/
🌱 Register for Zoom so you can join the fun!
Upcoming Episodes

- May 26 – Deep Dive with Matthew Fulton and ADP
- June 9 – Practice Ignition Panel Discussion
- June 16 – Automate your A/R with ARCollect
- July 14 – FundBox
- August 11 – Melio Payments
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