

AI INVOICE PROCESSING

Acme automates three-way matching across 14,000 invoices a month and 3,200 vendors.

POTENTIAL VALUE · FIVE LINE ITEMS

Revenue lift	\$0
Cost takeout	\$1.32M
Risk-cost avoidance	\$215K
Working capital	\$370K
Decision velocity	\$0
GROSS VALUE	\$1.905M

ADOPTION REALITY · TWO MULTIPLIERS

Adoption rate	87%
AP staff relieved of manual drudgery.	
Workflow coverage	71%
Auto-match for roughly 71%; exceptions routed to humans.	

TRUE COST · YEAR 1 TCO

Build	\$195K
Run / MLOps	\$58K
Change management	\$44K
Governance	\$22K
Tech debt	\$0
Incident reserve	\$8K
TOTAL YEAR 1 TCO	\$327K

Reuse credit	none
First AI initiative – no prior infrastructure to carry forward.	

$\$1.905\text{M} \times 87\% \times 71\% = \1.177M realized
 $(\$1.177\text{M} - \$327\text{K}) \div \$327\text{K}$. Clears the 10% MARR hurdle by 26x. Fund Tranche 1.

YEAR 1 ROI260%