



Major Airline Soars to New Heights in Preventing Overpayments with State-of-the-Art Detection Technology

Company Background – 1 Million Invoices and Counting

The centralized shared services group of this top airline carrier, and Fortune 200 company, was processing about 1 million invoices annually on a SAP Global payable platform. Annual disbursements exceeded \$15 Billion.

This company was a long-time customer of a competitive audit firm that recovered close to \$1.5 million in overpayments annually. They had become familiar and impressed with APEX Analytix' prevention based model including the use of technology through FirstStrike™ Commercial to identify future overpayments prior to disbursement.

The Business Challenge – Too Many False Positives

The SAP system being utilized generated a Potential Duplicates report with the intention of helping shared services capture overpayments before they occurred. Unfortunately, the report became an extremely large document filled with false positives making it an ineffective tool for the group to use to proactively identify potential overpayments.



The opportunity to prevent and/or recover millions of dollars through technology became even more compelling when they learned that FirstStrike™ provided the ability to identify historical overpayments.

FirstStrike™ Implementation – Technology to the Rescue

The process of installing FirstStrike™ began in September 2006. Installation was completed by mid-September, FirstStrike™ was live by the end of the month and internal training facilitated the first week of October. The company was on its way to using cutting edge technology to revolutionize shared services operations from that day forward.

The Results – 30 Days to ROI

Within only 30 days of utilization, FirstStrike™ identified enough historical overpayments to pay off the full cost of the application; the most rapid ROI achieved with a software solution.

All other historical overpayments identified and future overpayments prevented through FirstStrike™ will now be directed to positively impact the company's bottom line. This company achieved 100% ROI for FirstStrike™ in only one month and serves as a classic example of the old adage, "An ounce of prevention is worth a pound of cure."

