

How to Thrive in Challenging Times



**TAWPI 2009
Forums & Expo**
Walter E. Washington
Convention Center

TAWPI Resources Provide New Approaches to Achieving Business Process Improvements in a Tough Economy

It's a tight economy out there, and companies across the board – from financial services companies and utilities to healthcare providers and government entities – are concerned about reducing costs and gaining efficiencies in their operations. This is no time to take a 'wait and see' approach to what the economy might do. It's time to take action by exploring different approaches to payments and document automation – business process improvements you may not have thought of. This proactive approach will help you survive these turbulent economic times, and give your organization a head start on its competitors when the economy recovers. Skeptical? Consider the case of DuPont.

During the Great Depression, it was tempting to put off investments. Yet, *U.S. News & World Report's* Rick Newman points out that in 1930 chemical company DuPont increased research and development spending and, by the end of the decade, it brought neoprene and its cousin, nylon, to market. Within a couple of years, Warren notes, the two materials were used in every automobile and airplane made in America, and DuPont was one of the most successful companies in the world.

A key attribute of those organizations that succeed during difficult times is a strong understanding of what is going on around them, and shrewdly leveraging technologies and tools to respond quickly.

And this is where payments and document automation technology comes in, because it's a great way for organizations get more efficiency from their operations, as well as greater corporate agility.

Today's payments and document automation technologies not only eliminate the cost and waste associated with manual processes. They allow organizations to leverage mission-critical data to drive process improvements from the point of capture, while feeding enterprise information systems. The ability to have information "trickle-up" through an organization just isn't feasible in a manual environment and opens up new ways to reduce costs, increase revenue, and enhance service.

I'm not talking about a major overhaul to the way you do business. It's really about leveraging new technologies, tools and processes to expand the ways in which your business uses its data.

This is where TAWPI comes in.

We have events, resources and training specifically designed to help organizations easily tap into this opportunity – like our TAWPI 2009 Forum & Expo in Washington, D.C., which features dozens of sessions with payments and document automation strategies – along with interactive, peer-to-peer forums – like our Payments Capture & Clearing Council – to help you develop a comprehensive strategy.

There's also our Healthcare Payments Automation Summit (HPAS), an event especially developed for sharing work process improvement strategies and best practices in the healthcare payments space.

TAWPI also is forging a strategic partnership with International Accounts Payables Professionals (IAPP) to deliver resources for shared services in accounts payable and accounts receivables automation. Next year, our associations will co-locate their annual conferences at the Gaylord Texan, creating an event of unprecedented scale and value for financial services professionals.

And there's no time to like the present to leverage TAWPI's resources, because it can really help your organization turn this challenging economic time into a great time of opportunity and growth.

I hope to see you at TAWPI's Forum & Expo in Washington, D.C. In the meantime, if you have any questions or comments, feel free to contact me at 717-767-2574 or via mbrousseau@tawpi.org.

Sincerely,
Mark Brousseau, Editor

A handwritten signature in black ink, appearing to read "Mark Brousseau".