



Accelerating the Financial Close: **Automation Today!** **AI Tomorrow?**

Brian Terrell
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Hello!

I'm Brian Terrell



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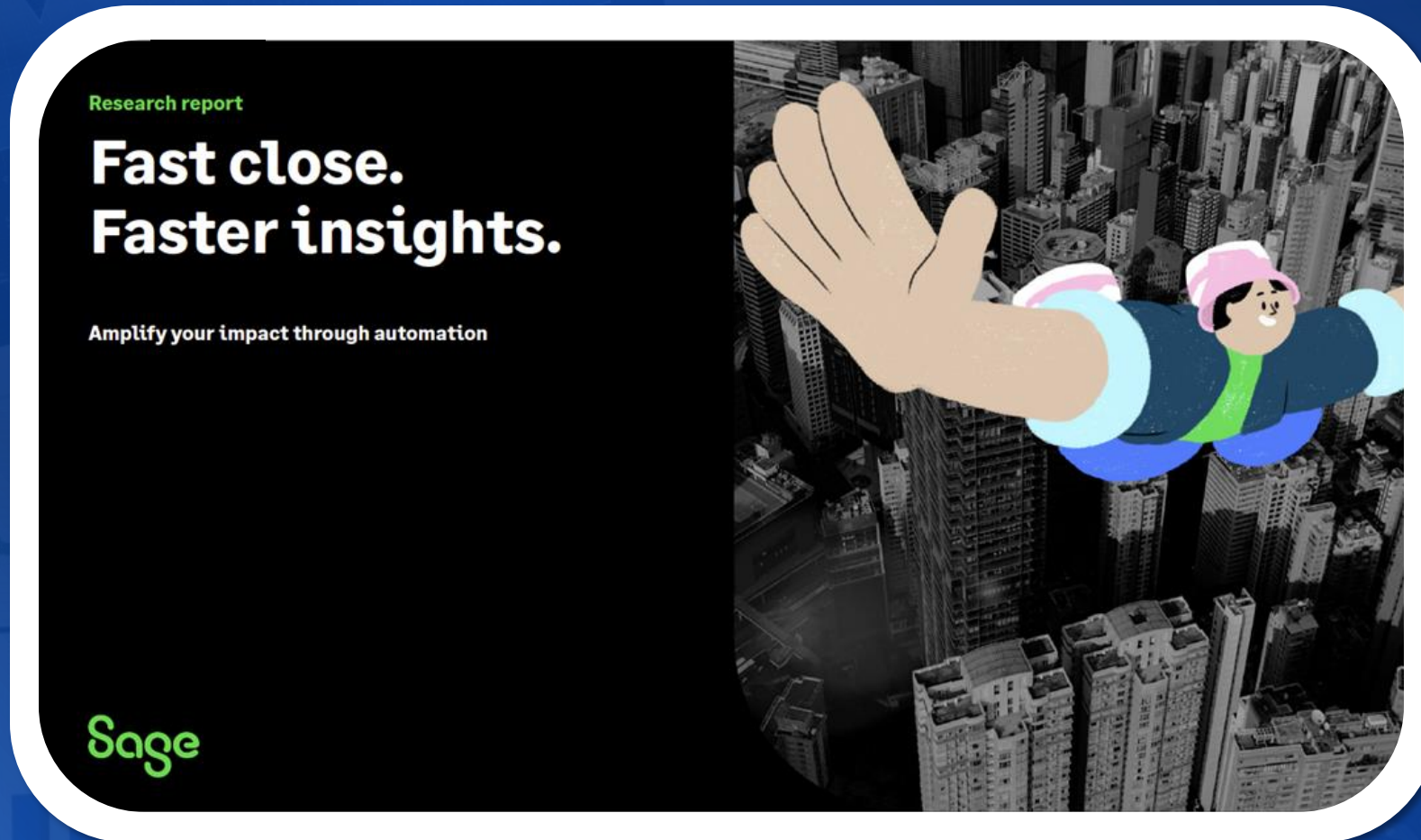
Let's Connect



Agenda

- How does automation impact the financial close?
- What current automations impact the financial close?
- How might future automations impact the financial close?

How are my Peers Closing the Books?



Source: Sage E-book Research Report Fast close. Faster insights, 2023

What is the Small and Mid-sized Market?

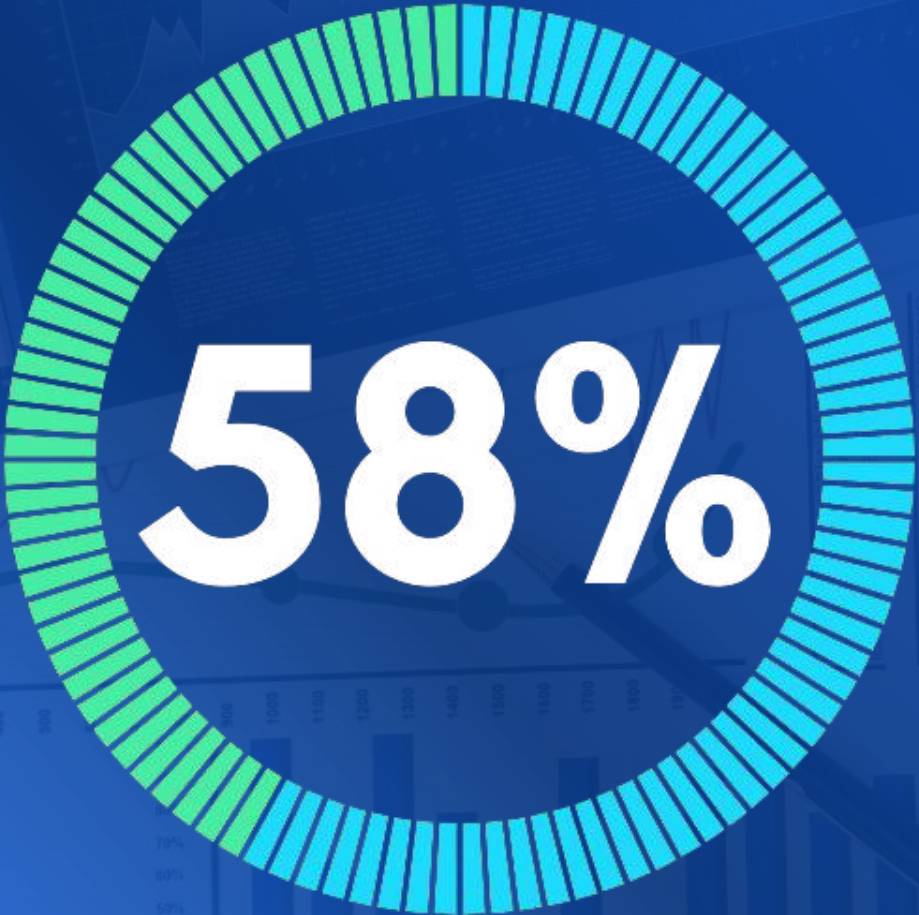
**\$10M to
\$75M**

**2 to 10
Users**

Upgrading from:

- **Quickbooks Desktop, Online, Sage 50**
- **Legacy on-premises applications**
 - Sage 100, 300, 300 CRE, 100 Construction, 500
 - Microsoft Dynamics GP, SL, NAV, AX
 - Epicor 9, CYMA, Deltek Vision, SYSPRO
 - SAP Business One, Sage X3, MYOB
 - MYOB Premier Enterprise, Exact Macola
 - Infor Syteline, Infor Visual

Why Automate to Accelerate the Financial Close?

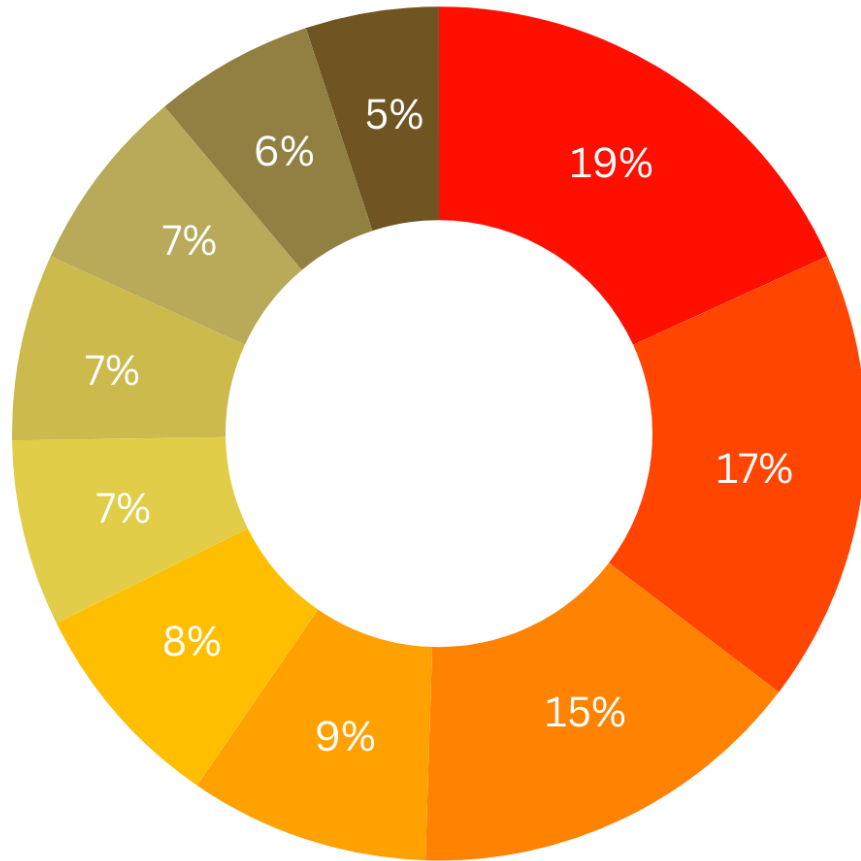


58%

Those with the most automation spend 58% of their time on value-added strategic activities, like:

- Data Analysis
- Training/personal development
- Strategic planning
- Team and culture building
- Personal wellbeing

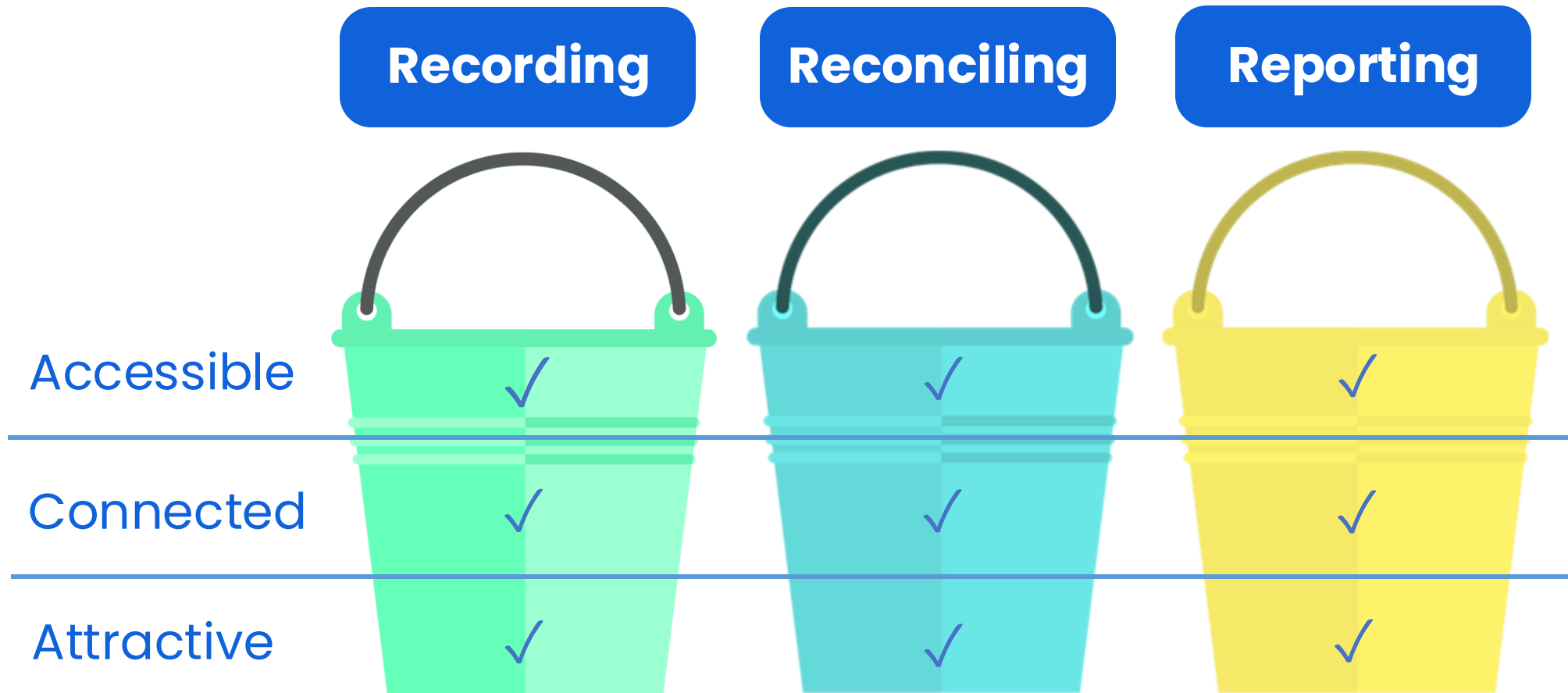
What is the Financial Closing Pain Point Index?



What is the Financial Closing Pain Point Index?

- Journal Entries
- Bank Reconciliation
- Reviewing Transactions for Accuracy and Anomalies
- Financial Reporting
- Capturing Data from External Documents
- Capturing Data from External Systems
- Managerial Reporting
- Month End Allocations
- Inter-Entity Transactions
- Accruals

What Slows Us Down?



What Accelerates the Financial Close?



Bank Feeds



**Automatic
Allocations**



**Transaction
Anomaly
Detection**



Integration



**Inter-Entity
Transactions**



**Purchasing
Workflow**



**Account Payable
Automation**



**Fixed Asset
Automation**



Multiple Books

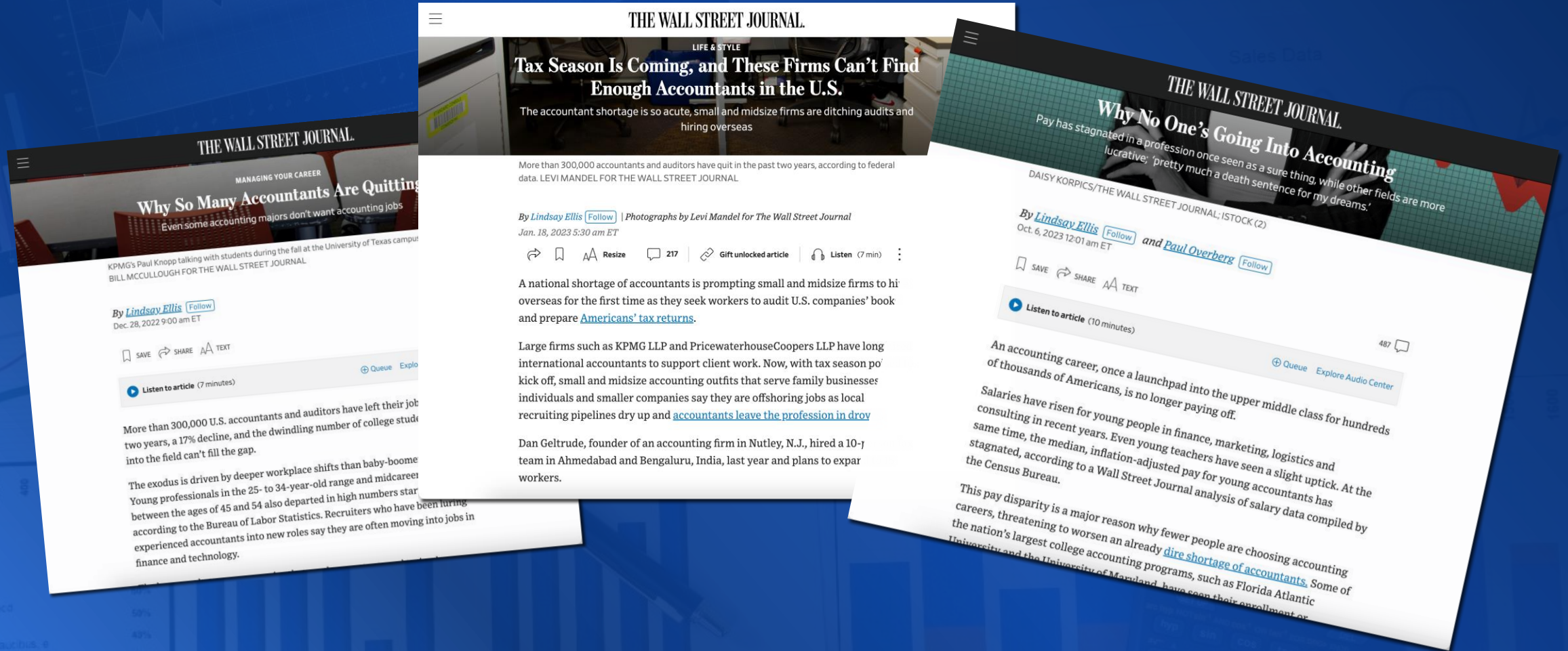


**Continuously
Consolidated Financial
Statements**



**Dashboards and
Automated Report
Distribution**

Why Does Automating the Financial Close Matter?



Who Has Responded the Fastest with AI?



Copilot



Copilot in PowerPoint



Copilot in Word



Copilot in Outlook



Copilot in OneNote



Copilot in Excel



Copilot in Teams



Copilot in Loop

What is Artificial Intelligence?



THINK: Artificial Intelligence (AI)

Voluminous structured data, mass computing power, contextual linking, narrow use case



LEARN: Machine Learning

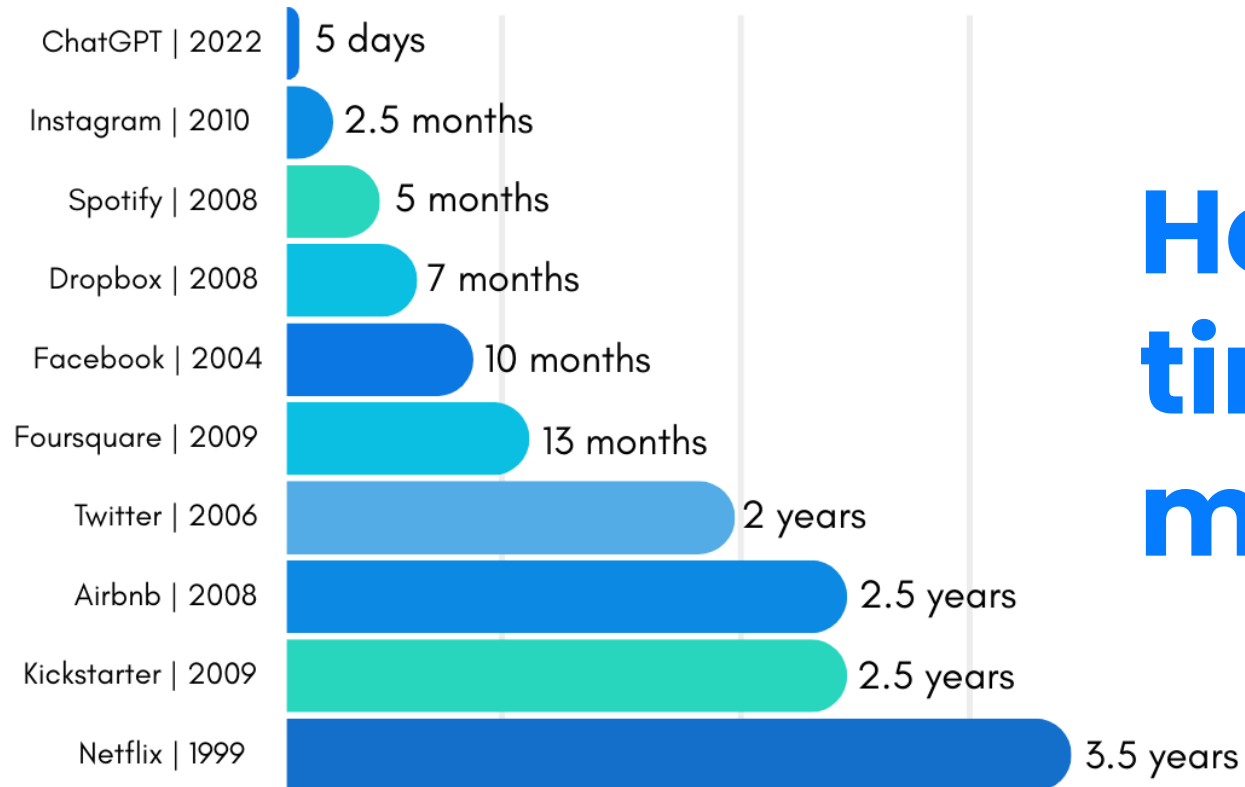
Structured, repetitive, rule-based, digital format



DO: Robotic Process Automation

High volume of structured data, trial & error, refine rules over time

Is ChatGPT a Big Deal?



**How much
time for 1
million users?**

What is a Large Language Model?



Are Large Language Models Good or Bad?



**Technology happens.
It's not good, it's not bad.
Is steel good or bad?**

–Andy Grove



WSJ's "Take On the Week" – November 17, 2024



<https://on.wsj.com/4lbrlWr> or Apple Podcasts, Spotify or Amazon Music

Hector Garcia “ChatGPT Operators” – January 23, 2025

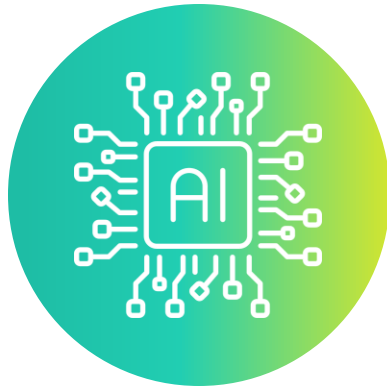


https://www.youtube.com/watch?v=Nenz2_Df0rg

How Might AI Impact the Financial Close?



**Copilots &
AI Agents**



**Staff
Recruiting**



**AI-native
Applications**



**Eliminate
the Close?**

What Does the Future Hold?



AI-native accounting software



More industry specific applications, fewer add-ons, additional functionality

- Less best-in-class focus
- Less monolithic apps



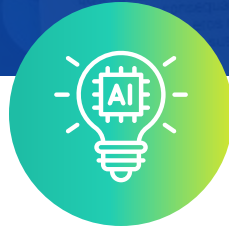
Independent software publisher and reseller consolidation

What is AI-Native ERP?



Industry-Focused

Solving one industry's problem, not multiple



AI-Built Products

Developed from the ground up using AI



Agents Performing Mundane Tasks

Automating processes like AP and end-of-month tasks



No Technical Debt

Absence of monolithic architecture



AI-Driven Coding

Faster feature rollouts

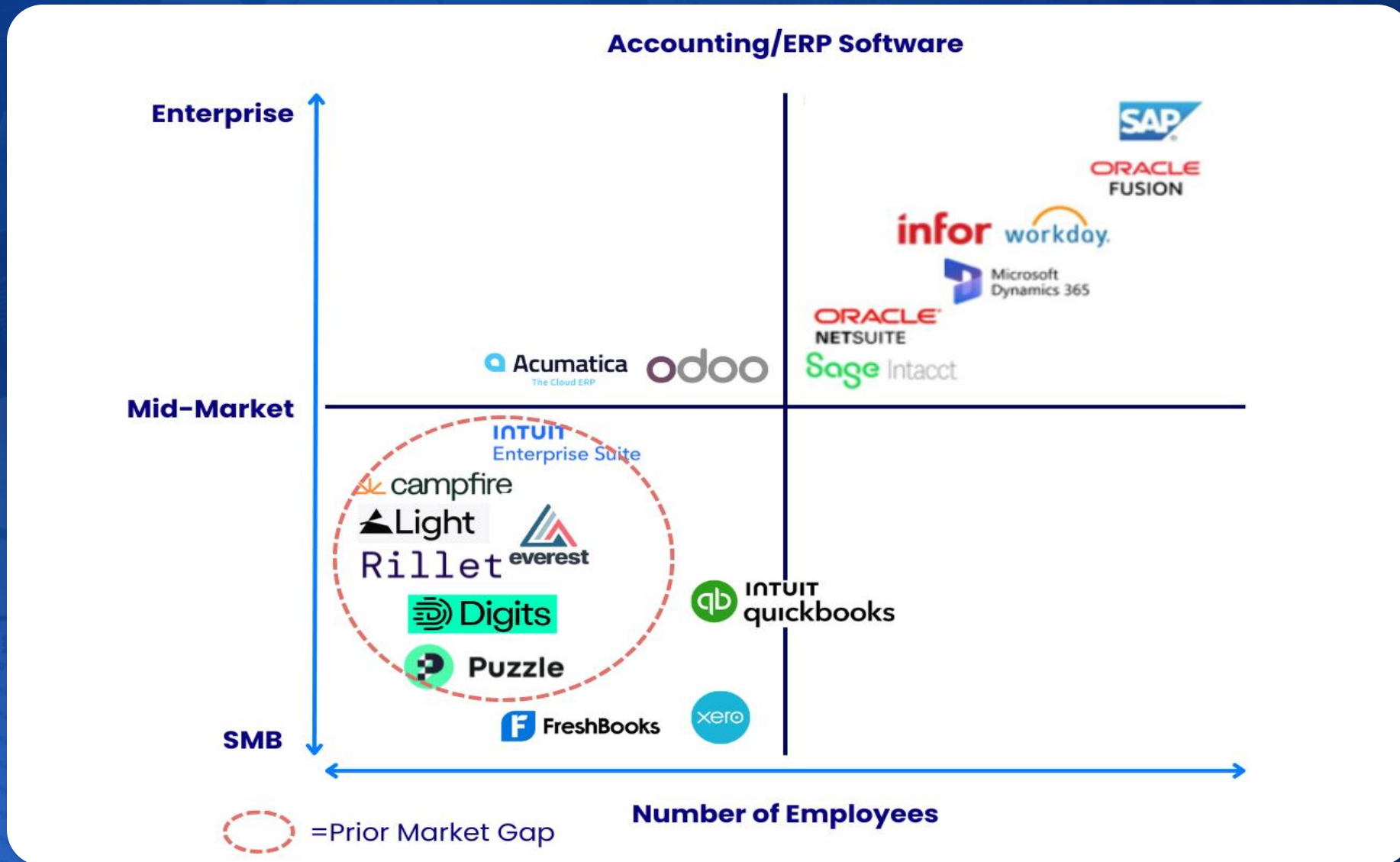


Quick Implementation



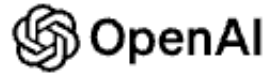
Ease of Use

Who is Pursuing the Mid-Market?



Source: Morgan Stanley Research, Mid-Market ERP Disruption whitepaper, July 26, 2025

What Should I Know?



Research ▾ API ▾ ChatGPT ▾ Safety Company ▾

2. How we use personal information

We may use Personal Information for the following purposes:

- To provide, administer, maintain and/or analyze the Services;
- To improve our Services and conduct research;
- To communicate with you; including to send you information about our Services and events;

information in anonymous or de-identified form and we will not attempt to reidentify the information, unless required by law.

As noted above, we may use Content you provide us to improve our Services, for example **to train the models that power ChatGPT**. Read [our instructions](#) on how you can opt out of our use of your Content to train our models.

What Should I Know?

Settings

⚙️ General

🔔 Notifications

👤 Personalization

🗣️ Speech

📁 Data controls

👤 Builder profile

🔗 Connected apps

🔒 Security

💳 Subscription

Theme

System ▾

Always show code when using data analyst

☒

Show follow up suggestions in chats

☒

Language

Auto-detect ▾

Archived chats

Manage

Archive all chats

Archive all

Delete all chats

Delete all

Log out on this device

Log out

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🗣️ Speech

📊 Data controls

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🔗 Connected apps

🔒 Security

📅 Subscription

Improve the model for everyone

Off >

Shared links

Manage

Export data

Export

Delete account

Delete

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THE \$OUL OF ENTERPRISE



Hector Garcia, CPA

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Questions? Thank You!

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