



HFS Hot Vendor:

Xelix

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Introduction

The HFS Hot Vendors are an exclusive group of emerging players, each with a differentiated value proposition for the HFS OneOffice or HFS OneEcosystem. HFS analysts speak with numerous exciting startups and emerging players.

We designate a select group as HFS Hot Vendors based on their offerings' distinctiveness, ecosystem robustness, client impact, financial position, and the impact in our OneOffice and/or OneEcosystem Frameworks. The HFS Hot Vendors may not (at the time of writing) have the scale and size to be featured in our Top 10 reports, but they have the vision and strategy to impact and disrupt the market.

Data-science-based bolt-ons to improve procure-to-pay systems

Author: Khalda De Souza

CFOs are under increasing pressure to transform their accounts payable (AP) function and deliver quantifiable business outcomes. Outside of basic document processing, the opportunity for automation and process improvement within AP is huge.

UK-based firm Xelix, founded by university friends Paul Roiter and Phillip Watts, developed "The Accounts Payable Control Centre." Xelix's application bolts onto customers' enterprise resource planning (ERP) and procure-to-pay systems, providing enriched functionality without requiring system upheaval. Key benefits include overpayment prevention, process automation, and enhanced team productivity. The solution aggregates data from different systems, providing a consolidated view of AP across a business.

The Xelix platform currently has three solutions, all using machine learning (ML) to re-design core AP processes. With the vendor's modular approach to offerings, customers can implement Xelix's products in a matter of weeks. The offerings include

- Xelix Protect: The real-time payment audit module identifies payment risks such as duplicates, posting errors, and fraud, allowing correction before the pay run. Using machine learning, it continuously learns and improves accuracy over time while replacing a typically manual audit process for AP teams.
- Xelix Statement Reconciliation: This module provides a full workflow to automate the supplier statement reconciliation process. This is the golden control in AP, yet it is often underutilized due to process pains.
- Xelix Insight: This self-service business intelligence tool enables insights from AP and procure-to-pay (P2P) data. Users can build reports and charts in minutes without special training.

Xelix charges an annual license fee to customers, which can be up and running and delivering value in as few as four weeks.

Xelix has been focused on customer success from the outset, including being responsive to customer concerns and facilitating a collaborative environment where product feedback and co-development with customers are highly valued.

One customer said that the volume of their statement reconciliations had quadrupled each month since using Xelix. They also confirmed that they were up and running in weeks, loved the ease of use of the Xelix product, and appreciated the weekly contact calls for support and feedback with the Xelix team.

Most of Xelix's customers are based in Europe, but the vendor has a rapidly growing US customer base alongside customers in Australia and India. Xelix has built an impressive list of partners, including top-tier business process outsourcing (BPO) providers, consulting firms, and transformation firms. The company has also signed regional re-seller deals to support international expansion.

With two rounds of funding totaling \$7.5 million behind it, Xelix plans significant investment in product R&D to enhance the breadth and depth of its product capabilities and strengthen its partner program for international market entry. Xelix is building out further data science-led solutions for accounts payable before expanding into adjacent areas such as accounts receivable.

HFS' take

We made Xelix an HFS OneOffice Hot Vendor because it combines data, ML, and workflow to deliver end-to-end process improvements. Xelix uses artificial intelligence (AI) and cognitive tools to optimize the AP function without competing with core P2P suites.

Manual audits of data and other fundamental AP processes are still inefficient, prone to mistakes, and potentially costly. Adding AI and ML to these processes has clear benefits for cost savings, efficiency gains, and, importantly, keeping staff engaged in a time of high turnover. Xelix offers CFOs a solution that is quick to implement with demonstrable ROI.

A growing, satisfied customer base and partnerships with leading global system integrators suggest Xelix is well placed to respond to the growing demand for finance transformation with products to solve specific pain points without requiring hefty IT investment or disruption.

Vendor factsheet

- **Founded:** 2018
- **Key personnel:** Founders Paul Roiter, CEO; Phil Watts, CPO; Max Whyte, CRO
- **Headquarters:** London, UK
- **Employees:** 35
- **Number of customers:** ~50
- **Key customers:** Wilko, McBride, Euro Car Parts, Springer Nature, ELFS Shared Services
- **Investments:** \$7.5 million in total funding, including \$5 million Series-A announced June 30, 2022
- **Ownership:** Private company
- **Geographic coverage:** Global
- **Products:** Xelix Protect, Xelix Statement Reconciliation, Xelix Insight
- **Functions supported:** Accounts payable, procure-to-pay
- **Industry focus:** Cross-industry, with many customers in manufacturing and retail
- **Partners:** Include Capgemini, Genpact, Proservartner, Profectus



About HFS

Insight. Inspiration. Impact.

HFS is a unique analyst organization that combines deep visionary expertise with rapid demand side analysis of the Global 2000. Its outlook for the future is admired across the global technology and business operations industries.

Its analysts are respected for their no-nonsense insights based on demand side data and engagements with industry practitioners.

HFS Research introduced the world to terms such as "RPA" (Robotic Process Automation) in 2012 and more recently, the HFS OneOffice™. The HFS mission is to provide visionary insight into the major innovations impacting business operations such as Automation, Artificial Intelligence, Blockchain, Internet of Things, Digital Business Models and Smart Analytics.

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