

Article

The ‘Magic’ in the Gartner® Magic Quadrant™

Why Technology Alone Won’t Win the Future of Accounts Payable

In the realm of accounts payable (AP) automation, it’s not flashy spells or elaborate illusions that create the magic: It’s in the mastery of execution. Many companies rush to automate supplier invoice management, believing the right features alone will conjure success. But as any seasoned AP-magician knows, the real enchantment lies in precision, vision and seamless execution.

This is precisely how Esker has earned its place as a Leader in the 2025 Gartner® Magic Quadrant™ for Accounts Payable Invoice Automation. Recognition in this prestigious evaluation isn’t just about the technology, it’s about how that technology transforms everyday operations.

Want to step behind the curtain and see how Esker Synergy AI helps turn smart, scalable technology into real-world results? Here are three real-life examples:

Boston Red Sox: Swinging for speed, savings & strategy

When the Red Sox selected Esker to replace their custom AP workflow tool, they got more than automation — they got control, customization and visibility.

Key results:

- 25% decrease in average DPO
- New revenue/savings opportunities thanks to increases in early payment discounts and eliminated late fees
- More time for value-added activities such as:
 - Enforcing policy and strengthening internal controls
 - Identifying further cost-saving opportunities
 - Rapid issue resolution
- Increase in supplier satisfaction thanks to quicker turnaround of invoices and timely payments



- Enhanced visibility into essential information such as which invoices belong to what supplier and which invoices awaiting approval need to be accrued by month-end

“Esker Accounts Payable had the capabilities we needed to drastically improve our AP invoice processing efficiency and mitigate any issues caused by higher volumes.”

— Ryan Scafidi, VP, Financial Planning & Operations

Baldwin Supply Co.: Driving efficiency across the organization

By pairing with Esker, Baldwin Supply created an AP environment where manual work vanished, and visibility expanded.

Key results:

- Eliminated 98% of paper within the AP department since automating
- Achieved touchless processing for 75% of non-direct PO invoices, saving employees considerable time
- Improved invoice turnaround time to 3 days
- Strengthened supplier relationships with quicker responses on inquiries and faster invoice turnaround
- Better employee morale thanks to fewer manual reconciliations and the ability to find information with greater ease and efficiency
- Enhanced visibility into essential AP information (which invoices belong to what supplier, which invoices are awaiting approval, etc.)

“One of the ‘boxes’ Esker checked is allowing us to free up our folks from manual work so they’re able to focus on value-added activities.”

— Paul Bohlsen, CFO, Baldwin Supply Co.

Algoma Steel: Resilience, speed & remote readiness

Algoma Steel wasn’t just chasing digital transformation—they needed a **future-proof AP process** that could survive a sudden shift to remote work:

Key results:

- 40% increase in touchless auto-posting of invoices Faster invoice approvals and processing now takes minutes, not days AP staff redeployed to more value-added, meaningful work based on their skill sets



- Enhanced visibility into key information such as invoice status, team workloads and delays
- Data-driven management decisions thanks to detailed metrics and reporting functionality

“Our team’s job is no longer playing with paper all day and keying things into a computer. Everyone’s role is more fulfilling and adds real value to the business. We don’t feel like we’re underwater anymore.”

— Sharon Seeler, Frontline Supervisor of AP & Indirect Tax, Algoma Steel

If you're exploring the next steps in AP automation and want to find out what makes Esker a true Leader in the market, **download your complimentary copy of the 2025 Gartner® Magic Quadrant™ for Accounts Payable Invoice Automation** here:

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About Esker

Esker is the global authority in AI-powered business solutions for the Office of the CFO. Leveraging the latest in automation technologies, Esker's Source-to-Pay and Order-to-Cash solutions optimise working capital and cashflow, enhance decision-making, and drive better collaboration and human-to-human relationships with customers, suppliers and employees. Esker operates in North America, Latin America, Europe and Asia Pacific with global headquarters in Lyon, France, and U.S. headquarters in Madison, Wisconsin. For more information on Esker and its solutions, visit www.esker.be.

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