



**With Glean, Laika's
Finance Team is Ready for
Growth**



Laika, a fast-growing compliance startup, has a lean finance and accounting team of one. Glean provides the automation and visibility their finance manager needs to scale successfully without the need to hire any additional dedicated AP personnel.

Finance Team of One Needs Streamlined Processes as Laika Grows

Jake Liebersohn is the sole member of Laika's Finance Team, but business is ramping up and he knew his current manual system to manage AP just wouldn't be able to cut it.

Says Jake, "When I joined Laika, the legacy system for AP processing was 100% manual. I would receive invoices throughout the month and simply move them into a folder in my Gmail. At month-end, I'd open the folder and one-by-one manually enter each invoice into a Google Sheet and take action on it."

"Within the running Google Sheets AP tracker, I'd mark what's paid and unpaid, what has been submitted, etc. But business is ramping up, we're using way more third-party vendors, and there are a lot more invoices coming through. I knew that the legacy Google Sheets process wasn't an efficient or scalable process to accompany the hyper-growth of our organization."

Jake's Lightbulb Moment: Cash out is as important as cash in

"If you asked me how revenue looked for the last month or the last quarter, I could give you a clear answer and tell you specifically what was driving fluxes month over month – both from a GAAP and cash perspective."

"But if you asked me the same question on the expense side of the house, I really wouldn't be able to tell you the key drivers of fluctuations month over month without a little digging into my existing systems."

AFTER GLEAN: All-in-One Finance and Clear Visibility

Glean was able to provide Jake with the visibility, ease of use and automated processes that he knew he needed. "Glean gave us the obvious time savings from invoice automation, but the added ability to analyze historical expenses is what makes it stand out from a basic AP Automation offering like Bill.com"



Company

Laika

How would you describe Glean to a friend?

Glean is a tool that meets all the basic accounting needs that bill.com would but also provides enhanced reporting through various dashboards and 'gleans' which allow me to easily figure out the trend in my vendor spend and pick out any irregular activity that I may want to be aware of.

ROI of using Glean

It has helped Laika to call out potentially excess spend to the department leaders, but at this point, time savings versus legacy google sheets system is the biggest return on the investment.

"By far, my favorite feature is the ability to look at a vendor homepage and easily see all the recent and longer term activity in terms of spend with that vendor. I am easily able to find all the spend of a specific vendor and figure out based on these tables / dashboards what to expect for this vendor in the upcoming time period."

–Jake Liebersohn, Finance Manager

Proactive Reporting for Budget Owners

Glean provides that crucial visibility into expenses that a growing, Series A company needs. "An important part of my role is paying close attention to burn rate," says Jake.

With Glean, Jake pulls together a monthly financial summary so that he can get a clear view of what is happening on the expense side of the business.

Glean's the Smartest AP Solution Out There

Jake is very happy with his decision to use Glean for AP and spend analytics. "I would definitely recommend Glean over other AP tools," says Jake. "It performs all of the day-to-day accounting automation duties that typically come with an AP platform, but in addition, it provides critical spend insights and visibility into what's happening in each department."

See what Glean can do for you. Go to glean.ai/request-a-demo

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