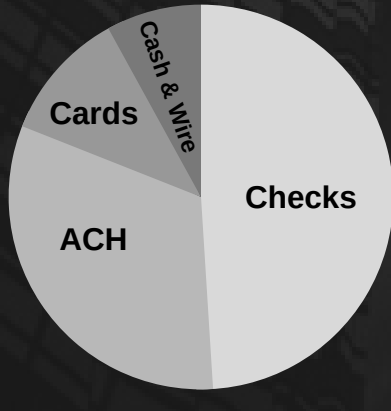




B2B PAYMENT LANDSCAPE EVOLUTION

As the B2B payment landscape continues to grow and evolve, companies have found themselves forced to adopt new technology and solutions within their Accounts Receivables (A/R) operations to meet the needs of their customers' payment preferences. This has created a complex mash-up of disparate, siloed systems that have resulted in time-consuming, error-prone, manual processes. The time has come to tear down these legacy, siloed systems and adopt a *truly* integrated receivables platform.

Here's a look at how the B2B payment landscape is changing, and how corporate customers, banks and FinTech providers can team-up to put an end to A/R silos.



\$23 TRILLION IN B2B SALES BY 2020¹

B2B Payment Landscape²

- Checks: **~50%** (down from **63%** in 2014)
- ACH: **32%** (up from **22%** in 2014)
- Cards: **11%** (up from **8%** in 2014)
- Cash and Wire: **8%** (up from **7%** in 2014)

By 2020, it is anticipated that ACH will account for 45% of B2B payments, checks 34%, cards 12.5%, and cash and wire 8.5%.²

HOW DID WE GET HERE?

Over the years, as businesses have added new systems to support the acceptance and processing of multiple payment methods and channels, an unintentional complex puzzle of disparate systems and processes has been created.

As technology has advanced, new, highly configurable, cloud-based receivables processing platforms have emerged to help companies tear down the legacy siloed systems that have hindered their A/R operations with tedious, inefficient and costly processes for far too long.

INTEGRATED RECEIVABLES: HIGH PRIORITY FOR BANKS AND CORPORATES

70% of banks rank integrated receivables technology as a 'high' priority.³

73% of corporate treasury professionals say a bank's ability to provide an integrated receivables offering is 'important' or 'extremely important', when selecting a new banking partner.⁴

DISCONNECT BETWEEN INTEGRATED RECEIVABLES PRIORITIES AND ACTION

31% of banks were only in the "planning" stage during 2017.³

50% of banks were still 3+ years away from rolling out the technology.³

BALANCING PAYMENT PREFERENCES

Even as businesses race towards converting a larger mix of their receivables to electronic payments, the truth remains that a successful A/R department has to efficiently manage numerous payment methods and channels.

While your A/R organization probably has a preference for how you'd like to have your customers pay, it is highly likely that your customers have a different preference for how they'd like to pay you.

PAYMENT PREFERENCES IN ACTION

94% of companies continue to use checks to pay their major business suppliers.⁵

Meanwhile...

80% of businesses report that they'd prefer accepting ACH remittances from their customers.⁵

But...

21% of companies do not have the proper system in place to accept ACH payments.²

34% of companies accept ACH, but receive them without the proper remittance data.²

And don't forget about cards...

55% of organizations accept card payments from customers.⁵

Ultimately, as companies build their strategies for streamlining their A/R operations, it's important to remember that electronic payments may not be the miracle payment method they seem, seeing that...

69% of companies report a lack of integration between electronic payments and accounting systems to be a key barrier to adopting electronic payments.⁵

COSTS OF INACTION

Free yourself from the siloed systems (and their mounting costs) holding you back. Managing and maintaining multiple systems spanning different payment methods and/or channels adds significant costs, inefficiencies and potential points of failure within your A/R operations.

Each time a set of eyes has to look at a payment, it costs you money. The time it takes to manually review and post payments adds up quickly--and so do your costs.

THE HALLMARKS OF A TRULY INTEGRATED RECEIVABLES PLATFORM



A single, modular solution to consolidate all payment methods and channels



100% cloud-based, Software as a Service (SaaS) design and deployment



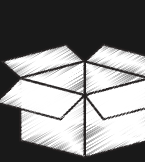
Straight-Through Processing: Automate payment and remittance acceptance, processing AND posting



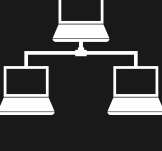
Flexible integration with any back-office system(s), bank(s) and merchant processor(s)



Complete Electronic Invoice/Bill Presentment and Payment (EIPP/EBPP) capabilities



Seamlessly integrated APIs, SDKs and web services



Advanced Administration features simplify solution deployment and support



Multiple layers of proactive security and compliance (PCI, SSAE 16, HIPAA and more)

Sources:

- 1 | Deloitte | B2B Payments for the Middle Market, 2016
- 2 | NACHA | 2017 CRF/NACHA Payment Benchmarks
- 3 | Aite Group | Banks Journey Into Integrated Receivables: A Three-Pronged Approach, 2018
- 4 | Aite Group | The Corporate Need for Integrated Receivables, 2018
- 5 | AFP | Electronic Payments Survey, Report of Survey Results, 2016