### Digital means

## competitive

How digitizing the order-to-cash cycle can improve client satisfaction and competitiveness in the business services sector.

#### STATE OF THE INDUSTRY **MISSED OPPORTUNITY SLOW DIGITIZATION CLIENT LOYALTY** Business services shows below-Firms can keep clients loyal by average digitization compared to offering digital ordering and other sectors payment options RISING DEMANDS **ACCELERATE CASH** Clients want digital invoicing so Digitizing financial processes they can do automatic matching means accurate invoices and cost analysis and faster payments **WORKING CAPITAL COMPETITIVE AGILITY** U.S. companies have \$1 Modernizing financial processes trillion locked up in inefficient gives firms the ability to compete effectively order-to-cash processes TIGHTENING REGULATION CHAIN OF TRUST Firms must assure clients of A firm's suppliers should their own compliance and that of match its own security and compliance standards their partners

# How to digitize order-to-cash



### Digitize by putting credit applications online to improve risk management

and reduce friction between sales and finance. **Billtrust helps you** process credit applications quickly and automatically,

monitor your whole portfolio and combine internal and external data.



#### Digitize by letting customers order online to speed up purchasing,

**Billtrust helps you** build your own web store, add your branding and link data across the lifecycle.

improve customer satisfaction and get data right from the start.

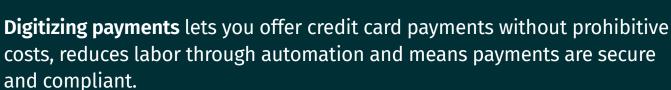


### reduces queries and disputes, and speeds up payment and reconciliation. Billtrust helps you offer your customers every billing format: print, mail, fax,

email, EIPP and even directly into their accounts payable portal.

Automating invoicing cuts out manual work, makes invoices more accurate.

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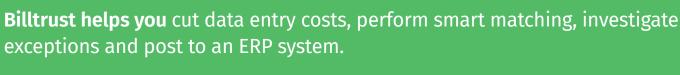
#### Billtrust helps you capture virtual card numbers and apply cash

**PAYMENTS** 

automatically, integrate with ERP systems and encourage electronic payment methods.

Digitizing cash application improves accuracy and speed of reconciliation,

CASH APPLICATION



debt and give customers a good experience.

allowing faster access to cash.

COLLECTIONS

**Replacing spreadsheets** helps you prioritize accounts, automate customer contact and improve success rates. **Billtrust helps you** prioritize accounts strategically, reduce the average age of

35%

savings on invoicing costs achieved by IDEXX Laboratories with Billtrust

solutions.

Read the full case study >

Billtrust voluntarily follows anti-money laundering best practices and holds compliance and security accreditations for:

• Cloud services (SSAE 18

processing (NACHA)

SOC 1 and SOC 2)

- Card payment processing (PCI-DSS)Health information (HIPAA)

It's critical to digitize the entire order-to-cash cycle as an integrated process. With Billtrust you will get the scalability you need, mitigate rising cost and secure competitive advantage.

