

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

How to digitize order-to-cash



CREDIT

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.



ORDER

Digitize by letting customers order online to speed up purchasing, improve customer satisfaction and get data right from the start.

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



INVOICING

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



PAYMENTS

Digitizing payments lets you offer credit card payments without prohibitive costs, reduces labor through automation and means payments are secure and compliant.

Billtrust helps you capture virtual card numbers and apply cash automatically, integrate with ERP systems and encourage electronic payment methods.



CASH APPLICATION

Digitizing cash application improves accuracy and speed of reconciliation, allowing faster access to cash.

Billtrust helps you cut data entry costs, perform smart matching, investigate exceptions and post to an ERP system.



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 debt and give customers a good experience.

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 SOC 1 and SOC 2)
- Electronic payments processing (NACHA)
- 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.

