Digitization: The final factor

Why automating financial processes is essential for manufacturers to reap the full benefit of their digital transformation.

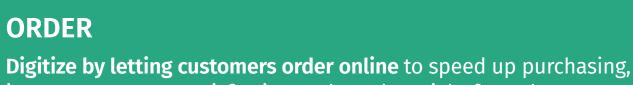
STATE OF THE INDUSTRY	MISSED OPPORTUNITY
GROWTH AND CHANGE Output is humming, capacity utilization is up, but the nature of business is changing	PROCESS AUTOMATION Firms need automated financial processes to handle diverse transactions at scale
NEW BUSINESS MODELS The sector is adopting new operating models, yet only 20% are 'highly prepared'	INTEGRATED SYSTEMS Emerging business models like MaaS can't function without integrated financial systems
SKILLS SHORTAGE Manufacturing faces a talent shortage, with a predicted 2.8 million jobs unfilled by 2028	SKILLS AUTOMATION Firms can sidestep the skills shortage by automating financial processes
SECURITY CONCERNS Many manufacturers have old systems that are vulnerable to ransomware attacks	CHAIN OF TRUST A partner with good security credentials can safeguard a manufacturer and its customers

How to digitize order-to-cash



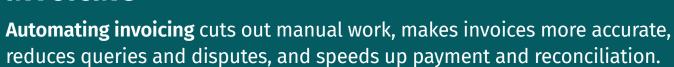
Digitize by putting credit applications online to improve risk management and reduce friction between sales and finance.

Billtrust helps you process credit applications quickly and automatically, monitor your whole portfolio and combine internal and external data.



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.



Billtrust helps you offer your customers every billing format: print, mail, fax, email, EIPP and even directly into their accounts payable portal.

INVOICING

PAYMENTS

Digitizing payments lets you offer credit card payments without prohibitive

costs, reduces labor through automation and means payments are secure



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

[S]

Billtrust helps you cut data entry costs, perform smart matching, investigate

CASH APPLICATION

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



COLLECTIONS Replacing spreadsheets helps you prioritize accounts, automate customer

contact and improve success rates.

SAINT GOBAIN AND BILLTRUST

exceptions and post to an ERP system.

Billtrust helps you prioritize accounts strategically, reduce the average age of debt and give customers a good experience.

increase in customer

electronic invoices.

70% 98%

50% reduction in invoicing

Read the full case study >

electronic presentment

achieved.

Billtrust holds compliance and security accreditations for:

• Cloud services (SSAE 18 SOC 1 and SOC 2)

Card payment processing (PCI-DSS)

Electronic payments processing (NACHA)

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.

