Digitizing core business processes, like the order-to-cash cycle, is critical to seizing market opportunity in the heavy machinery sector.

**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, reduces errors, speeds up payment processes and makes invoices more accurate.

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, reduce risk, automate transactions and speeds up payment processing.

Billtrust helps you offer your customers every payment method to streamline and automate your financial processes.

**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.

**CASH APPLICATION**

Digitizing credit applications improves access 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.

**PAYMENTS**

Digitizing payments lets you offer credit card payments without prohibitive costs, reduces errors, speeds up payment processing and makes payments more secure.

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

**IT'S CRITICAL TO DIGITIZE THE ENTIRE ORDER-TO-CASH CYCLE AS AN INTEGRATED PROCESS. THE BENEFITS WILL GET THE RESULTS YOU WANT, ENHANCE RISING COST AND SECURE COMPETITIVE ADVANTAGE.**

Learn more >

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