How digitizing the order-to-cash cycle can improve client satisfaction and competitiveness in the business services 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, makes invoices more accurate, reduces queries and disputes, and speeds up payment and reconciliation.
- Billtrust helps you offer your customers a digital ordering portal, email, fax, mail, EDI and even directly into their accounts payable 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 outstanding debt and give customers a good experience.

**PAYMENTS**
- Digitizing payments lets you offer credit and debit cards without prohibitive costs, use card tokenization through automated and manual payments on 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 applications improve 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.

**STATISTICAL DATA**
- 35% savings on invoicing costs achieved by IDEXX Laboratories with Billtrust solutions.
- 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)
  - Credit card processing (PCI-DSS)
  - Health information (HIPAA)

It’s critical and digitize the entire order-to-cash cycle as an integrated process, thus Billtrust will get that you need, replicate the order-to-cash process completely.