Billtrust Credit streamlined and accelerated the credit approval process for new Dual customers—providing complete and accurate data to inform credit decisions.

91% firmographic coverage achieved.

DUAL ELECTRONIC AND BILLTRUST 23% peer-to-peer overlap achieved.

Read the full case study >

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.

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.

ORDER
Digitize by letting customers order online to speed up purchasing, improve accuracy and reduce cost. Billtrust helps you build your own store with, add your branding and link data across the lifecycle.

INVOICING
Automate invoice creation and cash collection. Billtrust helps you offer every billing format: print, mail, fax, email, EIPP and even directly into your accounts payable portal.

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 still due and customers in poor experience.

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 improve credit applications quickly and automatically, monitor your whole portfolio and combine internal and external data.

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STATE OF THE INDUSTRY

<table>
<thead>
<tr>
<th>TRANSACTION VOLUMES</th>
<th>MISSED OPPORTUNITY</th>
</tr>
</thead>
<tbody>
<tr>
<td>Technology manufacturing handles more B2B payments than any other sector (29%)</td>
<td>DUAL ELECTRONIC AND BILLTRUST</td>
</tr>
<tr>
<td>COMPETITIVE AGILITY</td>
<td>91%</td>
</tr>
</tbody>
</table>
| Competitors utilize digital financial processes to handle the volume and diversity of future transaction flows.

<table>
<thead>
<tr>
<th>PRODUCT VIRTUALIZATION</th>
<th>23%</th>
</tr>
</thead>
</table>
| Virtualization is increasing that volume, frequency and complexity of financial systems must grow.

<table>
<thead>
<tr>
<th>ECOSYSTEM OPERATIONS</th>
<th>66%</th>
</tr>
</thead>
</table>
| Risk and fraud must now account for financial data that will now originate electronically.

<table>
<thead>
<tr>
<th>AUTOMATED MANUFACTURING</th>
<th>23%</th>
</tr>
</thead>
</table>
| Risk and fraud must now account for financial data that will now originate electronically.

<table>
<thead>
<tr>
<th>DATA-TO-CASH</th>
<th>66%</th>
</tr>
</thead>
</table>
| Digital financial systems are necessary to turn production data into cash quickly.

<table>
<thead>
<tr>
<th>DIGITAL INTEGRATION</th>
<th>66%</th>
</tr>
</thead>
</table>
| Digital financial systems allow companies to adopt ecosystem operating models.

<table>
<thead>
<tr>
<th>THINK OUTSIDE THE BOX</th>
<th>66%</th>
</tr>
</thead>
</table>
| Digitizing the order-to-cash cycle provides the agility necessary to thrive on change.

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