

Ride the wave of change

Digitizing the order-to-cash cycle will be decisive in securing the commercial agility technology companies need to succeed.

STATE OF THE INDUSTRY	MISSED OPPORTUNITY
TRANSACTION VOLUMES Technology manufacturing handles more B2B payments than any other sector (29%)	COMPETITIVE AGILITY Companies need scalable digital financial processes to handle the volume and diversity of future transaction flows
PRODUCT VIRTUALIZATION Virtualization is increasing the volume, frequency and complexity of invoicing	DATA-TO-CASH Digital financial systems are necessary to turn production data into cash quickly
ECOSYSTEM OPERATIONS Consumption and invoicing data must flow seamlessly from one party to another	DIGITAL INTEGRATION Digital financial systems allow companies to adopt ecosystem operating models
AUTOMATED MANUFACTURING Robotic factories and digital supply chains produce massive amounts of data that eventually have to be turned into a bill	THRIVE ON CHANGE Digitizing the order-to-cash cycle provides the agility necessary to thrive on change

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.

DUAL ELECTRONIC AND BILLTRUST

91%

firmographic coverage achieved.

23%

peer-to-peer overlap achieved.

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

[Read the full case study >](#)

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.

