Weathering the perfect storm

How distributors can master complexity, beat disruption and protect margins by digitizing financial processes.

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

Digitizing 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 portals.

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.

67%

increase in rate of virtual card transaction and card processing rate cut from 2.9% to 2.1% with $110,000 in overall savings when Anda implemented our solutions.

Read the full case study >

15min

reduction in payment application time for Behler-Young with improved customer satisfaction and automated invoice printing.

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How to digitize order-to-cash

Credit

Digitizing 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.

Invoicing

Automating invoicing cuts out manual work, makes invoices more accurate, reduces queries and disputes, and speeds up payment and reconciliation.

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Payments

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It’s critical to digitize the entire order-to-cash cycle as an integrated process. When Billtrust helps you get the satisfaction you need, margins rise to where they were more competitive advantage.

How State of the Industry Missed Opportunity

Incomes Complexity

Distribution is commercially and operationally complex, and transaction volumes are rising.

Integrated Digitization

As firms digitize operations, they must also digitize their financial processes.

Diverse Disruption

Diverse sectors and entities are taking hold across the economy, igniting the measure effect.

Mega Bank Pressure

Cashing in on the opportunity, mega banks are seizing their chance.

Accelerated Cash

Financial institutions leverage innovation, accuracy, reduced payment delays and release cash to the business faster.

Digital Divide

45% of the industry is putting in eCommerce systems, yet only 11% is improving finance software.

Digital Distribution

Modernizing financial processes is critical to succeed as a digital distributor.