

Get your medical supply chain payment processes unstuck



The growing set of healthcare providers that have adopted Account Payable (AP) has made getting paid more complicated for Medical companies like you.



BILLTRUST WORKS WITH OVER 120 MEDICAL COMPANIES SUPPORTING THE UNIQUE INDUSTRY NEEDS, INCLUDING:

- Medical devices and equipment
- Pharmaceuticals and Pharmacies
- Healthcare Services
- Elder care
- Vitamins and supplements
- Research and laboratories
- Dental and Veterinary Suppliers

As AP providers gain market share with large healthcare providers, suppliers face enormous pressure to accept credit cards for fear of losing their customers. AP providers want Medical Suppliers to enroll in their unique programs in order to get paid and push hard for you to accept cards.

In some cases, that's because the AP providers are also credit card issuers. Or they partner with issuers who make money on interchange fees and incentivize buyers with rebates.

Billtrust recognizes that Medical Suppliers need AR automation solutions that radically simplify complex transactions. With Billtrust, you can provide customers with flexible

payment options and integrate with card issuers with 100% PCI compliant straight-through processing.

Our job is to make it easier for you to deliver invoices into portals and capture payments with automated and accurate order-to-cash solutions.



Billtrust's solution automates and streamline the process of submitting invoices to multiple AP portals, so they're entered on time and in the proper format for each portal. Provide your customers with self-service payment options to pay their way, and reduce your DSO.

CREDIT

Billtrust Credit Application allows you to create online, custom credit applications to safely store and centralize sensitive credit information, make faster and more efficient credit decisions, and keep relevant teams informed.

INVOICING

Billtrust Invoicing streamlines and automates multi-channel invoice delivery, locally and around the world. You can cut and control operating costs while simplifying invoice presentment and giving your customers the invoicing flexibility and efficiency they need.

PAYMENTS

Billtrust Payments allows suppliers to facilitate accelerated, predictable payments on their terms while offering flexibility to all customer segments. Your customers benefit from a convenient B2B payment experience on a fully-brandable portal, while giving you the ability to accept payments through your preferred channels.

BUSINESS PAYMENTS NETWORK

Billtrust's Business Payments Network (BPN) connects order-to-cash functionality with the rest of the B2B payments ecosystem. BPN allows you to optimize both sides of the transaction by delivering invoices to AP portals your customers use and automatically capturing and processing their payments.

CASH APPLICATION

Billtrust Cash Application handles payments swiftly by turning an unnecessarily complicated process into a manageable one through automation and machine learning. As a result, you benefit from a radical improvement in match rates across all payment channels, streamlined exception handling and achieve industry-leading straight-through processing.

COLLECTIONS

Billtrust Collections optimizes collections processes by surfacing customers who need outreach most, automating repetitive tasks, providing AI predictive insights to forecast cash and optimize collections steps, and personalizing customer outreach to ensure a positive customer experience.

PROFESSIONAL & CUSTOMER SERVICES

With the help of our experts you'll accelerate time-to-value with a proven AR implementation program. Our professional services organization has identified the critical steps your business should take at each stage, from purchase to post-launch performance and beyond. Our proven blueprint sets you up for customer success and assists you in becoming an expert on your own.

Challenges we solve for medical companies:



Reduce the time and cost associated with delivering invoices regardless of customer expectations: Mail, email, EIPP and Third-party portal invoice delivery.



Check the status of invoices across all of your customers' AP portals



Speed up payments while keeping the cost of payment acceptance to a minimum.



Make smart choices regarding surcharging to reduce the cost of customers making credit card payments.



Increase cash application accuracy and shorten the time to apply cash, resulting in reduced labor costs, reduced bank costs, and a simplified cash application process.



Provide collectors with prioritized daily worklists, automate routine tasks, and manage disputes with better communication and transparency.



Avoid long IT projects to integrate with customer systems and processes.



Ensure employee safety by enabling accounts receivable (AR) tasks in a remote environment.



Ready to continue the conversation?

Our mission is to provide medical companies with modern AR solutions that make getting paid radically simpler. We're the leader in B2B payments, with the expertise and tools to help you get paid faster while improving your customers' experiences.

Reach out to our sales team today,
and let's build your solution together.

ABOUT BILLTRUST

Billtrust is a leading provider of cloud-based software and integrated payment processing solutions that simplify and automate B2B commerce. Accounts receivable is broken and relies on conventional processes that are outdated, inefficient, manual and largely paper based. Billtrust is at the forefront of the digital transformation of AR, providing mission-critical solutions that span credit decisioning and monitoring, online ordering, invoice delivery, payments and remittance capture, invoicing, cash application and collections.



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