

7 STEPS TO A MORE PROFITABLE BUSINESS IN THE U.S. WITH E-INVOICING

As a U.S. supplier, your business moves fast. So why does finance move so slow? Take this 7-step journey to transform your accounts receivable (AR) processes. Reduce time to payment, save invoicing costs, and boost customer satisfaction.

Pro Tip: Jump to step 7 if you want to learn how to save \$1M each year on credit card processing fees.

1 AUTOMATE FINANCIAL PROCESSES TO MEET MARKET NEEDS.

Suppliers' AR processes are ripe for reinvention in an era of digital transformation. Switch to e-invoicing and eliminate slow, paper-based processes, such as print and mail invoices, check payments, and manual rekeying.

E-Invoicing Business Opportunity

Cost savings:
60 to 80% savings over paper-based processes.

Time to ROI:
6 to 18 months.

Adoption:
Up to 80%, if suppliers charge customers fees for processing their paper invoices.¹

2 MEET GROWING DEMAND IN THE U.S. FOR ELECTRONIC INVOICING.

E-invoicing has developed over the past 9 years in Latin America, Europe, and the Nordic countries thanks to B2G mandates. It is now gaining speed in the U.S. market.

E-invoicing meets everyone's goals

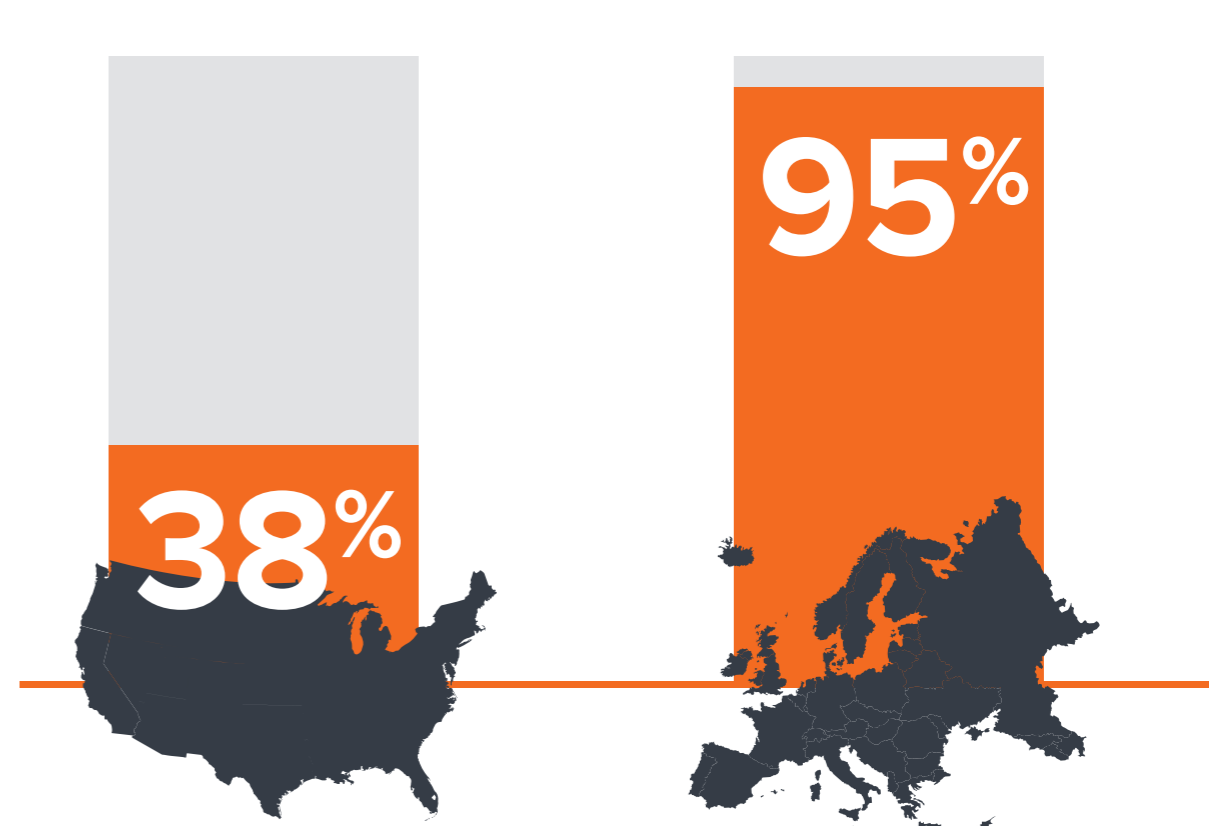
B2G: Some U.S. government agencies will move invoicing online by the end of 2018, to meet an Office of Management and Budget mandate.

Customers: Buyers are increasingly mandating online invoicing. If you're not online, you may pay fees of up to \$15.71 per invoice – and enter data online across multiple portals.²

Suppliers: The #1 benefit of e-invoicing is faster payment, say suppliers.

Europe vs. U.S. Adoption

By 2024, Europe will achieve 95% e-invoicing. The U.S. will be at 38%.³ Adopt now to serve global customers and outpace competitors with automated processes. Amazon, anyone?



3 SPEED PAYMENT CYCLES BY MOVING INVOICING ONLINE.

By 2020, online payments will reach \$1.3 trillion in the U.S.⁴ Adopting e-invoicing reduces day sales outstanding (DSO) by 4 days or more.⁵

ACCELERATE PAYMENTS BY 4 DAYS OR MORE

4 LEAD BY OFFERING A SINGLE GLOBAL SOLUTION TO YOUR CUSTOMER BASE.

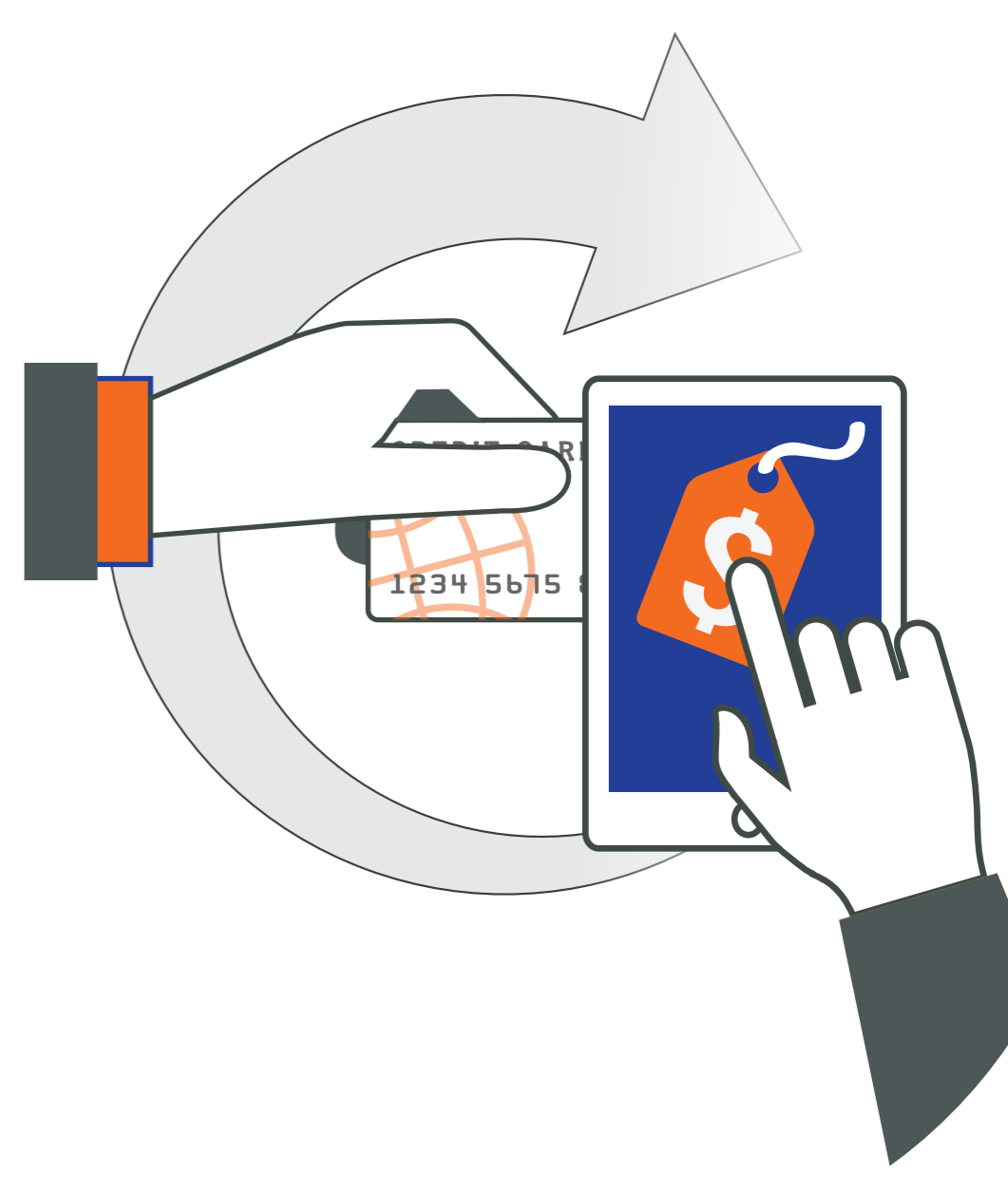
If your business operates around the world, you're receiving payments in many geographies, languages, currencies, and tax jurisdictions. Simplify business with just 1 solution that meets all your customers' needs. Eliminate costly integrations into ERP networks with seamless connections via APIs.

Connect to:

- Customer AP portals
- B2B and B2G networks
- Payment platforms
- SAP and other ERP systems

5 GAIN A HOST OF BUSINESS BENEFITS.

- Buyers can automatically accept or reject invoices.
- Get 1 real-time view on your business health.
- Use AR staff time effectively, on limited exceptions.
- Improve cash flow and working capital.
- Lower risks with integrated credit and collections.



6 DELIVER A BETTER USER EXPERIENCE.

E-invoicing is more intuitive for everyone.



Suppliers: Understand your financial position at all times.



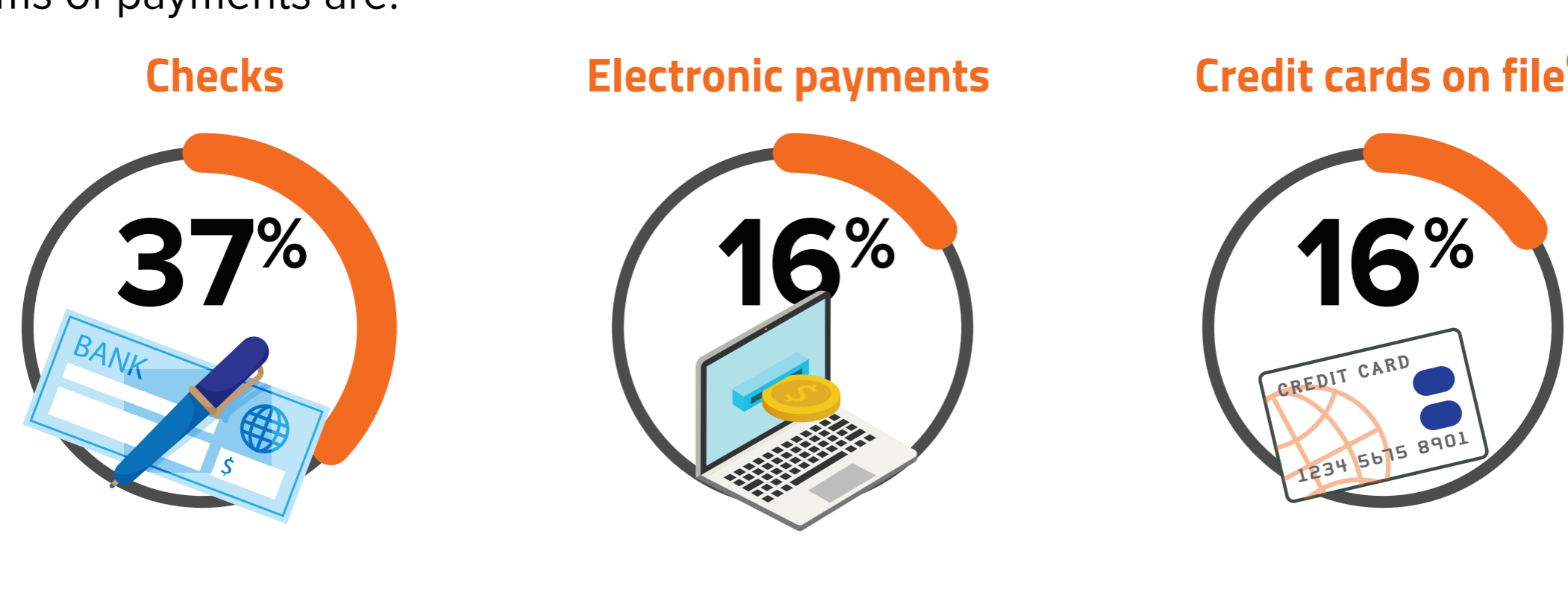
Staff: Eliminate manual keying, which introduces errors and delays. Focus efforts on higher-level financial and customer duties.



Customers: Achieve straight-through processing, with integration into AP networks. Pay the way they want to.

7 ACCEPT MYRIAD PAYMENT TYPES, INCLUDING LARGE CREDIT CARD PAYMENTS.

B2B companies still use checks, but are moving their business online. In the U.S., the top 3 forms of payments are:



B2B Leader Saves \$1M in Credit Card Processing Fees Each Year

Context: This B2B company operates around the world but wanted to streamline invoicing and payments.

Challenge: Customers made large payments of \$1M or more on credit cards, and the company paid high processing fees.

Solution: The company uses an integrated invoicing and payments solution from Order2Cash and Worldpay to:

- Serve several hundred thousand customers
- Handle a wide array of payment types across different geographies
- Integrate directly with its SAP ERP system to streamline processes
- Save \$1M each year in processing fees by enriching credit card payment data

Adopt e-invoicing and accept a world of payments.

START GETTING PAID ONLINE TODAY.

ABOUT ORDER2CASH

Order2Cash offers B2B companies flawless integration of the entire AR process, across the enterprise and around the globe. We have the world's only true end-to-end solution for credit scoring, online contract and document signing, e-invoicing, payment processing, credit management and document warehousing. **All processes. One platform.**

For more information, visit www.order2cash.com.

¹ 2017 Business Case: E-Invoicing/E-Billing, Billents, pages 5, 7, <http://www.billents.com/e-invoicing-businesscase.pdf>
² David Schmidt, "Credit Today Benchmarking Survey on AP Invoice Portals," Credit Today, November 29, 2017, <https://www.credittoday.net/public/Credit-Today-Benchmarking-Survey-on-AP-Invoice-Portals.cfm>.
³ Todd Albers, "Where Does the U.S. Stand with e-Invoicing?," Banking Strategies, BAL, November 28, 2016, <https://www.bai.org/banking-strategies/article-detail/where-does-the-u-s-stand-with-e-invoicing>.
⁴ "B2B Transaction Trends For 2017: Preferred Payments, undated, <https://preferredpayments.com/b2b-transaction-trends-2017>.
⁵ "eInvoicing Basics," eInvoicingBasics Website, <https://www.einvoicingbasics.co.uk/benefits-of-einvoicing/supplier-benefits>.
⁶ "Viewpost Electronic Invoicing and Payments Survey 2016: The Gut Response to 'the Check's in the Mail,'" Viewpost, October 27, 2016, <https://www.viewpost.com/blog/viewpost-electronic-invoicing-payments-survey-gut-response-checks-mail/>.