The Importance of Automating Your Accounts Receivables and How to Do it

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Presenter
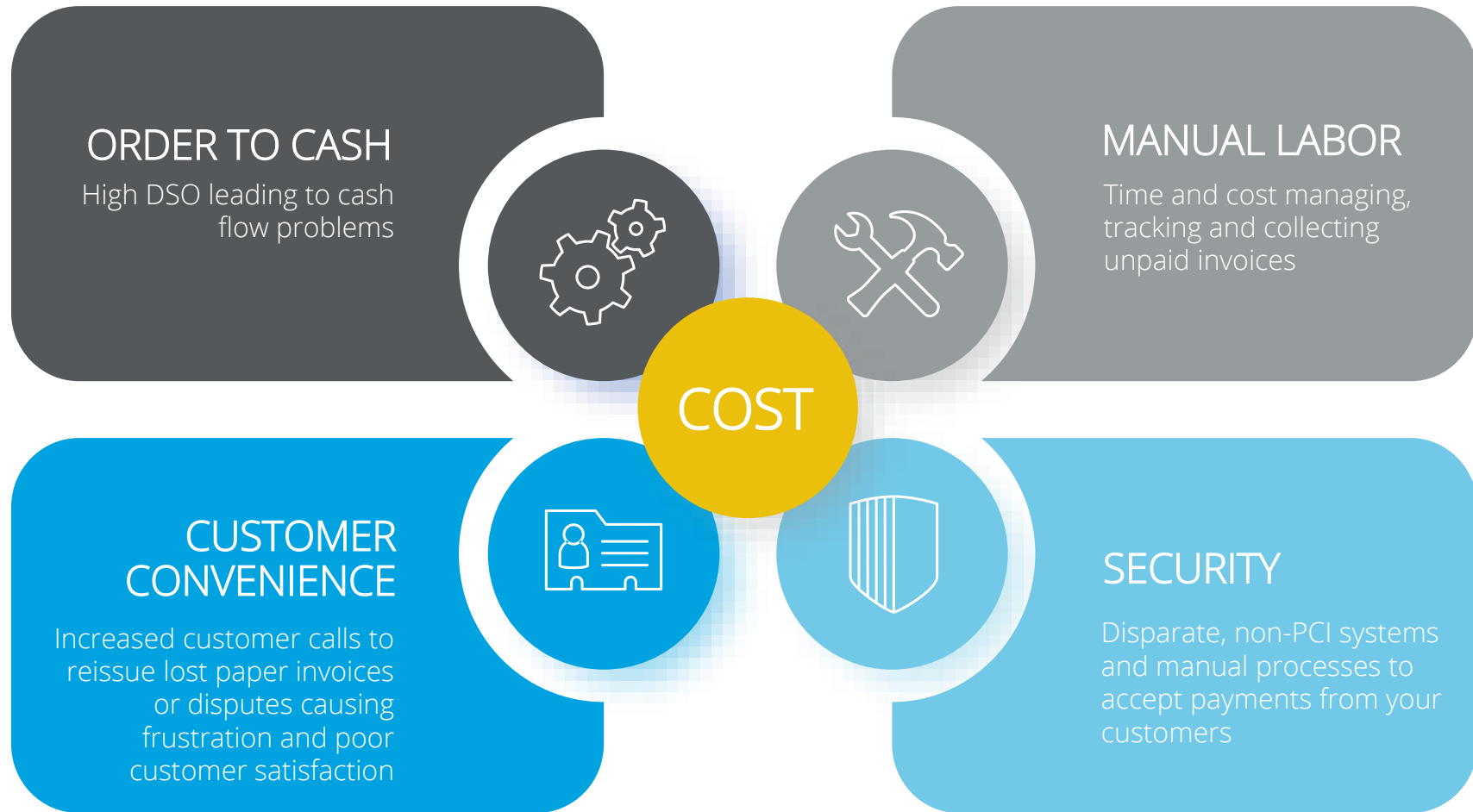
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Pain Points in Payment Collection

ORDER TO CASH
High DSO leading to cash flow problems

MANUAL LABOR
Time and cost managing, tracking and collecting unpaid invoices

COST

CUSTOMER CONVENIENCE
Increased customer calls to reissue lost paper invoices or disputes causing frustration and poor customer satisfaction

SECURITY
Disparate, non-PCI systems and manual processes to accept payments from your customers

Businesses that rely more on manual AR processes have been found to have **30% longer** Days Sales Outstanding (DSO) averages than businesses who rely more on automated AR processes.

(PYMNTS.com)

How merchants can solve these challenges

Integrating electronic invoice presentment and payments portal with your SAP software

Minimize DSO by offering customers convenient, faster ways to pay online
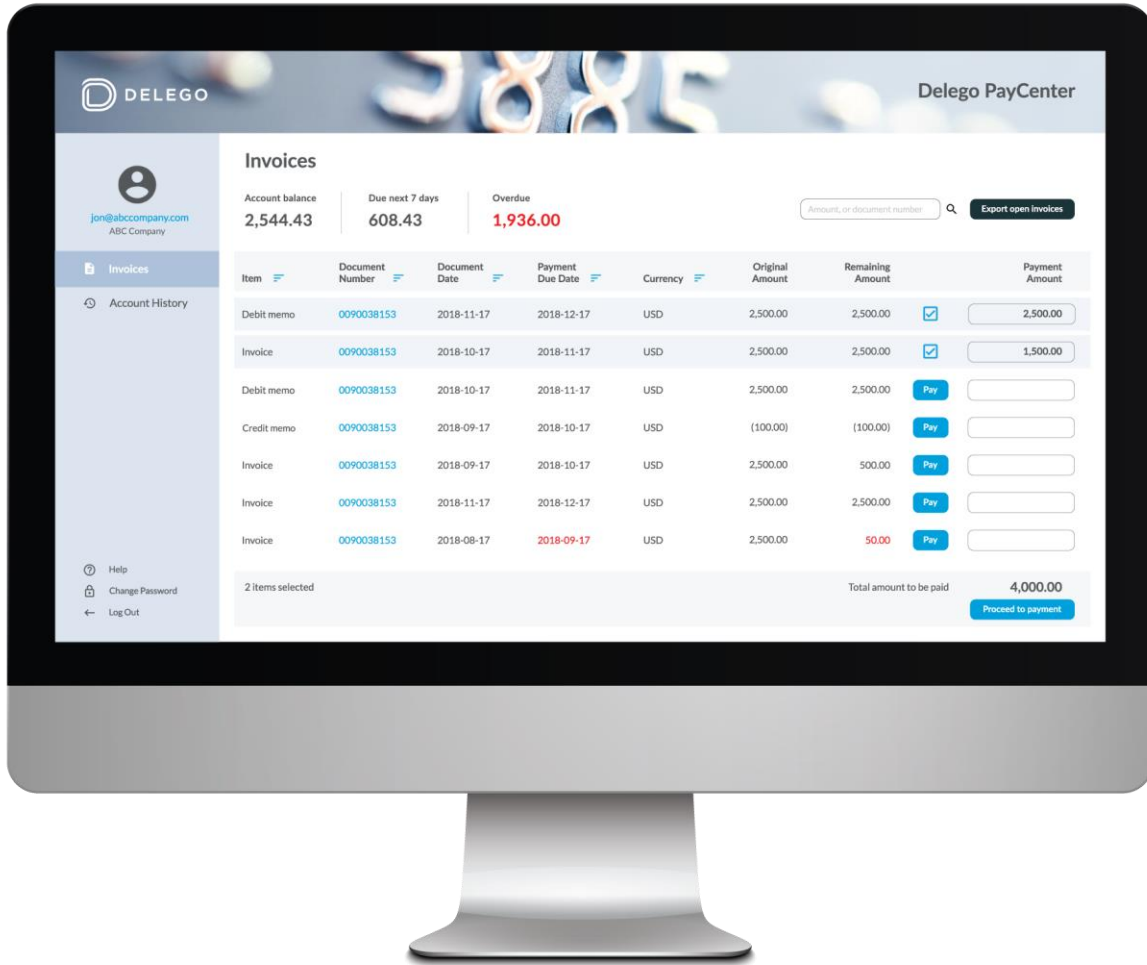
Reduce time, resources and costs by focusing on payment automation

Improve overall satisfaction by providing customers with real-time access to invoices, payment options, and transaction history

Electronic Invoice Presentment and Payment (EIPP) benefits

✓ Shorten and accelerate your OTC cycles

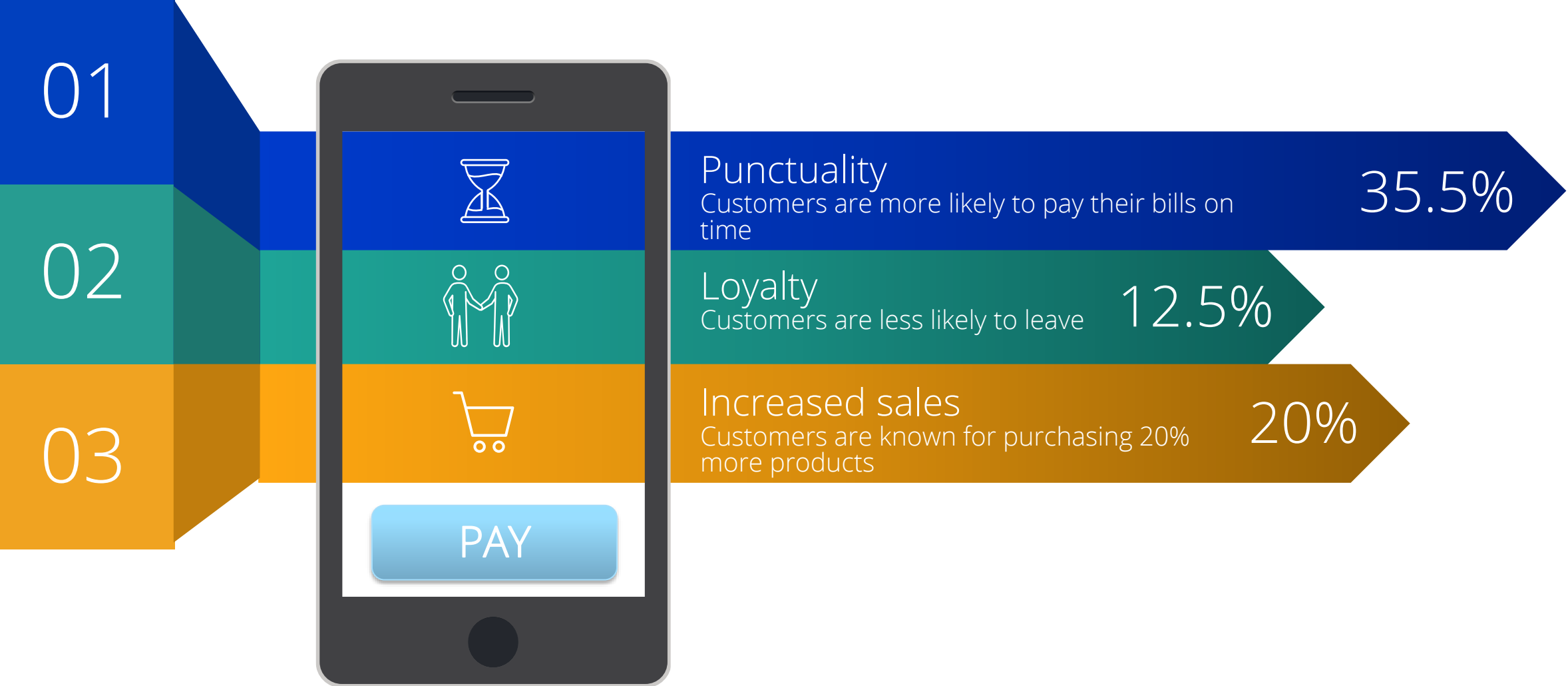✓ Improve cash flow management

✓ Reduce time, resources and costs managing, tracking and collecting unpaid invoices

✓ Improve customer service providing them with quick and convenient ways to pay their invoices

Self-service payment portals foster...

01

Punctuality
Customers are more likely to pay their bills on time

35.5%

02

Loyalty
Customers are less likely to leave

12.5%

03

Increased sales
Customers are known for purchasing 20% more products

20%

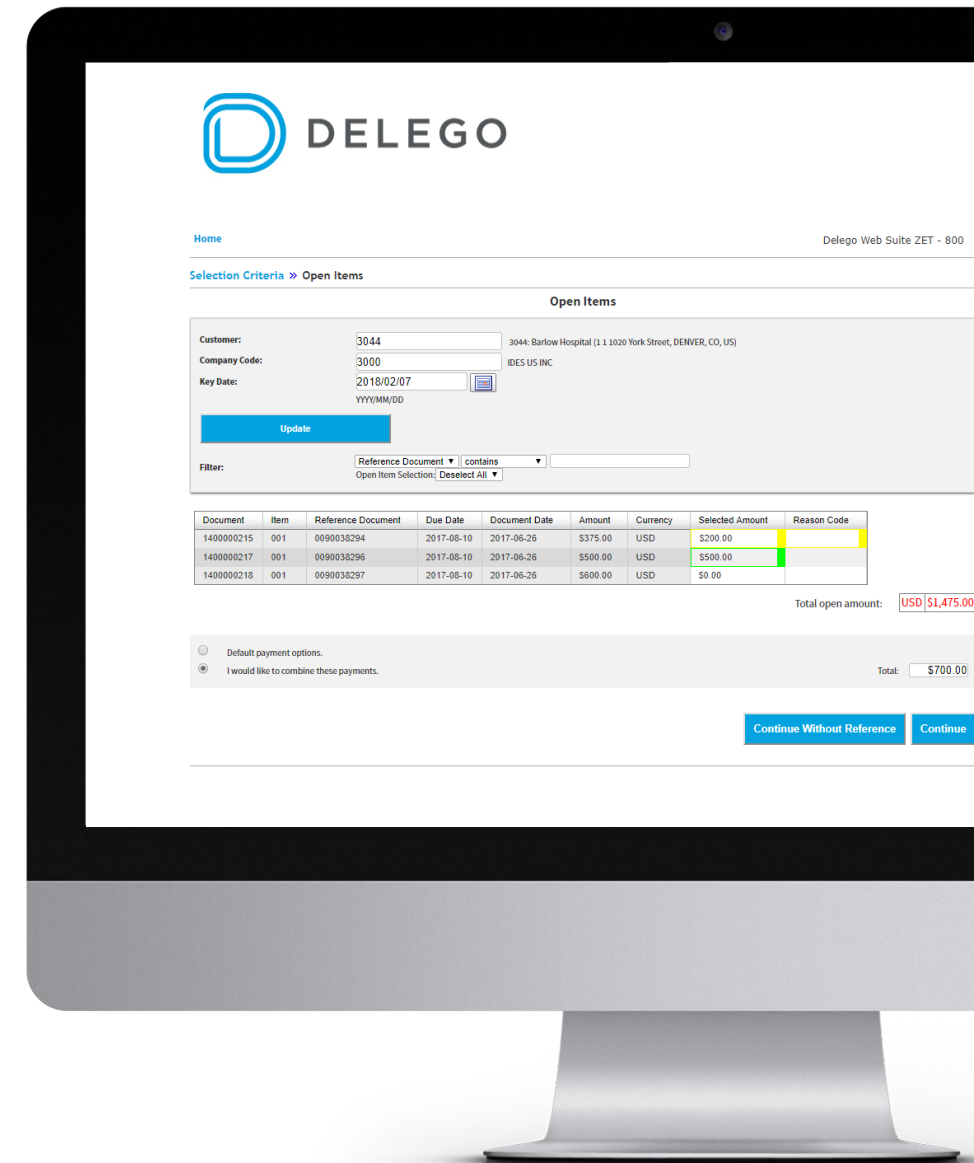**PAY**

The Integration Gap

- No real-time data
- Disconnected departments
- Double entry
- Delayed reporting
- Manual reconciliation

The Integration Investment

Integration pays for itself:
- Relieves call center demands
- Reduces scope of PCI compliance
- Saves money on processing fees

Automation Benefits – Level 2/3 Data

01 Real-time data

Having payment transactions integrated with SAP gives you access to real-time data.

02 Reduced credit card rates

With access to Level 2/3 data, merchants can qualify for lower credit card processing rates.

03 Increased business

Some industries, like government, require vendors to provide Level 3 processing

Who We Are

About Delego
Simple and secure payment solutions to drive your business forward

ePayment Processing within SAP

eCommerce

Accounts Receivable

Merchant Services

Call Center

Data Security

EVO at a Glance

EVO Payments, Inc. (NASDAQ: EVOP) is a leading payment technology and services provider. As a fully integrated merchant acquirer and payment processor in over 50 markets and 150 currencies worldwide, EVO provides competitive solutions that promote business growth, increase customer loyalty, and enhance data security in the international markets we serve.

20 offices across 11 countries

Over 2,200 team members worldwide

More than 550,000 merchant accounts

Processing over $100 billion in volume

150+ transaction currencies

Thank you for joining us