

# Automation: Good for your manufacturing and distribution business, great for your finances



# As the owner or CFO of a manufacturing or distribution business, one of your biggest challenges is ensuring your clients pay you on time.

**While your company employs sophisticated automation and AI to enhance production floor processes, accounting and administrative workflows often lag behind in terms of technological advancement.**



**BILLTRUST WORKS WITH OVER 400 MANUFACTURING AND DISTRIBUTION COMPANIES IN SEVERAL BUSINESS AREAS, INCLUDING:**

- Building materials
- Electronics
- Plumbing & HVAC
- Food and beverage
- Manufacturers and distributors

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## **What can you do to stay ahead? Don't chase. Automate.**

The task of managing invoices and executing payments often discourages many payers, but when your accounts receivable (AR) process is straightforward and accessible, there's no need for repeated payment requests. How does this work? Your clients can conveniently access their invoices through an online portal and choose their preferred payment method—whether it's ACH or credit card—at their convenience.

Digital payment options simplify payments to a single click for your customers, effectively eliminating the manual steps required for reconciling check payments within your bank account, and, at the same time, offering enhanced visibility and control over your cash flow. Ultimately, this aids both you and your management team in gaining a clearer understanding of available business funds.



At Billtrust, we recognize that our manufacturing and distribution clients are part of the driving force behind the exceptional products that shape the modern world. Our mission is to simplify and enhance your AR processes, freeing you to focus on the other critical aspects of your business.

### 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.

### ECOMMERCE

Jumpstart B2B and B2C online ordering with an automated order-to-cash solution that offers an exceptional customer experience. With Billtrust eCommerce, you get a highly configurable webstore platform and digital strategies – or turnkey solutions – that handle unlimited SKUs and integrate with most ERPs.

### 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.

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## Challenges we solve for manufacturing and distribution companies:



**Reduce time and cost of invoice delivery**, and let your customers pay however they want including virtual credit card payments.



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



**Increase accuracy and shorten time to apply cash** resulting in reduced labor costs and reduced bank costs.



**Instant credit insights** for swift approval of key customers.



**Provide an easy-to-use B2C-like user experience** for placing orders and complex B2B capabilities, including integration with ERP systems.



**Automate collections** to address past-due payments, manage bad debt, and minimize write-offs.



## Ready to continue the conversation?

Our mission is to provide manufacturers and distributors 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.

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### 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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