



How Versapay Can Transform Your AR



Introduction



Stacy Dose

Regional Partner Manager

Agenda



Who is Versapay and what do we do



Accounts Receivable in your ERP



Accounts Receivable with Versapay



Closing and Questions

Who is Versapay

Fast facts about the Company



400+ person team of AR Automation experts



Offices in Toronto, Atlanta, Miami, London, Amsterdam, and Sydney



8,000+ customers served



14+ million new invoices on the Versapay Network each year



700,000+ buyers on the Versapay network



\$17+ billion in annual payment volume



Integrated Payments

- Geared toward customers wanting to accept electronic payments
- Electronic invoice delivery
- Prebuilt integrations to D365 BC, Sage Intacct and NetSuite (more coming)
- Customer Portal
- Click to Pay Invoicing
- Supports SSO



AR Automation

- Focus on B2B customers that sell on terms and carry AR
- Electronic delivery **with tracking**
- Customer portal **that supports payments, disputes and collaboration**
- Supplier portal with **rich reporting** and easy interface
- **Automated Collection Notices**

Path to Transforming Your AR Departments



Accept Payments in Your ERP

- On sales orders, posted invoices and more!
- Log all transactions
- Custom settlement options
- Automatically post payments to the customer and bank ledgers.



Simplified eInvoicing & Payment Page

- Send customers invoices & statements online via email
- Get more customers to pay online with flexible payment options via a secure link



Customer Portal

- Customers get full access to current status, invoice history, credits, store payment methods, set-up auto-pay, and more



Collaborative AR Automation Platform

- Supplier & Customers collaborate over the cloud
- Integrated Payments – store payment methods, setup auto-pay
- Intelligent Cash Application & Collections
- Actionable Insights & Analytics



Not AR automation

- Manually emailing invoices, PDFs and billing statements
- Manually emailing reminder or dunning notices
- Acceptance of online payments

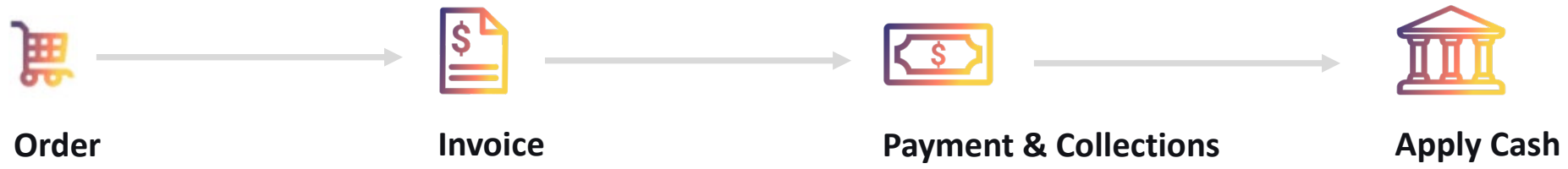


AR automation

- Automated invoice delivery, reminders & dunning notices
- Majority of customers pay electronically
- Straight-through payment processing
- Automated cash application
- All data syncs back to your ERP

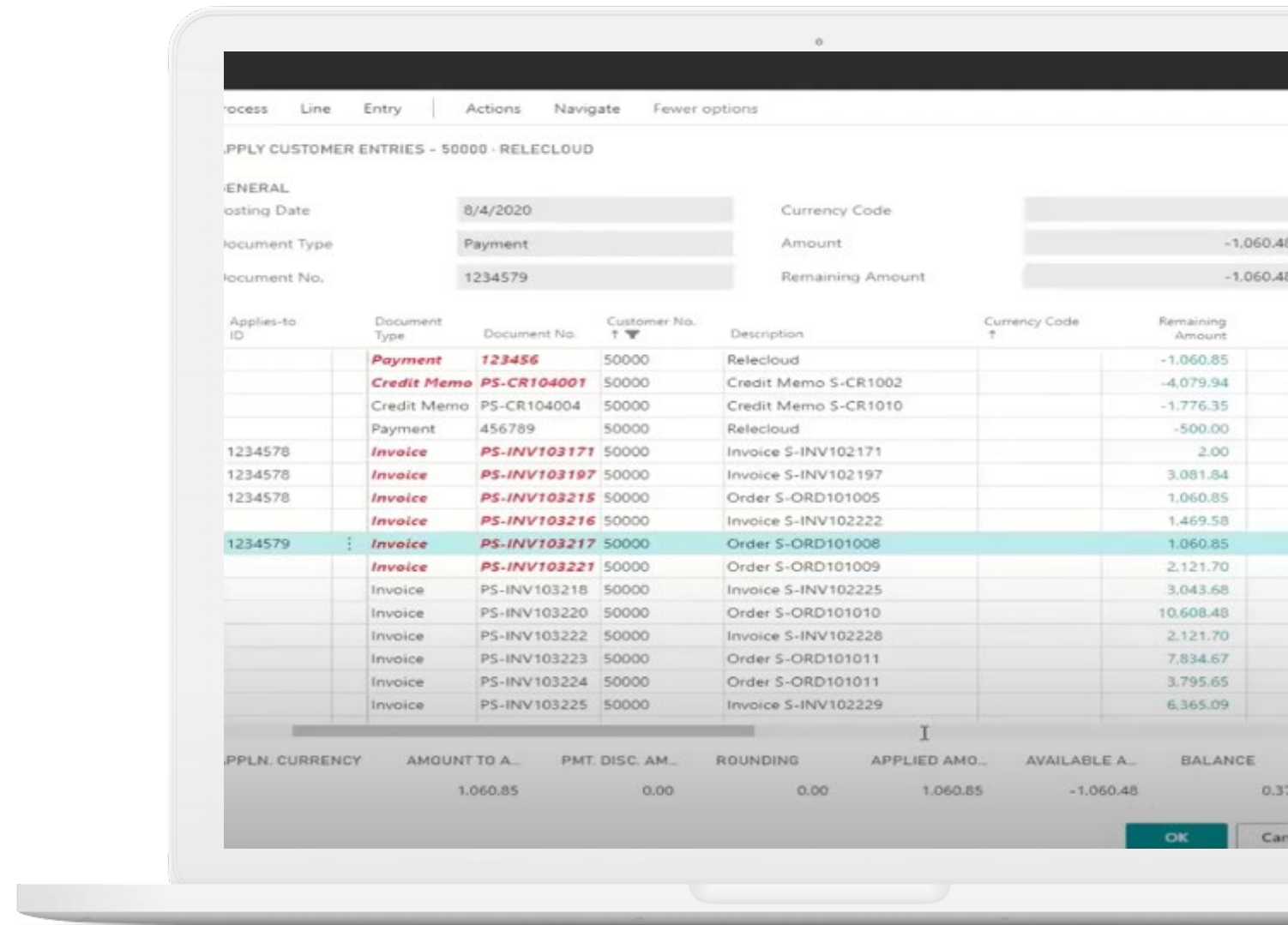
Accounts Receivable in your ERP

Accounts Receivable Overview



Payments and Credits

- Manual entry of Payments
- Application of Payments or Credits is Manual
- Prone to errors – Keying mistakes or applied incorrectly



Statements and Collections

- Basic customer statistics available
- Statements
- Aging report
- No features for collection activity...

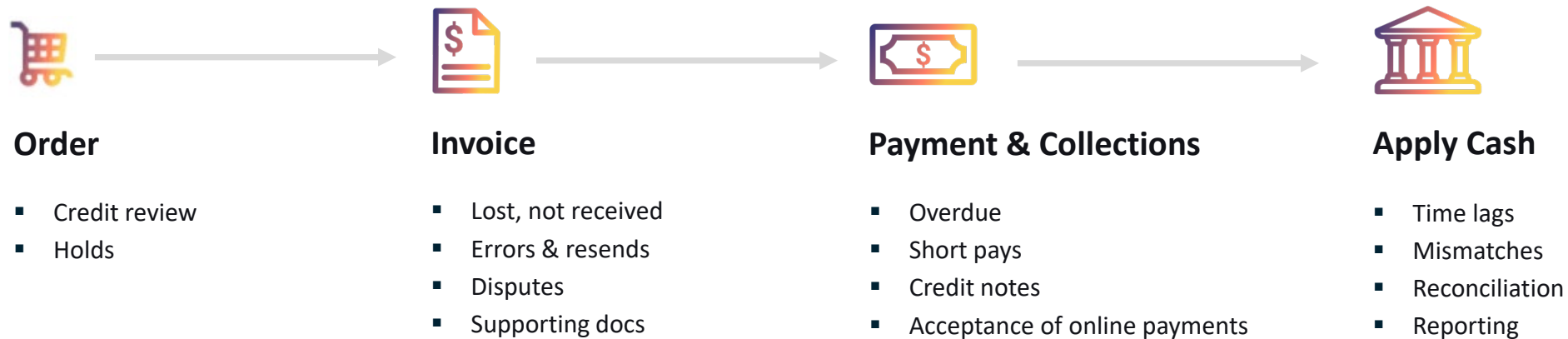
Aged Accounts Receivable
Customer Details

(Dates: aged as of August 3, 2020)
Aged by: transaction date
Customer No: 80000

Tuesday, August 4, 2020 10:49 AM
Page: 1
KNAUGHTON

No.	Name	Document		Balance Due	Aged Customer Balances				Gos. CUR.
		Type	Number		Current	31 - 60 Days	61 - 90 Days	Over 90 Days	
80000	Residual		Invoice No		Contact	Jesse Harris			
1/31/2019	Invoice S-INV102171	Invoice	PS-INV103171	2,877.48	0.00	0.00	0.00	2,877.48	
2/26/2019	Invoice S-INV103184	Invoice	PS-INV103184	2,877.48	0.00	0.00	0.00	2,877.48	
3/31/2019	Invoice S-INV103197	Invoice	PS-INV103197	3,581.84	0.00	0.00	0.00	3,581.84	
7/2/2020	Order S-ORD101055	Invoice	PS-INV103215	1,950.85	0.00	1,950.85	0.00	0.00	
7/2/2020	Invoice S-INV102222	Invoice	PS-INV103216	1,469.58	0.00	1,469.58	0.00	0.00	
7/2/2020	Order S-ORD101008	Invoice	PS-INV103217	1,000.85	0.00	1,000.85	0.00	0.00	
7/2/2020	Order S-ORD101009	Invoice	PS-INV103221	2,121.70	0.00	2,121.70	0.00	0.00	
8/3/2020	Residual	Paymte	123456	-1,000.85	-1,000.85	0.00	0.00	0.00	
8/3/2020	Credit Memo S-CR1902	Credit	PS-CR194001	-4,078.94	-4,078.94	0.00	0.00	0.00	
8/3/2020	Invoice S-INV102225	Invoice	PS-INV103218	3,043.88	3,043.88	0.00	0.00	0.00	
80000	Total Amount Due			12,452.67	-2,087.11	6,712.94	0.00	6,836.80	
			Credit Limit	No Limit	16.84%	45.88%	0.00%	37.28%	
	Report Total Amount Due (USD):			12,452.67	-2,087.11	6,712.94	0.00	6,836.80	
					16.84%	45.88%	0.00%	37.28%	

Accounts Receivable – Overdue for a Transformation



Accounts Receivable – Overdue for a Transformation



Poll Question

If you could improve one thing about your AR today, what would it be?

1. More automated process
2. Improve payment time from customers
3. Better tracking of collection activities
4. Other



Accounts Receivable with Versapay

The AR-Customer Gap

Your AR



ERP creates an invoice
and sends by mail or email



Their AP

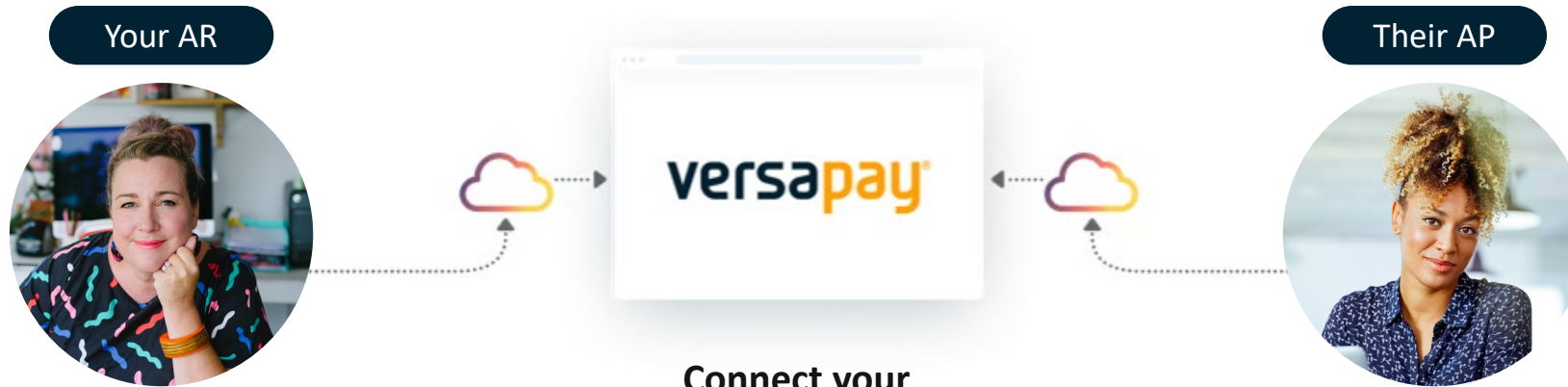


The AR-AP Gap

Manual workflows result in delays and
tedious work

- ✗ Invoice lost or received by wrong person
- ✗ Discrepancies on invoice amount or terms
- ✗ Insufficient backup documentation
- ✗ Invoice stuck on someone's desk
- ✗ Check is in the mail
- ✗ Cash application errors

Bridge the Gap with Versapay



Connect your
AR staff with customers
over the cloud

- ✓ Issue and track invoices
- ✓ Real-time AR visibility across all customers
- ✓ Straight-through payment processing
- ✓ Invoice reconciliation and matching
- ✓ Actionable insights
- ✓ Syncs back to ERP

Drive efficiency



Accelerate cash flow



Improve customer experience



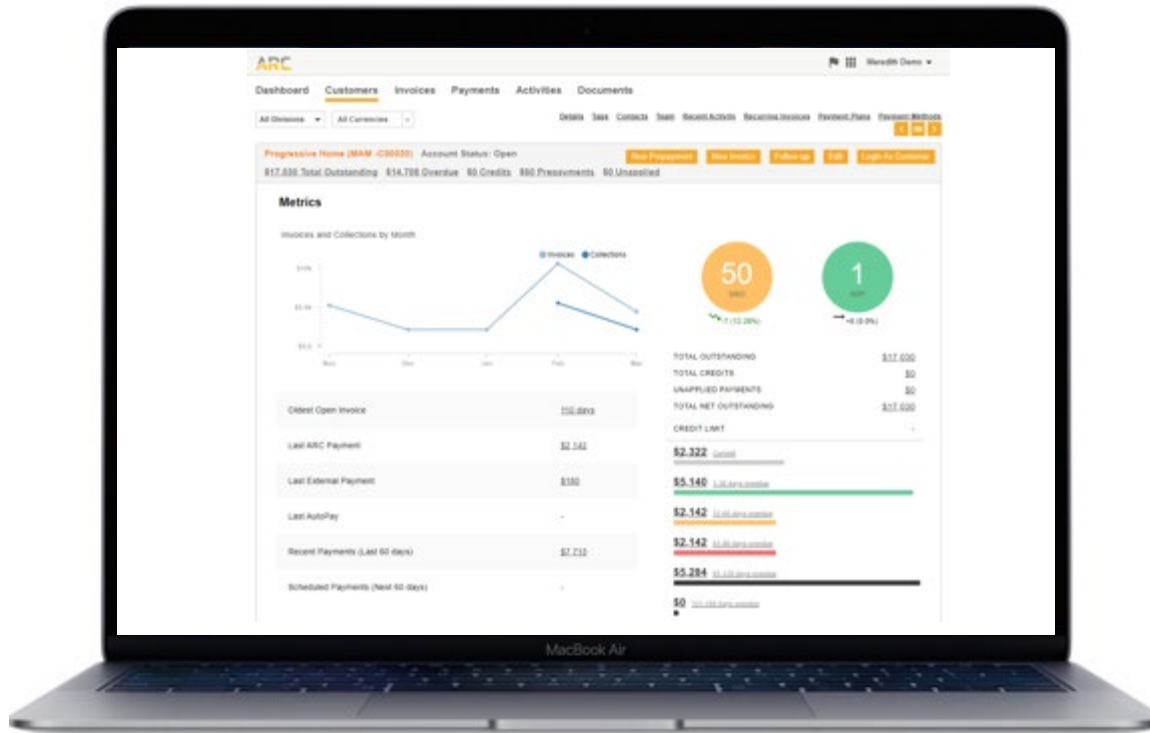
- ✓ Access to complete, shared account information
- ✓ Real-time two-way collaboration to resolve issues
- ✓ Flexible payment options with credits
- ✓ Secure self-service portal
- ✓ Available 24/7

The Versapay Platform

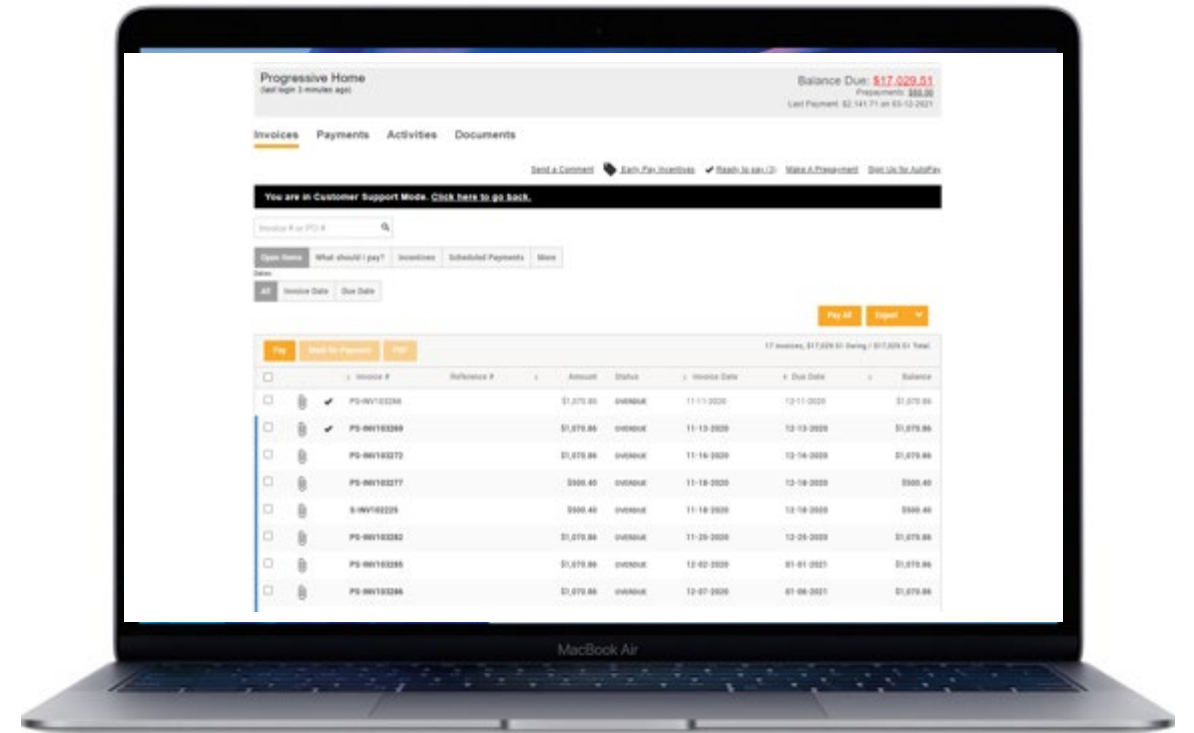


Real-time shared views into AR Data

Collections Portal

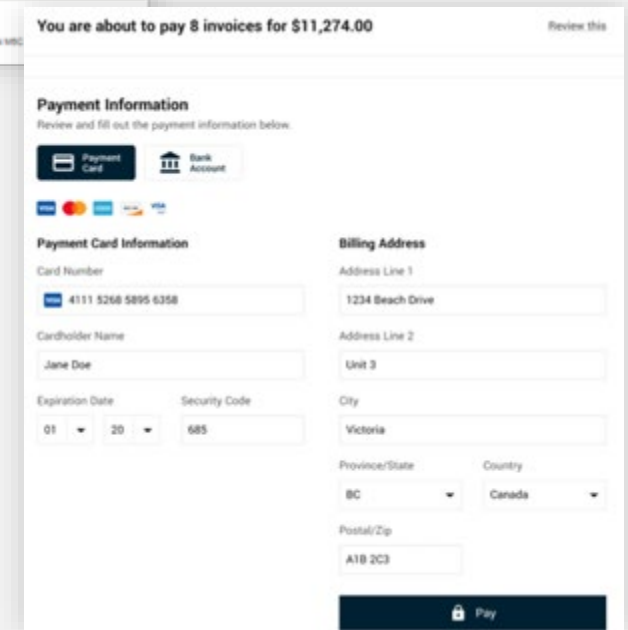
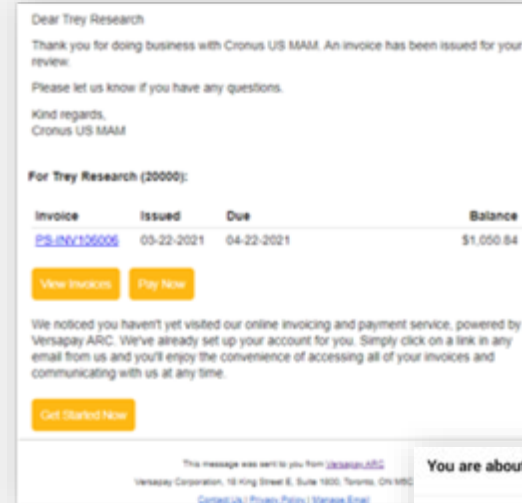


Customer Portal



The Happy Path....

- Customer receives an email invoice
- Pay Now button will take them directly into the portal
 - **No login required**
- Completely tokenized and secure



Deeper Dive

- Seamless entry to the customer portal
 - **No login required**
- View invoice details
- Make a full or partial payment
- View all invoices and credits
- Sign up for Auto pay
- Log a dispute

Not logged in (last login less than a minute ago)
You are still subscribed to Print. Click to Go Passwordless now! | Credits: \$1,325.00 | Last Payment: \$1,719.44 on 09/27/2021

Invoices | Payments | Activities | Documents | [Send a Comment](#) | [Earn Pay Incentives \(1\)](#) | [Make A Payment](#) | [Sign Up for AutoPay](#)

You can pay invoices and more when you add a password. [Add your password now.](#)

Tractor Supply Co (CUS012) BALANCE: **\$1,325.00** [Pay Now](#) [View PDF](#)
#609058

AMOUNT: \$1,325.00 | INVOICE DATE: 09/21/2021 | DUE DATE: 10/21/2021 | STATUS: Current

Queued For Mailing

ACME DISTRIBUTORS **RENTAL ADVISE NOTICE**

NUMBER: 609058
DATE: 09/21/2021
LEASER:

PAYOR NAME: Tractor Supply Co | TENANT NAME:
PAYOR ADDRESS: Tractor Supply Co | TENANT ADDRESS:
883 Lowe Spur
Suite 734
West Zulia, ID, US 87113

PROPERTY # :	Distribution Warehouse (MFGH)	TENANT # :	AMOUNT DUE
Item 1			550.00
Item 2			475.00
Item 3			300.00
TOTAL			1,325.00

DISCLAIMER: The Landlord's acceptance of payment of rent or other sums due under this Statement after the date when such payment is due shall not waive Landlord's right to insist in strict performance by Tenant of any covenant, agreement, term or condition of the Lease or be deemed to waive Landlord's exercise of any right or remedy consequent upon a breach of the Lease. The rent and other charges set forth in this Statement are subject to adjustment or modification in accordance with the provisions of the Lease or as necessary to correct any arithmetic or accounting errors.

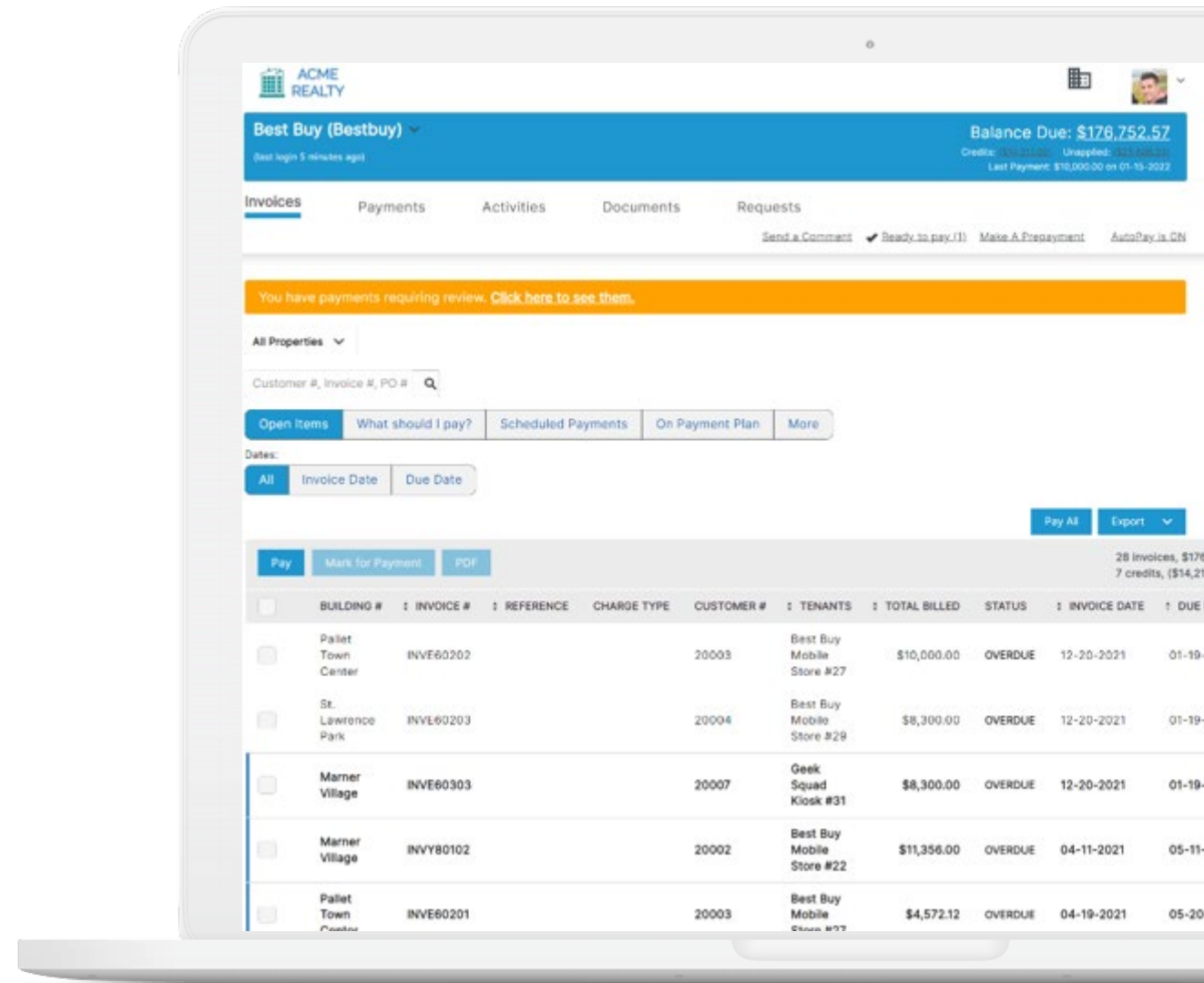
Thank you for utilizing Versapay Tenant Portal!

Recent Activity | [New Comment/Open Dispute](#)

Invoice published | Sep 21, 2021 11:20 am

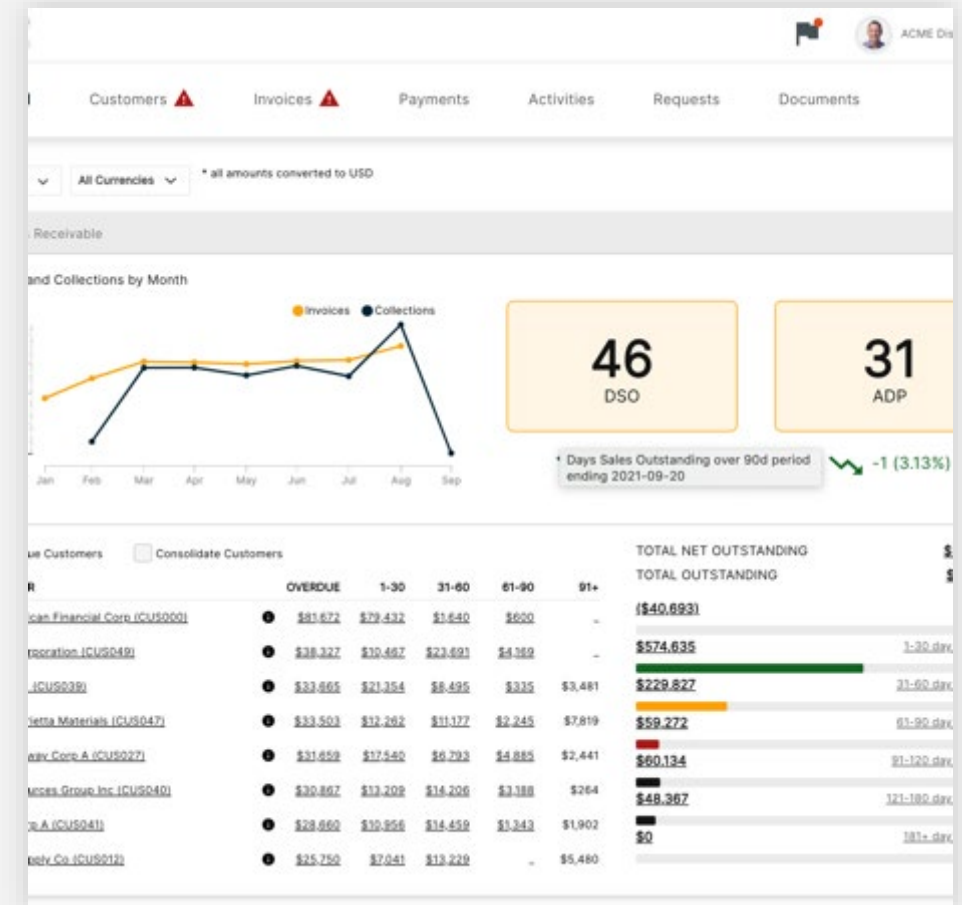
Customer Portal

- Self-serve access 24/7 gives customers visibility into their full account— current status, invoice history, store payment methods, and more.
- Allows customers to easily review invoices, statements, supporting documents and pay using multiple payment methods, including credits; auto-pay is easy to setup too!
- Offer pre-payment options and early pay incentive discounts to any customer.
- Payments are synced immediately in D365, reducing data entry costs and increasing cash flow.





Supplier Portal

- Key metrics on your AR
- Easy to read aging report
- Ability to drill down by division



Electronic Delivery with Tracking

- Easily see who has received and/or viewed an invoice
- Resend with a few clicks

<input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>										
										432 invoices, \$924,607.54 Owing / \$1,749,606.78 Total. 99 credits, (\$301,173.45) available / (\$301,173.45) Total. Unapplied: \$0.00
<input type="checkbox"/>	DIVISION	INVOICE #	PO #	CUSTOMER	AMOUNT	STATUS	INVOICE DATE	DUE DATE	DELIVERY	BALANCE
<input type="checkbox"/>	MFGW	609008-000	2327116713	Post Holdings Inc (CUS008)	(\$3,225.97)	CREDIT	08-12-2021	09-11-2021	<u>Viewed</u>	(\$3,225.97)
<input type="checkbox"/>	MFGN	609020-014	2232113312	Ascena Retail Group Inc (CUS020)	\$4,157.14	OVERDUE	08-12-2021	09-11-2021	Email <u>Opened</u>	\$4,157.14
<input type="checkbox"/>	 MFGW	609023-007	5442051743	Copart,, Inc. (CUS023)	\$3,653.61	OVERDUE	08-12-2021	09-11-2021	Viewed	\$3,653.61
<input type="checkbox"/>	MFGW	609023-009	9603525675	Copart,, Inc. (CUS023)	\$2,056.46	OVERDUE	08-12-2021	09-11-2021	Viewed	\$2,056.46
<input type="checkbox"/>	MFGN	609025-014	2668378660	RPM International Inc. (CUS025)	\$3,574.00	OVERDUE	08-12-2021	09-11-2021	Email <u>Opened</u>	\$3,574.00
<input type="checkbox"/>	OTH	609029-006	106823768	MDC Holdings Inc (CUS029)	\$3,476.85	OVERDUE	08-12-2021	09-11-2021	Email <u>Delivered</u>	\$3,476.85
<input type="checkbox"/>	MFGS	609037-029	5773776911	InterDigital Inc (CUS037)	\$1,540.27	OVERDUE	08-12-2021	09-11-2021	Viewed	\$1,540.27
<input type="checkbox"/>	 OTH	609019-013	4595523232	National Fuel Gas (CUS019)	\$4,176.19	OVERDUE	08-11-2021	09-10-2021	Email <u>Delivered</u>	\$4,176.19
<input type="checkbox"/>	OTH	609019-019	1217128177	National Fuel Gas (CUS019)	\$4,402.04	OVERDUE	08-11-2021	09-10-2021	Email <u>Opened</u>	\$4,402.04

Drill Down To Customer

ARC Dashboard | Customers | Invoices | Payments | Activities | Requests | Documents

Tractor Supply Co (CUS012) | Account Status: Open

Metrics

Invoices and Collections by Month

Month	Invoices	Collections
Feb	\$100k	\$100k
Mar	\$150k	\$150k
Apr	\$100k	\$100k
May	\$50k	\$250k
Jun	\$50k	\$100k
Jul	\$200k	\$50k
Aug	\$50k	\$100k
Sep	\$50k	\$50k

69 DSO (+1 (1.47%)) | 31 ADP (+0 (0.0%))

Oldest Open Invoice	125 days
Last ARC Payment	-
Last External Payment	\$1,728
Last AutoPay	-
Recent Payments (Last 60 days)	\$6,421
Scheduled Payments (Next 60 days)	-

TOTAL OUTSTANDING	\$16,365
TOTAL CREDITS	(\$5,832)
UNAPPLIED PAYMENTS	\$0
TOTAL NET OUTSTANDING	\$10,533
CREDIT LIMIT	\$26,000

Details

LAST CONTACT: Sep 21 | NEXT CONTACT: - | BUSINESS #: 09-8636493 | CREDIT RATING: AAA

ADDRESS: 893 Lowe Spur, Suite 234, West Zulia, ID, US, 97113

PREFERRED LANGUAGE: English

LAST LOGIN: 21 Sep 11:24 | SIGNED UP AT: 11 Jun 13:40 | FIRST VISIT AT: - | INVITED AT: 11 Jun 13:40

Apply Tags

You have not assigned any tags yet.

Disputed Invoice with audit trail of notes from customer

ARC ACME Distributors

Dashboard Customers **Invoices** Payments Activities Requests Documents

Tractor Supply Co. (CU5012) BALANCE: **\$1,325.00** Pay Add Payment Plan More

#609058

AMOUNT: \$1,325.00 INVOICE DATE: 09/21/2021 DUE DATE: 10/21/2021 DELIVERY STATUS: Viewed COMMENTS: 1 Comment STATUS: Current STATE: **In Dispute** (Price Not As Agreed)

Queued For Mailing

ACME DISTRIBUTORS RENTAL ADVISE NOTICE

NUMBER: 609058
DATE: 09/21/2021
LEASE#:

PAYOR NAME: Tractor Supply Co
PAYOR ADDRESS: Tractor Supply Co
893 Lowe Spur
Suite 734
West Zula, ID, US 97113

TENANT NAME:
TENANT ADDRESS:

PROPERTY # : TENANT # :	Distribution Warehouse (MFGN)	
		AMOUNT DUE
Item 1		550.00
Item 2		475.00
Item 3		300.00
TOTAL		1,325.00

DISCLAIMER: The Landlord's acceptance of payment of rent or other sums due under this Statement after the date when such payment is due shall not waive Landlord's right to insist in strict performance by Tenant of any covenant, agreement, term or condition of the Lease or be deemed to waive Landlord's exercise of any right or remedy consequent upon a breach of the Lease. The rent and other charges set forth in this Statement are subject to adjustment or modification in accordance with the provisions of the Lease or as necessary to correct any arithmetic or accounting errors.

Thank you for utilizing Versapay Tenant Portal

Attachments **+**

This invoice doesn't have any attachments yet.


Activities Notifications New Comment/Close Dispute

- Dispute opened (Price Not As Agreed). Devan McKenzie (Tractor Supply Co) commented : "Item 2 is not the price we agreed on" Sep 21, 2021 11:25 am
- Invoice viewed for the first time by Devan McKenzie Sep 21, 2021 11:24 am
- Invoice has been queued for mailing Sep 21, 2021 11:20 am
- Invoice published Sep 21, 2021 11:20 am

Collaborate and communicate for better AR

- Real-time, digital access to the same information
- Answer customer questions and share documents to resolve disputes quickly directly
- Request information to solve unapplied payments faster
- Notify and loop the colleagues into ongoing conversations at the right time

Open Dispute



Hi there, Line 4 wasn't delivered.
📎 shipment84.png

9:08 am

Comment

Hi Prisha, sorry to hear that. I've notified the warehouse and we'll get you an ETA on the order, then re-issue the invoice.

Notify

Rhonda - Warehouse Larry - AR

Internal Shared **Comment**

Intelligent Collections

Automation can streamline collections



Real-time dashboard and data – access outstanding receivables and quickly navigate to company, division, invoice and line-item



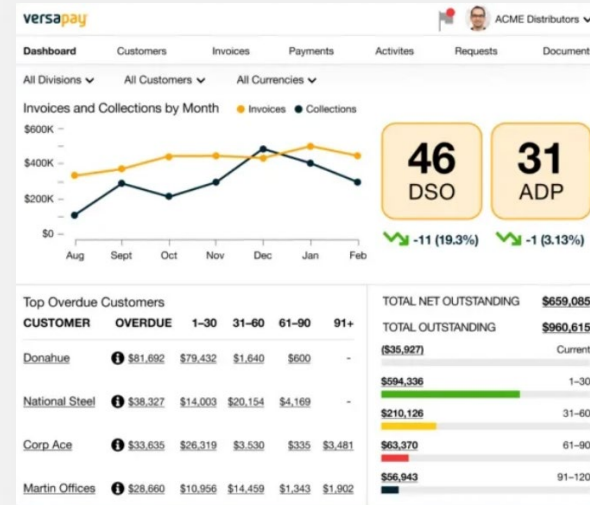
Automated invoice status tracking - know if it's been delivered, open or viewed



Timely email notifications –target delinquent customers with 150+ configurable, automated notifications and direct them to a secure portal where they can view details and pay



Prioritize collection activities by segmenting customers using tags best suited to your business – e.g., High Priority, Watchlist, Low Priority



The screenshot shows the 'Invoices' page with a dropdown menu set to 'Ball Supply'. There are buttons for 'Open' and 'Overdue'. Below are two buttons: 'Send Invoices' and 'Send Reminders'. A table lists overdue invoices with columns for INVOICE #, CUSTOMER, AMOUNT, STATUS, INVOICED, DUE DATE, and BALANCE.

INVOICE #	CUSTOMER	AMOUNT	STATUS	INVOICED	DUE DATE	BALANCE	
<input checked="" type="checkbox"/>	A00304	Ball Supply	\$4263.66	OVERDUE	06-18-2021	07-23-2021	\$4263.66
<input checked="" type="checkbox"/>	A00308	Ball Supply	\$1,425	OVERDUE	06-20-2021	07-28-2021	\$1,425
<input checked="" type="checkbox"/>	A00312	Ball Supply	\$2,533				

The email notification is addressed to 'ACME' and says: 'For Bali Supply: You have some outstanding invoices that were due on the dates listed.' Below the text are four horizontal bars representing invoice items and a yellow button labeled 'Pay Invoices'.

Cash Application for payments outside of Versapay

- 1) Capture remittance from multiple channels
- 2) Digitize and re-associate remittance data
- 3) AI-based matching algorithms
- 4) Deduction handling
- 5) Integrated exception handling



Poll Question

How likely are you to consider an AR Automation tool in the next 12 months?

1. Not likely
2. Somewhat likely
3. Highly likely
4. Unsure



Final Thoughts

Accounts Receivable – Overdue for a Transformation



But Accounts Receivable Tools are Sorely Lacking

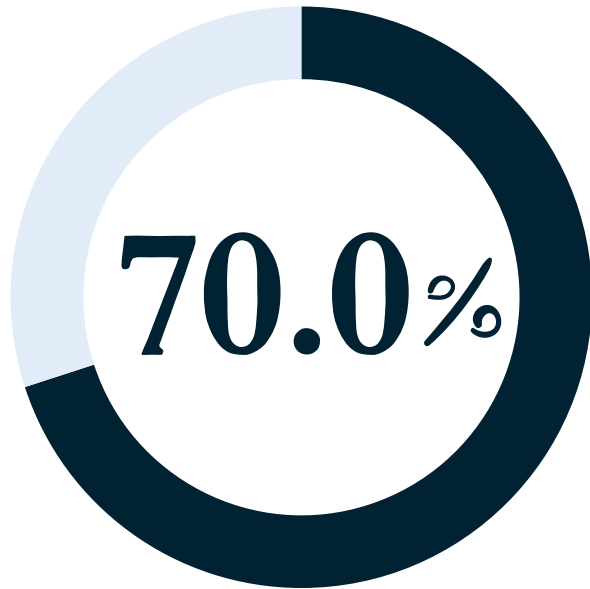
Prior to implementing Versapay, [Boston Properties'] frontline collections were, **difficult, time-consuming**, and manual. The finance team spent the bulk of their time on cash application and reconciliation. When cash didn't easily reconcile, the AR team frequently became **bogged down in manual back-and-forths** to chase payments.

Source: Boston Properties: Moving from Reactive to Proactive at a Large REIT, +84% Tenant Adoption

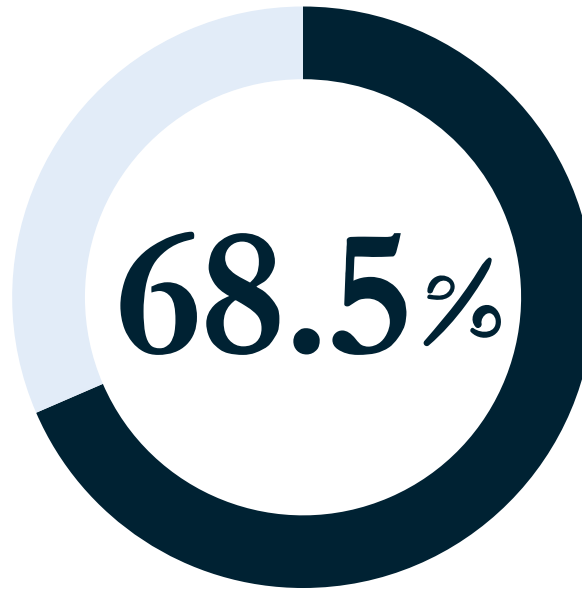


Ramifications

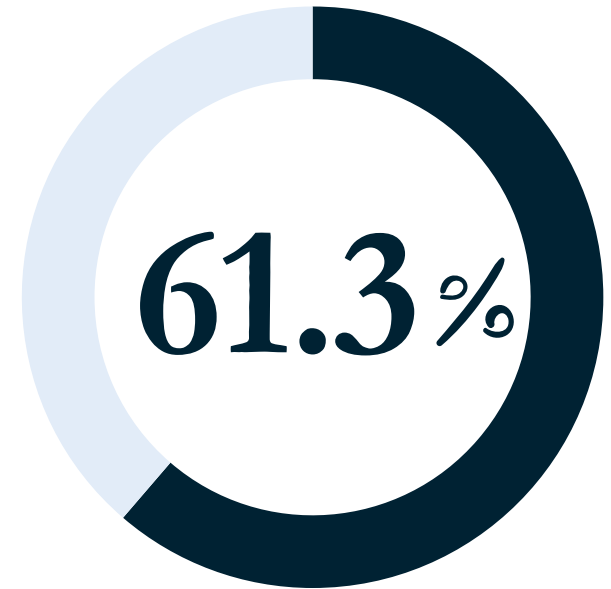
Inefficiencies lead to unnecessary losses



of payments are delayed



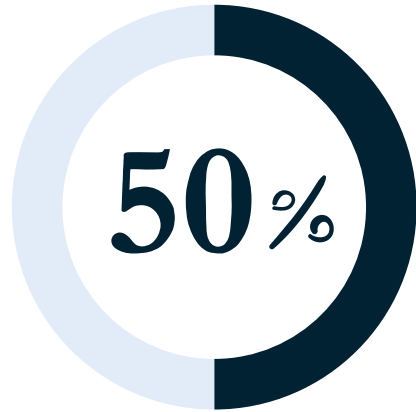
struggling to optimize cost



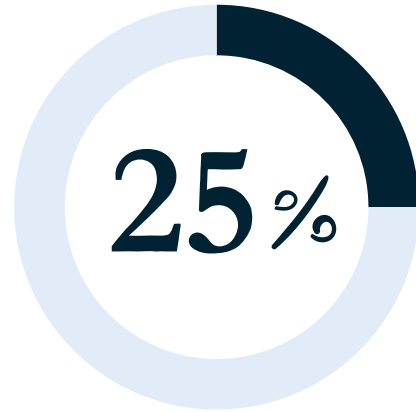
increase in DSO

Transforming org clients' AR departments

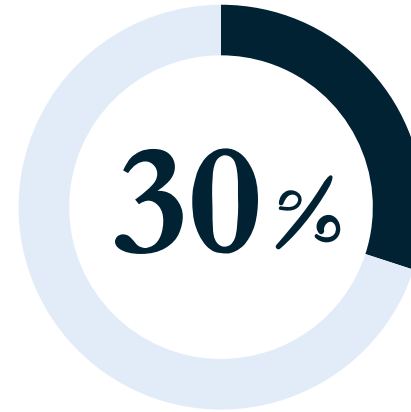
AR teams drive efficiency and cash flow



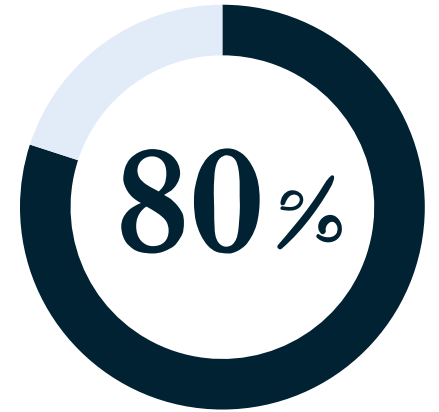
Less time managing
receivables



Increase in speed of
payment



Decrease in past due
invoices



Adoption rate



For further questions or a personalized demo, contact us at:

Stacy.dose@Versapay.com



“I felt like I spent **all day chasing** email and running reports to see who to chase”

“Our people are so busy playing email and telephone tag, they have **no time to do high-value work**”

“I **manually** create, attach and follow up on hundreds of invoices”

“I spend the bulk of my time **manually** processing or reconciling payments”

“So many **redundant and duplicated tasks** between all our tools”

“With so much manual work reconciling, **human error** was a real problem”

A large, stylized blue graphic of an opening quotation mark, consisting of two thick, curved lines that meet at the top and bottom, resembling a 'C' shape.

“Our **customer satisfaction** dropped”

“I have **no visibility** into my customers **invoice status**”

“My customers want to **pay online**”

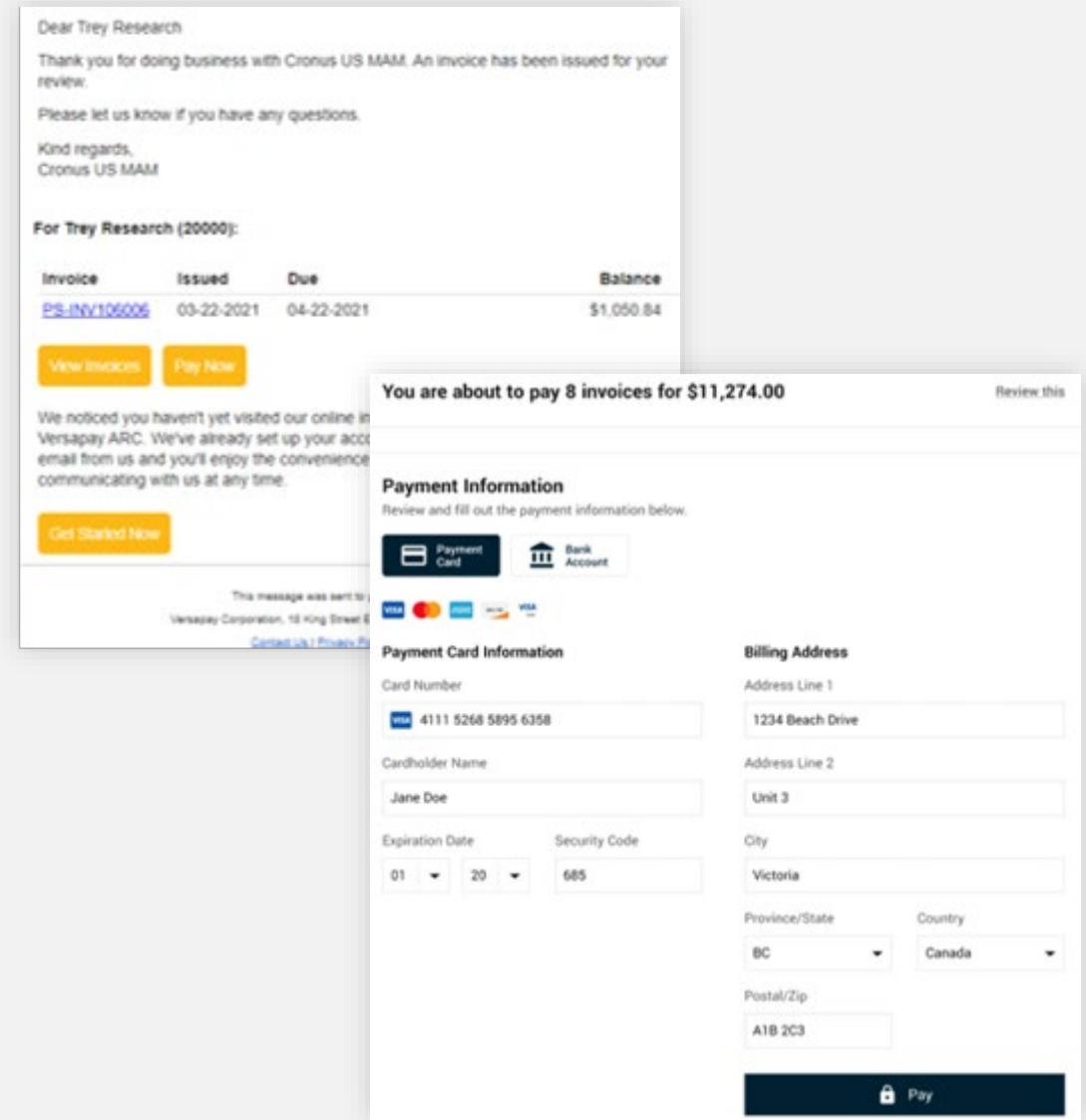
“Customers said they didn’t **get the invoice**”

“My ERP can’t solve everything”

“We’re still using **paper invoices and checks**”

Streamlined Invoicing and Integrated Payments

- Issue, track and automatically deliver invoices to customers via:
 - Customer Portal
 - Email
 - Print
 - AP Systems
- Customers can pay invoices with flexible payment options through a secure link.
- Accept payments across all channels, including eCommerce and point of sale.
- Let customers pay how they want digitally and sync data automatically to D365.



Cash application challenges

Diverse payments complicate payment reconciliation process

- Checks
- ACH/EFT
- Wire transfer
- Virtual card
- Point of sale
- Field sales



Manually intensive and error-prone



Time consuming and delays financial closing

Payment remits received separately or not at all

- Emails
- Imaged based
- PDFs
- AP Portals
- Data files
- Phone calls

Advanced Cash Application

AI and Machine Learning

- Imports all incoming payments (checks, ACH push & wire) and remittance data from multiple sources.
- Automates cash application and reduces time spent manually matching payment to open receivables.
- Leverage collaboration tools to engage customers in answering questions about unapplied payments.



↓

Customer	Invoice	Amount
Steele Corporation	12291	\$2,300
Steele Corporation	13259	\$1,800
Checks Total		\$4,100
✓	Balance	\$0

[Validate Payment](#)

AI-powered advanced cash application

Automate reconciliation for payments made outside Versapay



1. **Capture, digitize & reassociate de-coupled remittance data**



2. **AI-based algorithms auto-match payments to open receivables**



3. **Manage unapplied payments with collaboration tools**

Cash application benefits



Improve accuracy



Save time, reallocate to higher value work



Increase auto-match rates