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versapay®



DYNAMICS 365
BUSINESS
CENTRAL

3 Ways to get paid 25% faster with Business Central



Last Updated March 2023

Today's Speakers



Suzette Peake

Senior Sales Engineer



Ryan Kinter

Microsoft Account
Executive



Naomi Marti

Regional Partner
Manager, East

Versapay: The Leader in Collaborative AR

The Versapay Collaborative AR Network is the first AR automation solution that empowers the genius of teams by bridging the gap between suppliers and buyers through a shared, digital experience.

TODAY'S AGENDA

- ① Versapay Company Updates
- ② Challenges we see in digital payment processing
- ③ 3 Ways to get paid 25% Faster using Business Central
- ④ Lets see how it all works!
- ⑤ Next Steps and Q&A

Versapay Updates

Naomi Marti, Regional Partner Manager

2022 Growth & Momentum Recap



Versapay Network – 1M

More than one million buyers and sellers are now transacting business on Versapay's Collaborative AR network (announced 01/2023)



R&D Investment

\$20M+ invested in unifying architecture, workflows, and reporting across the portfolio to improve customer experience and allow us to deliver enhancements to clients faster



DadeSystems Acquisition

The April 2022 acquisition broadens Versapay's suite of AR automation solutions, expands its AI and machine learning capabilities, and expands the company's enterprise footprint



Research Reports

Published two State of Digitization in B2B Finance reports based on Wakefield Research that highlight the importance of customer experience within AR processes

Versapay: Collaborative AR Automation + Payment Network

The Versapay Collaborative AR Network is the first AR automation solution that takes a collaborative approach that puts customers at the center of the AR transformation.

The Power of the Versapay Network

8K+

customers

1M+

buyers and sellers

\$40B

invoices delivered annually

\$60B

processed annually

Versapay Product Portfolio



ERP Payments

Accept and process payments from any sales channel within your ERP system.



Customer Portal

Accept and process payments within Business Central and provide a customer self-service portal.



Collaborative AR

Automate accounts receivable tasks and collaborate with customers over the cloud.



Cash Application

Automatically match and apply any payment from any channel with AI.






Microsoft certified partner for 10+ years (formerly ChargeLogic)
with more than 1,000+ mutual customers

Versapay Cash Application now available on AppSource

NEW!

Find us on Microsoft AppSource

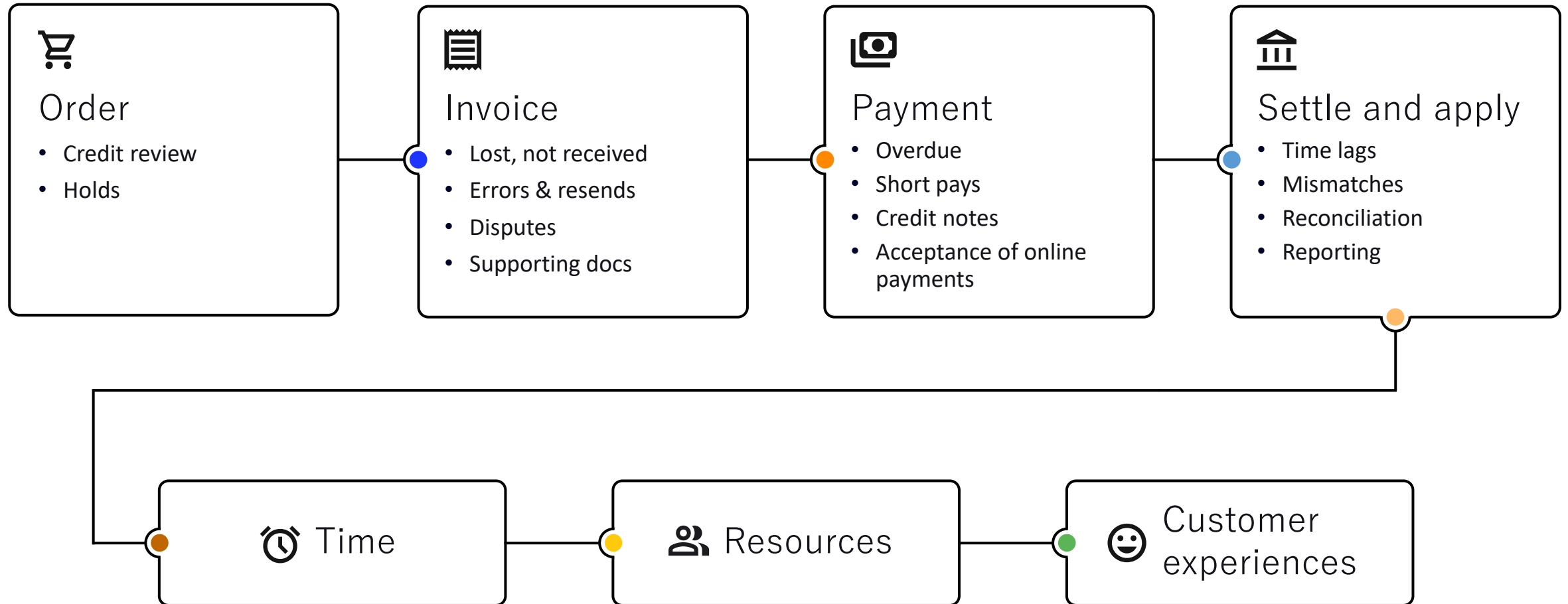
-  Versapay Payments for Dynamics 365
-  Versapay Collaborative AR Automation
-  Versapay Cash Application

Supported Versions:
BC SaaS
BC 21 Extension
BC 20 Extension
BC 19 Extension
BC 14 Extension Only

Challenges in digital Payment Processing

Naomi Marti, Regional Partner Manager

The ~~perfect~~ AR journey



Challenges we see in digital payments processing



Manual Effort & Processes

- ✓ Human errors cause inaccurate and missing data
- ✓ Wasted time with data entry
- ✓ Manual reconciliation
- ✓ Falling short on customer expectations for digital payments



Inefficient Payment Processing

- ✓ Using multiple systems to process a transaction
- ✓ Limited payment options available
- ✓ Lack of communication between systems
- ✓ Not being able to put your data to work



Potential Security Risk

- ✓ Lack of security for you and your customers
- ✓ Risk of Fraud
- ✓ Difficult to maintain compliance

Steps to Improve Payment Processing & AR



Collaborative AR

Supplier & Customer portals enable collaboration, plus intelligent collections & cash application and actionable analytics



Customer Portal

Self-serve access 24/7 gives customers full view of their account - invoice history, credits, store payment methods, and auto-pay



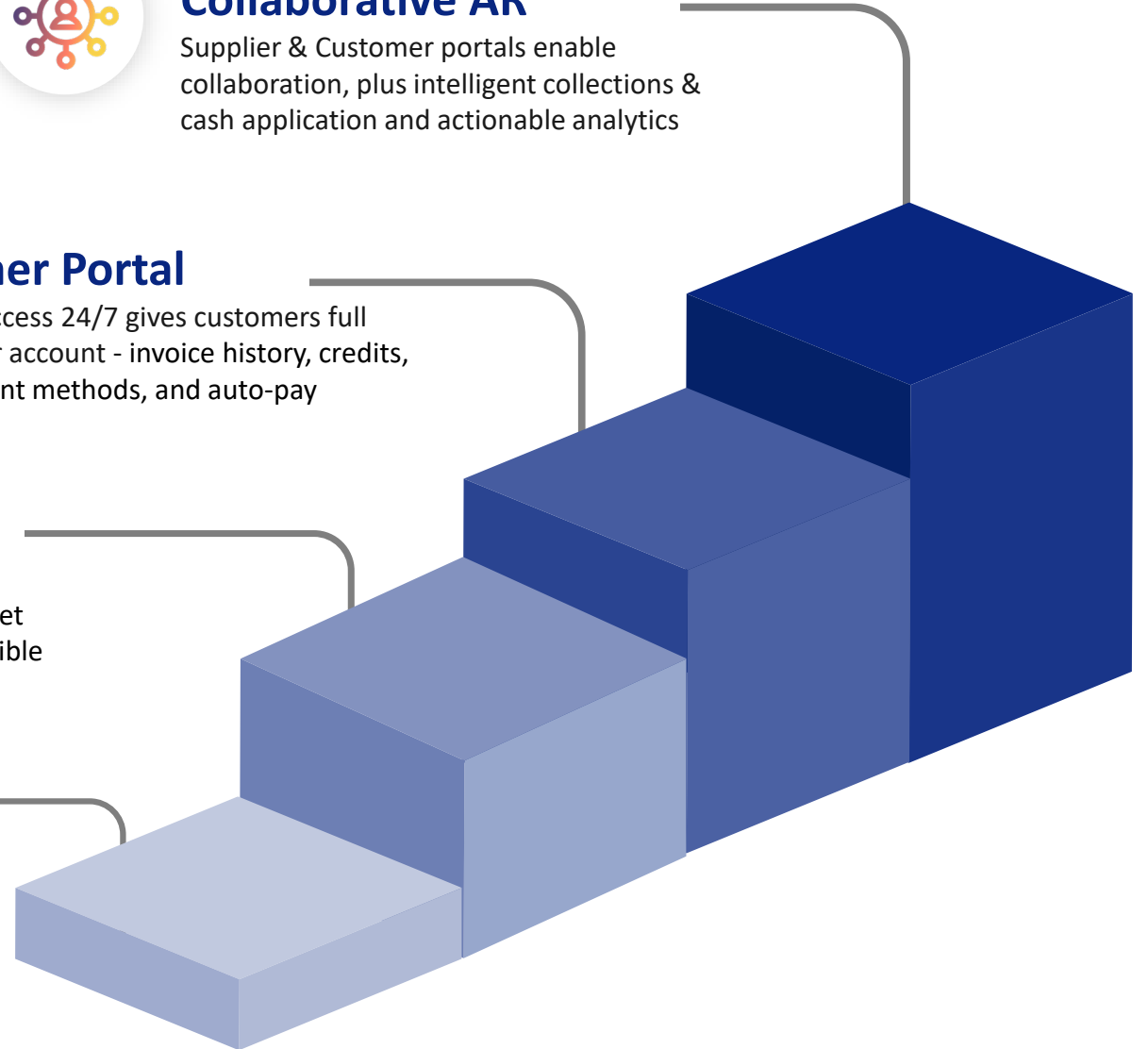
Simplified eInvoicing & PayNow Page

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



Integrated Payments

Accept payments and log all transactions in your ERP on sales orders, posted invoices and more



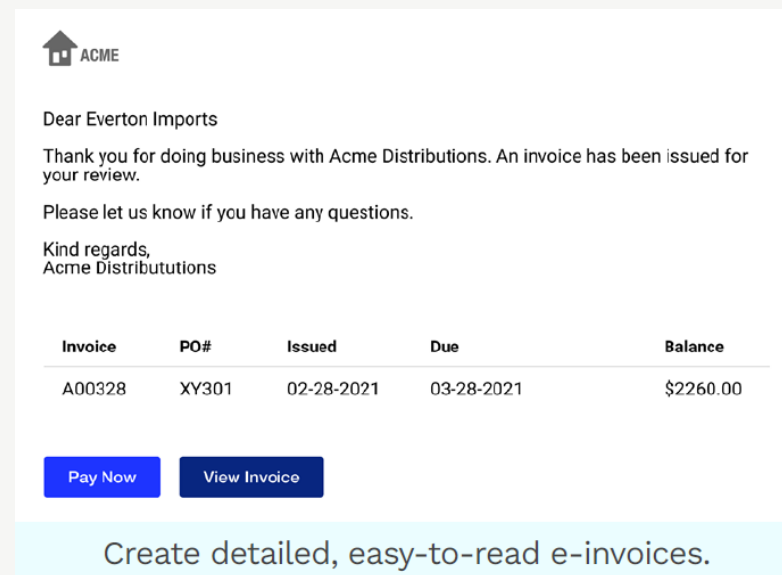
#1 - Accelerate Cash Flow

Naomi Marti, Regional Partner Manager

Accelerate Cash Flow

with electronic invoice delivery and Paynow

- Automatically send secure electronic invoices directly from Business Central to customers with PayNow links.
- Redirect customers to a Versapay-hosted payment portal page with your company's branding.
- Customers can select a single invoice or subset of invoices for payment and download invoices as PDFs.
- Allow customers to take advantage of early pay incentive discounts and make initial deposits.



ACME

Dear Everton Imports

Thank you for doing business with Acme Distributions. An invoice has been issued for your review.

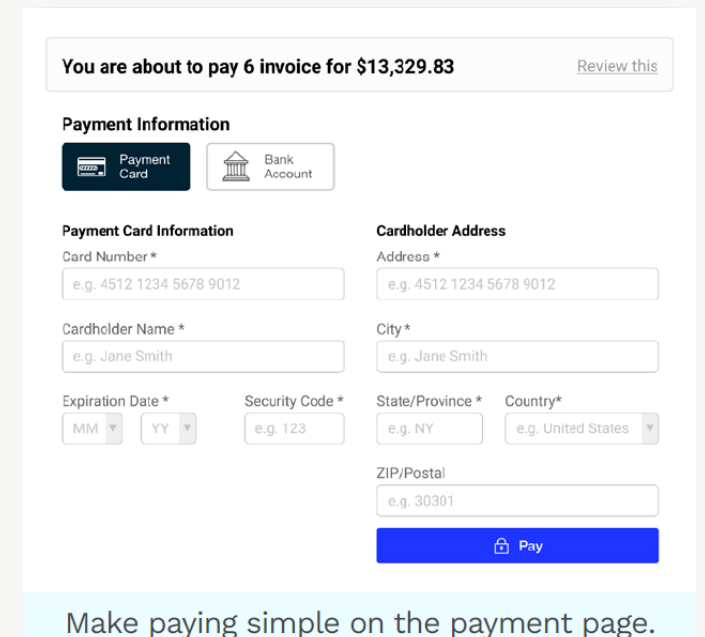
Please let us know if you have any questions.

Kind regards,
Acme Distributions

Invoice	PO#	Issued	Due	Balance
A00328	XY301	02-28-2021	03-28-2021	\$2260.00

[Pay Now](#) [View Invoice](#)

Create detailed, easy-to-read e-invoices.



You are about to pay 6 invoice for \$13,329.83 [Review this](#)

Payment Information

Payment Card Bank Account

Payment Card Information

Card Number *
e.g. 4512 1234 5678 9012

Cardholder Name *
e.g. Jane Smith

Expiration Date *
MM YY
e.g. 12 34

Security Code *
e.g. 123

Cardholder Address

Address *
e.g. 4512 1234 5678 9012

City *
e.g. Jane Smith

State/Province *
e.g. NY

Country *
e.g. United States

ZIP/Postal
e.g. 30301

[Pay](#)

Make paying simple on the payment page.

#2 – Improve your customer experience

Naomi Marti, Regional Partner Manager

New Customer Portal Add-On

Available now for Dynamics Business Central

Improve your customer experience by giving them access to all they need to understand what they owe

- Self-serve 24/7 with visibility into their full account—current status, invoice & payment history.
- Customers can easily pay using stored payment methods & credits—autopay is easy to set up too!
- Payments sync immediately in Business Central, reducing data entry costs and increasing cash flow.
- No more manual cash application—online payments are automatically applied.

Customer Portal

ACME Jaime Gonzalez ▾

Invoices **Payments** Activities Documents

Steele Corp Balance Due: **\$32,949.03**

TD Canada Trust (6087)
Mastercard **6582
Add Bank Account
Add Card

You have other credits that are not in this list. [Add them now.](#) Total Payment: \$3207.05
Total Credit Applied: \$3600.70

INVOICE #	AMOUNT	OWING	PAYMENT	BALANCE	NOTE
<input checked="" type="checkbox"/> A00319	\$3339.91	\$1669.95	<input type="text" value="\$1000.00"/>	\$669.95	<input type="text"/>
<input checked="" type="checkbox"/> A00308	\$2685.63	\$268.56	<input type="text" value="\$268.56"/>	\$0.00	<input type="text"/>
<input checked="" type="checkbox"/> A00312	\$2248.58	\$2248.58	<input type="text" value="\$1938.51"/>	\$310.07	<input type="text"/>
Total			\$3207.07	\$980.02	<input type="text"/>

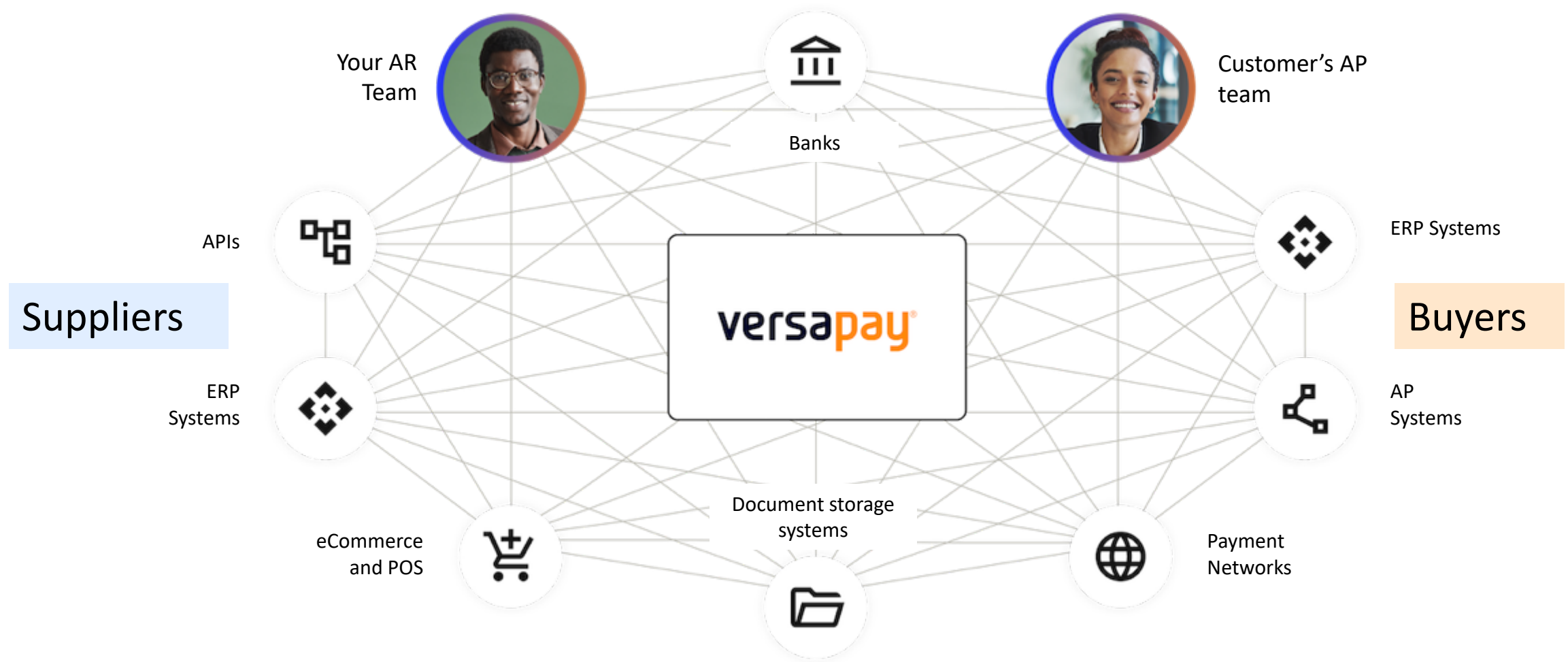
[Clear List](#)

#3 – Empower Collaboration

Naomi Marti, Regional Partner Manager

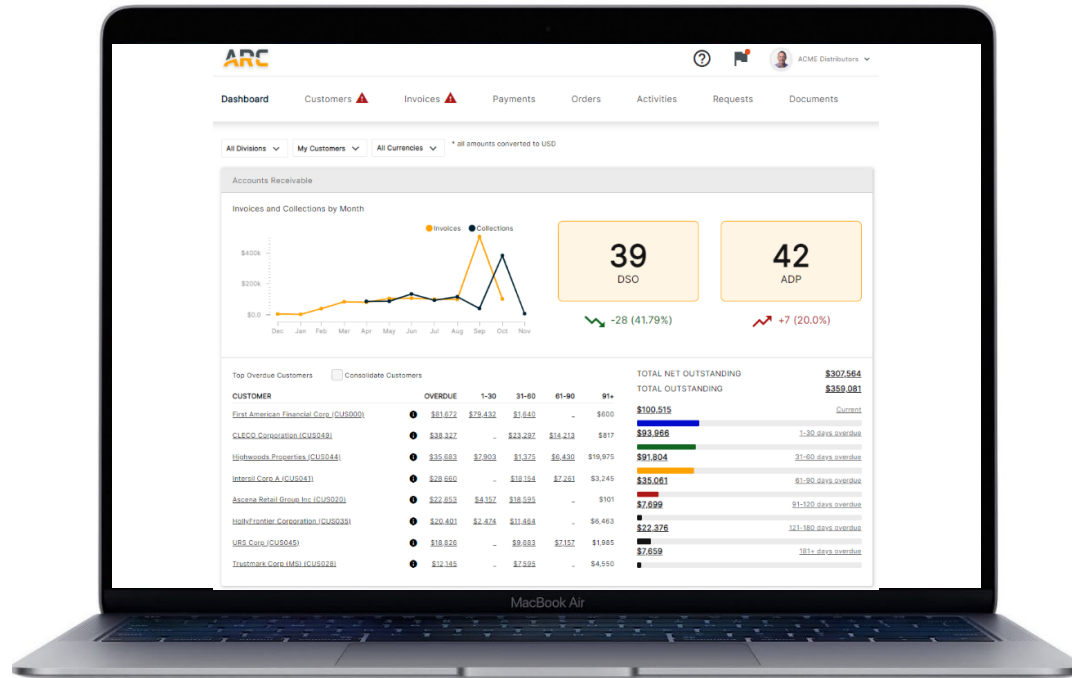
Versapay's Collaborative AR Network

With 1M+ companies on the network, many of your customers may already be using Versapay

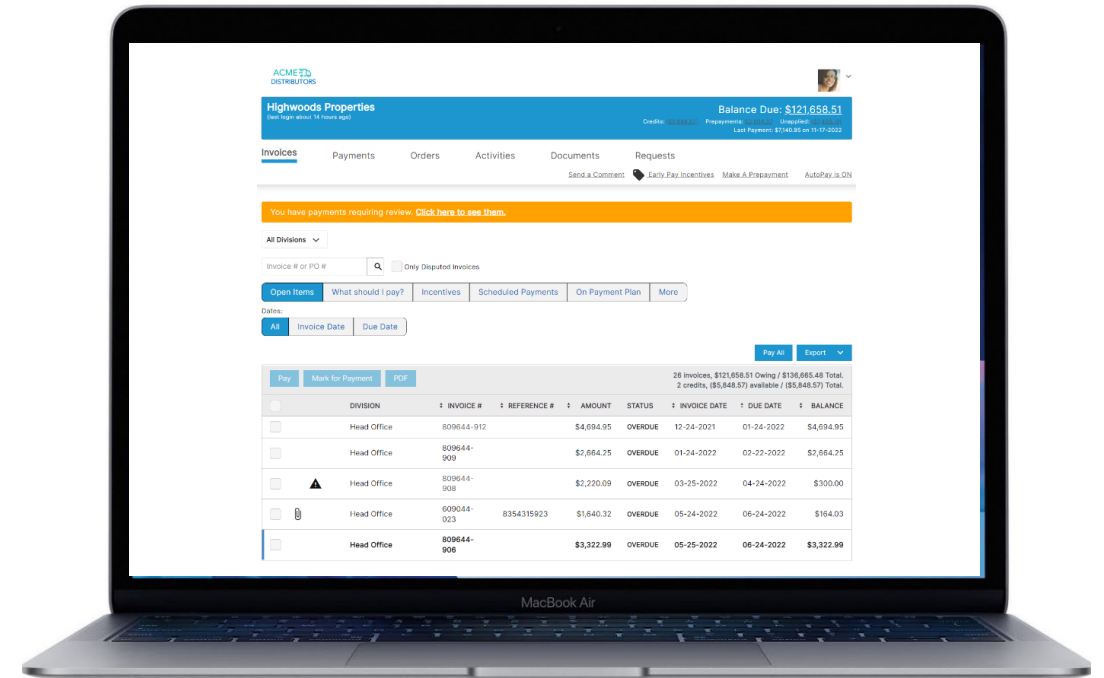


Connect your AR department with customers over the cloud

Supplier Portal



Customer Portal



- ✓ Collaborate with customers in real-time with shared access to the same information to quickly resolve disputes.
- ✓ Automate collection efforts to drive desired payment behaviors with smart workflows.
- ✓ Automate cash application and reduce time spent manually matching payment to open receivables.
- ✓ Make informed decisions with real-time dashboards and actionable insights.

Transforming AR departments

AR teams drive efficiency and cash flow

↓ 50%

Less time managing
receivables



25%

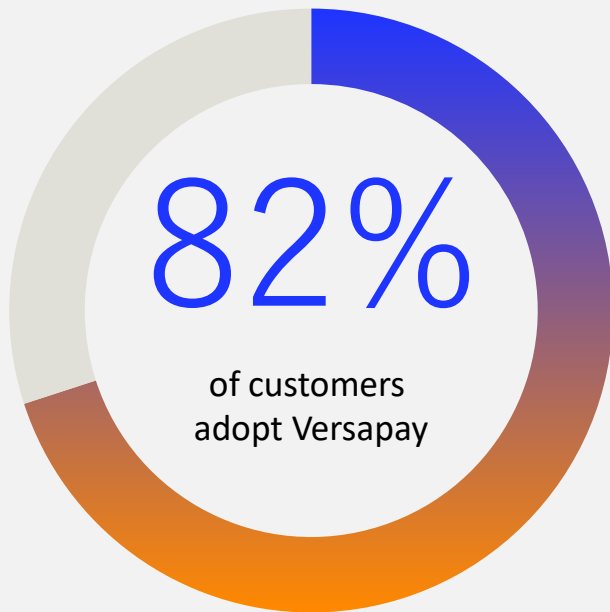
Acceleration in Cash
Flow



30%

Decrease in past due
invoices

Industry's Highest E-adoption



TireHub

“After deploying Versapay, our **customers are really happy** that they have a handle on everything and **can have more meaningful, natural interactions with us.**”

Ashok Vantipalli, CTO and CIO | TireHub

KITE REALTY GROUP

“**Tenants are very excited about this platform** because they all want less pain, much better tracking, and another way to communicate with us.”

David Buell, CAO | Kite Realty

SHARP®

“We have had **positive feedback from our customers.** They've all gone into Versapay by themselves and done the transaction.”

Ellen Chammas, Manager, Credit & Accounts Receivable | Sharp Corporation (Canada)

More secure B2B transactions deliver cost savings

- Most transactions pass along basic data—known as Level 1
- Versapay captures Level 2 & Level 3 data that reduces the risk of transactions
- Enables credit card companies to discount fees which translates into less expense for customers

Resources:

- [Ultimate Guide to Credit Card Processing](#)
- [Everything B2B Merchants Need To Know About Credit Card Processing Fees](#)

	Level 1	Level 2	Level 3
Total Purchase amount	•	•	•
Date	•	•	•
Merchant name	•	•	•
Sales tax amount		•	•
Merchant's ID number		•	•
Customer accounting code		•	•
Ship from ZIP code			•
Destination ZIP code			•
Product codes			•
Invoice number			•
Order number			•
Freight amount			•
Tax rate			•

**the actual data that's passed in a transaction might vary depending on your credit card processor*

Lets see how this all works!

Ryan Kinter & Suzette Peake

Case Study: How RPC Reduced Overdue Accounts by 70%



ERP: Microsoft Dynamics

Industry: Research and technology

Invoices per Month: 1300+

The Research and Productivity Council (RPC) provides an array of services that help ensure food safety, air quality, and marine health in Eastern Canada and around the world. RPC's accounts receivable department discovered a growing problem with overdue accounts. Manual AR processes and limited payment options for their customers were the culprits.

70%

The reduction in the **number of accounts with invoices** over 90 days past due

Since implementing Versapay

\$200,000

The **total dollar amount** for invoices over 90 days overdue, down from 800,000

2

The **days** it takes for most **click-to-pay payments** to hit RPC's bank

+30

The **average days** clients took to pay

Before implementing Versapay

\$800,000

The **total dollar amount** for invoices over 90 days overdue

2

The **total hours spent** per day manually processing payments

“Our controller asked if I would test click-to-pay for RPC. And *I absolutely loved it.*”

Tammy Craft, RPC

“The *credit card information we capture is encrypted* so it makes it safe for clients and sets them at ease as well.”

Tammy Craft, RPC

“With click-to-pay it's *so much faster.*”

Tammy Craft, RPC

Transforming the way companies do business



Average savings on payment fees



Acceleration in payment collection



Reduction in manual processes

Next Steps

Provide last two statements & ACH transaction volume

Analysis & Proposal

Scope Work & Merchant Application

Onboard & Implementation

Proposed Next Steps

- For next steps I recommend that you reach out to your Innovia representative, and we can get a discovery call set up and learn more about your processes and show you how we can help.

Looking forward to hearing from you all!



Q & A





Thank you!

Naomi Marti

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