

# DIGITAL PAYMENTS -

**NEXTGEN** by   
*United TranzActions*

# TODAY'S PRESENTER

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# NEXTGEN by AGENDA

## Accounts Payable

- 1 ACH A/P – Digital Payments

## Accounts Receivable

- 2 Merchant-Initiated ACH Transactions – **Level 4**
- 3 Customer-Initiated Online Bill Pay – **Level 4**
- 4 Payment Links

## Billing & Lockbox – Traditional vs. Alternatives

- 5 EIPP - Electronic Invoice Presentment & Payment
- 6 Electronic Lockbox

# SERVICING INDUSTRY LEADERS





# TODAY



**Check Guarantee**



**Credit Card Processing**



**Credit Card Surcharging**



**ACH Processing**



**Online Bill Pay**



**Remote Deposit Capture**



**Mobile Deposit**



**Canadian Payment Solutions**

# STREAMLINE YOUR ACCOUNTS PAYABLE

## 1 ACH A/P - Digital Payments



# FEDERAL RESERVE STATISTICS

- ▶ In 2017, businesses processed 5.2 Billion checks, totaling \$8.4 Trillion
- ▶ In 2022, businesses processed 3.4 Billion checks, totaling \$9.1 Trillion

**The average check amount has increased by approximately 66%.**

Possible reason?

*Credit card transactions are expensive and surcharges are being imposed.*

# THE HIGH COST OF PAPER CHECKS

Bank of America, the Association for Financial Professionals (AFP), and NACHA estimate that issuing checks cost businesses \$15 per check, on average.

In 2022, businesses issued 3.4 Billion checks written at a cost of \$15 per check - **total unnecessary cost of over \$51 Billion.**



# Examples of costs associated with check writing...

## Hard Costs

- Check Stock (paper)
- Postage
- Printer Ink
- Envelopes
- Check Imaging Fees
- Bank Processing Fees
- Positive Pay Fees
- Physical space to stock inventory
- Etc.

&

## Soft Costs

- Printing checks
- Dual Check signatures
- Addressing Envelopes
- Post Office drop off
- Managing and deterring fraud
- Numerical tracking - control - Voided checks

*\*70% of Total Costs*

# UNNECESSARY COST OF WRITING CHECKS

## 500 CHECKS P/MO

**\$15 Cost per Check**

No. of Checks per Month .....	500
Cost per Check .....	\$15.00
Monthly Cost .....	\$7,500

**ANNUAL COST**  
**\$90,000**

## 1,000 CHECKS P/MO

**\$15 Cost per Check**

No. of Checks per Month .....	1,000
Cost per Check .....	\$15.00
Monthly Cost .....	\$15,000

**ANNUAL COST**  
**\$180,000**



# ACH A/P - DIGITAL PAYMENTS

- ▶ Streamline your Payables process
- ▶ Enhance security and mitigate fraud
- ▶ Simplify and automate reconciliation
- ▶ Improve vendor experience




# PAYMENT TEMPLATE

A/R Entry Screen

  Customer #:  \*  Memorize Customer

Customer Name:  \*

Transaction Date:  

ABA Routing #:

Check Account #:

Amount:  \*



Invoice #:

Attach Remittance/File:


Confirmation Email:

# ACCOUNTS PAYABLE

A/P Entry Screen

  Vendor #:  \*  Memorize Vendor

Vendor Name:  \*

Transaction Date:  

Remit to Routing #:  \*

Remit to Account #:  \*

Payment Amount:  \*

PO/Invoice #:

Attach Remittance / File:

Confirmation Email:

A thick green wave-like shape that starts at the top left, dips down, and then rises to the top right, framing the top of the page.

**FINISH THE JOB...**

# ACH A/P vs. PAPER CHECKS

## 500 PAYMENTS P/MO

### Paper Check

Annual Cost @ \$15 per\* - \$90,000

### ACH Costs

Cost per Trans.	\$2.00
Annual Cost	\$12,000

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**Annual Savings**  
**\$78,000**

## 1,000 PAYMENTS P/MO

### Paper Check

Annual Cost @ \$15 per\* - \$180,000

### ACH Costs

Cost per Trans.	\$2.00
Annual Cost	\$24,000

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**Annual Savings**  
**\$156,000**



\*Includes hard and soft costs of paper checks.

# ACCOUNTS RECEIVABLE

ALTERNATIVES... AT A FRACTION OF THE COST

- 2 **Merchant-Initiated ACH Transactions**
- 3 **Customer-Initiated Online Bill Pay**
- 4 **Payment Links**





## 2 MERCHANT-INITIATED ACH TRANSACTIONS

- ▶ Dramatically reduce the high cost of Credit Card fees
- ▶ Accept electronic payments using your customer's ABA and account number
- ▶ 24-48 hour funds availability
- ▶ Web-based application, no software or hardware to purchase

# ARE YOU MAXIMIZING YOUR SAVINGS?

Reduce your credit card processing rates and fees with:

- ✔ Large Ticket Discounts
- ✔ Automated Level 2 & Level 3 Discounts
- ✔ Surcharging
- ✔ Address Verification
- ✔ Etc. (Ask Us)

# INTRODUCING...

## Level 4 Discount by **UTA** United TranzActions

- ✔ UTA's Risk Logic and Filters protect you against NSF, Fraud, Stop Payments, etc.
- ✔ NEVER see a returned payment
- ✔ Dramatically reduce the high cost of Credit Card fees
- ✔ Eliminate return fees, banking fees, and chargebacks

*It's money is in the bank – Period.*



# ACH w/ **Level 4** vs. CREDIT CARD COSTS

## CREDIT CARD PAYMENT

\$2,500 Transaction

Rate = 2.50% + \$0.10

**Cost = \$62.60**

## ACH PAYMENT

with **Level 4 Discount**

\$2,500 Transaction

Rate = 0.89%

**Cost = \$22.25**

**SAVINGS**  
**\$40.35** ⇌ **64%**

MMills



# ACH w/ **Level 4** vs. CREDIT CARD COSTS

## CREDIT CARD PAYMENT

\$25,000 Transaction

Rate = 2.50% + \$0.10

**Cost = \$625.10**

## ACH PAYMENT

with **Level 4 Discount**

\$25,000 Transaction

Rate = 0.89%

**Cost = \$222.50**


➤ *Even with Large Ticket Discounts, UTA'S Level 4 option offers significant savings.*

**SAVINGS**  
**\$402.90** ⇔ **64%**





# PAYMENT TEMPLATE

A/R Entry Screen

 Customer #:  \*  Memorize Customer

Customer Name:  \*

Transaction Date:  

 ABA Routing #:


Check Account #:

Amount:  \*

Invoice #:

Attach Remittance/File:  No file chosen

Confirmation Email:



### 3 CUSTOMER-INITIATED ONLINE BILL PAY

- ▶ Offer your customers the flexibility to pay Online
- ▶ Reduce compliance exposure (PCI & PII)
  - ▶ With UTA's Exclusive **Level 4 Discount**
- ▶ UTA's Risk Logic and Filters protect you against NSF, Fraud, Stop Payments, etc.
- ▶ NEVER see a returned payment
- ▶ Eliminate return fees, banking fees, and chargebacks
- ▶ Dramatically reduce the high cost of Credit Card fees

## 4 PAYMENT LINKS

- ▶ Send payment links to your customer via email or text
- ▶ Customers initiate transactions with the click of a link
- ▶ Multiple payment methods - ACH with *or without* **LEVEL 4 DISCOUNT** or Credit Cards



# QR CODES

- ▶ Expedite customer payment
- ▶ Customers can easily scan the QR code to pay
- ▶ No software to purchase
- ▶ QR code can be displayed on a paper invoice or at the point of sale



# PAYMENT REQUEST LINK

## INVOICE

**Bill to**  
Business Company  
123 Grand Avenue  
Country

**Invoice**  
#12345

**Date**  
03/15/2023

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Description	Price	Qty	Total
Service	275,00	1	275,00
Service	162,00	1	162,00


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<b>Invoice Number</b>	<b>Due by</b>	<b>Subtotal</b>	437,00\$
#12345	03/15/2023	<b>Tax</b>	30,59\$
		<b>Total</b>	<b>467.59\$</b>

**Pay Now**

info@business.com      www.info.yourbusiness.com

## EMAIL

 Thu 3/15/2023 3:50 PM  
Payments@smithsupply.com  
**RE: PAYMENT REQUEST**

To: Customer@generalcontractor.com  
CC

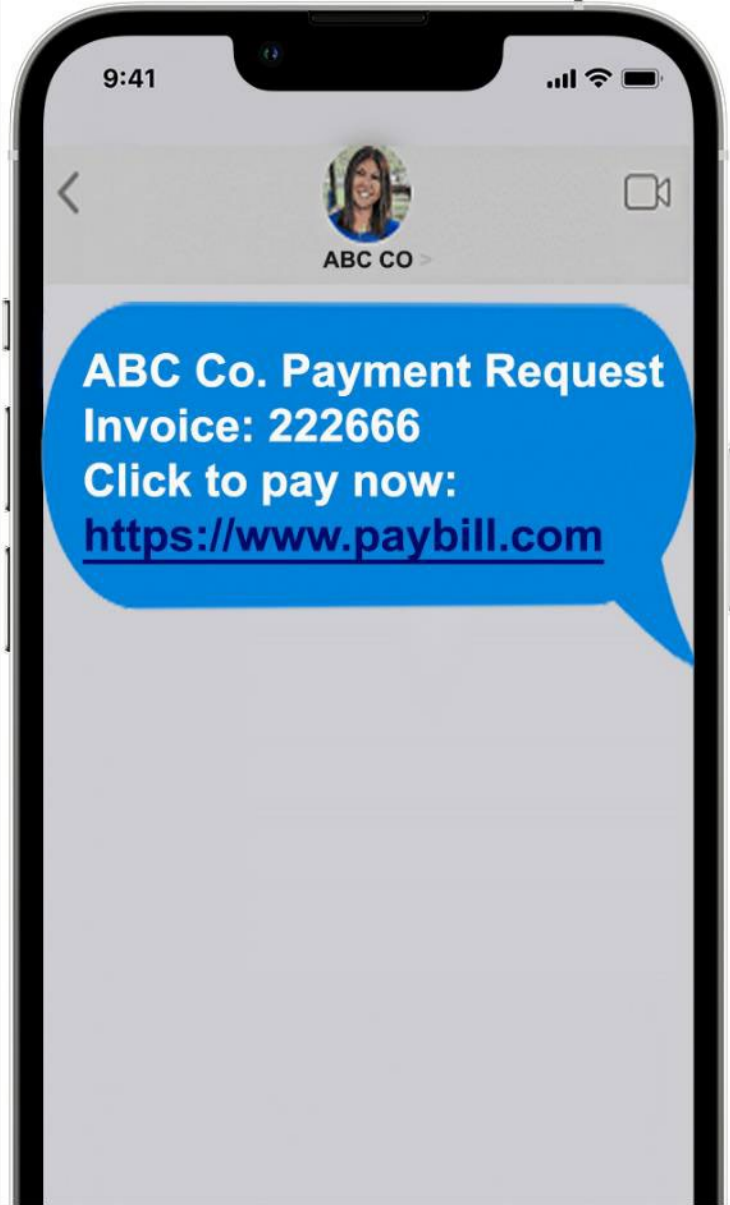
Dear Customer,

Smith Supply has sent you a payment request.

Please click on the link below to make a secure online payment:

[PAY NOW](#)

## TEXT



9:41      [Signal] [Wi-Fi] [Battery]

  
ABC CO

**ABC Co. Payment Request**  
Invoice: 222666  
Click to pay now:  
<https://www.paybill.com>

# CUSTOMER-INITIATED PAYMENT

## ACH vs. Credit Card Payments

### CREDIT CARD PAYMENT

\$50,000 Transaction

Rate = 2.50% + \$0.10

**Cost = \$1,250.10**

### CUSTOMER INITIATED PAYMENT

#### With Level 4 Discount

\$50,000 Transaction

Rate = 0.89%

**Cost = \$445.00**

➤ *Even with Large Ticket Discounts, UTA'S Level 4 option offers significant savings.*

**SAVINGS**  
**\$805.10** ⇔ **64%**



# BILLING & LOCKBOX - TRADITIONAL VS. ALTERNATIVES

- 5 **EIPP - Electronic Invoice Presentment & Payment**
- 6 **Electronic Lockbox**



# 5 EIPP - Electronic Invoice Presentment & Payment

Full Circle ●

- ▶ Dramatically reduce costs (ink, postage, paper, time)
- ▶ Invoices and Statements delivered instantly
- ▶ Display digital invoices through a secure portal
- ▶ Utilize Payment Links
- ▶ Modernize cash posting through automation



## 6 ELECTRONIC LOCKBOX - by



K-Yama

- ▶ Alternative electronic payment solution
- ▶ Eliminate expensive, Paper-Based business models
- ▶ CTX, BAI, Flat File Format, etc.
- ▶ Automated cash applications
- ▶ Fast and secure



# THANK YOU!

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