



DIGITAL PAYMENTS - NEXTGEN by

TODAY'S PRESENTERS

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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

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

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 #:** * **Auto Load** **Memorize Customer**

Customer Name: *

Transaction Date: 

 **ABA Routing #:**


Check Account #:

Amount: *

Invoice #:

Attach Remittance/File:

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


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

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

[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

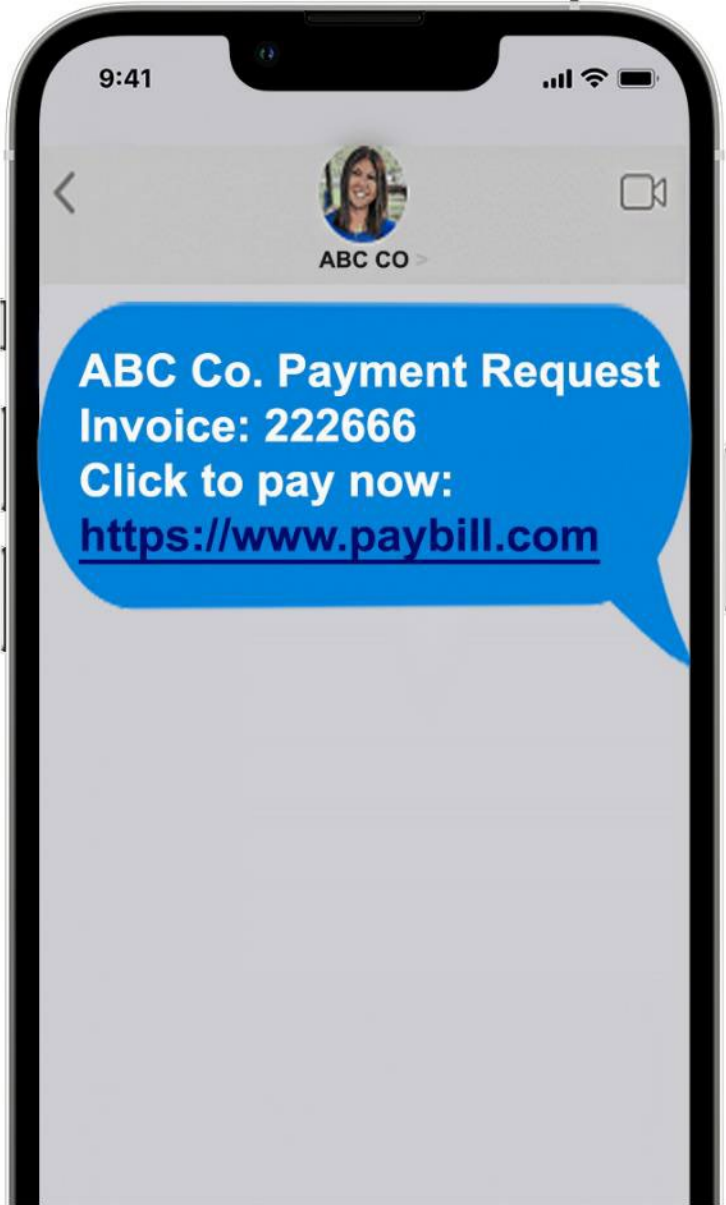
Dear Customer,

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

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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