



Make it easier for customers to do business with you.

## Allow customers to pay the way they want to and get paid quicker.

If you want customers to pay for your goods and services, why make it difficult for them to do so? Order2Cash makes it possible for you to adopt a range of international (and local) payment methods, quickly and without fuss. Accommodating different payment methods will help you to meet the needs of demanding customers; some of which may be preferential, some enforced. Our online payment services can help to remove any unnecessary delays that are currently blocking your receivables flow. The result? You get paid quicker.

### **Adopt online payments for a quick CX win.**

Make the transaction process as painless as possible for customers, and yourselves, by offering more suitable methods of payment. Improve the payment experience for your customers by selecting appropriate methods from our wide range of international and local payment options. Offer a more flexible, accommodating service to your entire customer base and reduce the time to payment dramatically.

### **Safe, secure and rapid online payments.**

- Accept payments online, anytime, 24/7
- Adopt global and local payment methods; including creditcard, Paypal and various regional online banking standards
- Choose appropriate methods for each customer segment or key accounts
- Move your payment flow online and accelerate all payment timetables
- Retain full transparency on every payment, no matter where the transaction takes place
- Improve the customer experience and facilitate an easier, simpler order and payment flow for all customers

## Get ahead of the curve with digital payments.

Payments are going digital, checks are in decline - witness the market's boundless enthusiasm for all things fintech. ACH payments already constitute around one third of all US B2B payments and are slated to grow to 45% by 2020. More than 1 in 3 suppliers say they value digital payments for the ability to track them online, just as they do with FedEx packages. In a digital economy increasing visibility and control isn't an option: It's a necessity.

## Accept credit card payments without breaking the bank.

Credit card payments are convenient, transparent and accepted globally, although they come at a cost. While US suppliers, in particular, value their ability to receive instant payments, B2B companies spend an average of \$2.2 million in credit card processing fees for every \$1B revenue they earn. However, high fees don't have to be a given. For larger organizations, we can utilise Level 3 payment processing, to enrich your credit card data and, in turn, reduce the processing fees by up to \$1M dollars or more annually.

Our Level 3 payment processing can incorporate common line item details including:

- Commodity codes
- Product codes
- Item descriptions
- Merchant contact info
- Tax amounts
- Freight amounts
- Quantities and units

## Accelerate all payments with click-to-pay communication tools.

For mid-sized businesses and other clients, you can stimulate instant payments by adding payment links to all communications with customers. This includes invoices, reminders and final notices. Incorporating simple click-to-pay functionality within your invoice and dunning workflows can help to rapidly reduce the overall time to payment.



## Make payment automatic with B2B SEPA direct debit mandates.

If your organization operates throughout Europe, working with Order2Cash can bring extra benefits. Remove all hassle from the payment cycle entirely by agreeing on standard, automatic direct debit e-mandates with your key accounts.

e-Mandates are one of the safest and most reassuring methods of securing payments from customers. As payments are made automatically, invoices are never forgotten, lost in the mail or mislaid. Direct debits are supported by a broad number of banks and building societies within the Single Euro Payments Area (SEPA) and this method of payment is also becoming a popular option for business to business (B2B relationships). If you have regular, recurring business with clients, adopting a direct debit payment flow could be the key to securing your cashflow.

- Save time across every authorization process
- Optimize process flows and reduce admin work
- Lower the overall number and types of refunds
- Meet the needs and demands of your clients
- Control the identity of each new client

## Open up a world of opportunity.

Some popular international payment methods:

