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# 5 STEPS TO MODERNIZE YOUR AR PROCESSES



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Boost Payment Solutions

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## **WHAT**

Considering how to improve  
efficiency and visibility across AR  
processes.



## **WHEN**

Wednesday, July 24, 2024  
2:00 PM - 2:30 PM EDT



## **WHERE**

Live online presentation  
Replays at [StrategicTreasurer.com](https://StrategicTreasurer.com)



This presentation is provided by Strategic Treasurer and Esker.

# ABOUT THE SPEAKERS

GET TO KNOW TODAY'S SUBJECT MATTER EXPERTS



**CHAZ NARWICZ**  
Esker



**DAVID BORK**  
Boost Payment Solutions



**CRAIG JEFFERY**  
Strategic Treasurer

# TOPICS OF DISCUSSION

KEY AREAS OF FOCUS & ANALYSIS



## MANUAL PROCESSES

EFFECTS ON AR PROCESSES



## STEPS TO MODERNIZE

OPTIMIZING AR PROCESSES



## KEY TAKEAWAYS

AND FINAL THOUGHTS

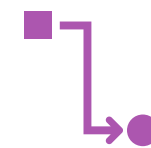
# MANUAL PROCESSES

## NUMEROUS CHALLENGES



### Defects

- Cause inefficiencies
- Cost time and money



### Negative impact on:

- Working capital
- Income
- Forecasting



### Slower collection



### Harder to grow or scale



### Degraded relationships



### Staffing

- Cost
- Harder to attract and retain

# STEPS TO TAKE

## TOWARD MODERNIZATION



Implement end-to-end automation



Employ single pane of glass



Evaluate virtual card use



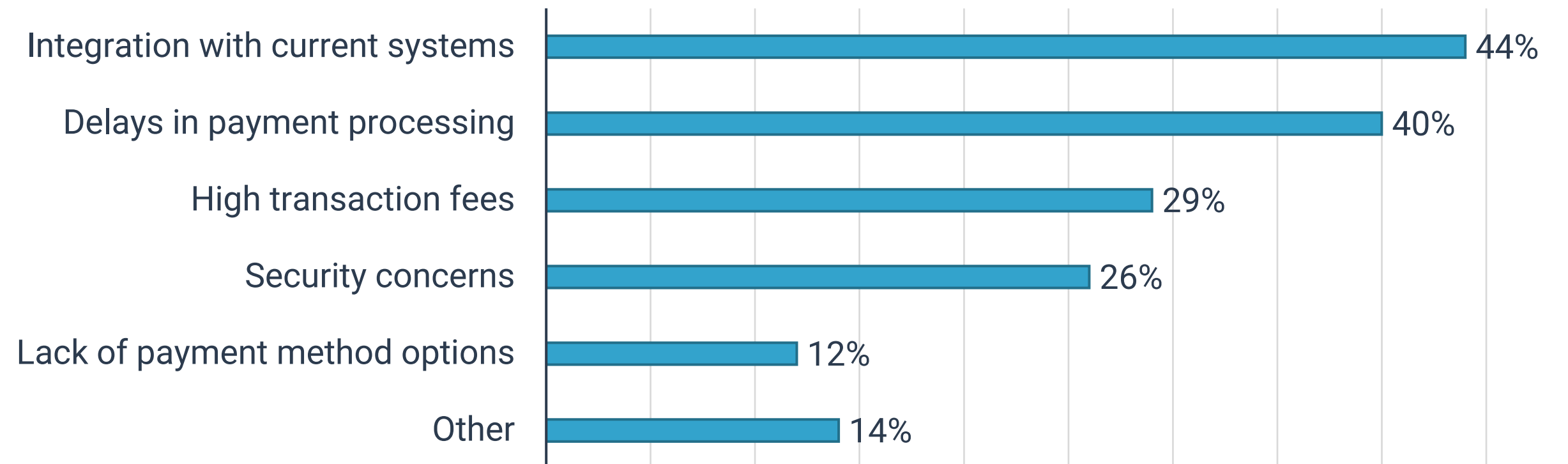
Leverage data



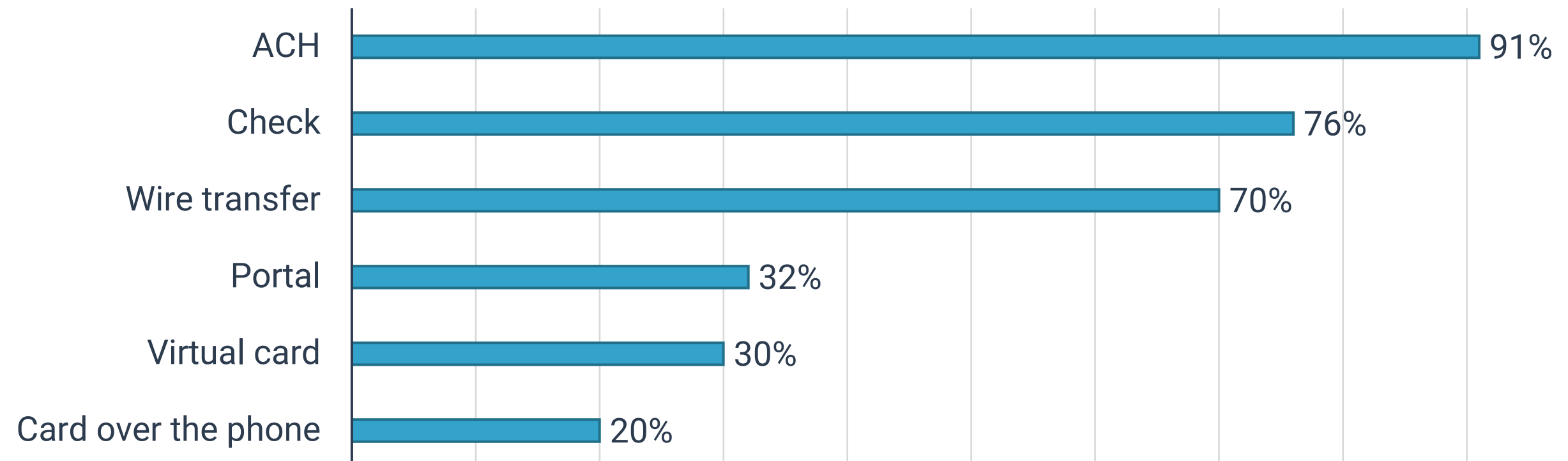
Improve payment security

# POLL QUESTION

## Poll 1 - What are the main challenges you face with B2B payments?



## Poll 2 - Which B2B payment methods do you currently accept?



# STRAIGHT-THROUGH PROCESSING

AUTOMATING THE ENTIRE PROCESS



Automates end-to-end processing



Issuer or buyer can push card payments directly to supplier's bank



Eliminates manual entry of card information



Card data is never exposed

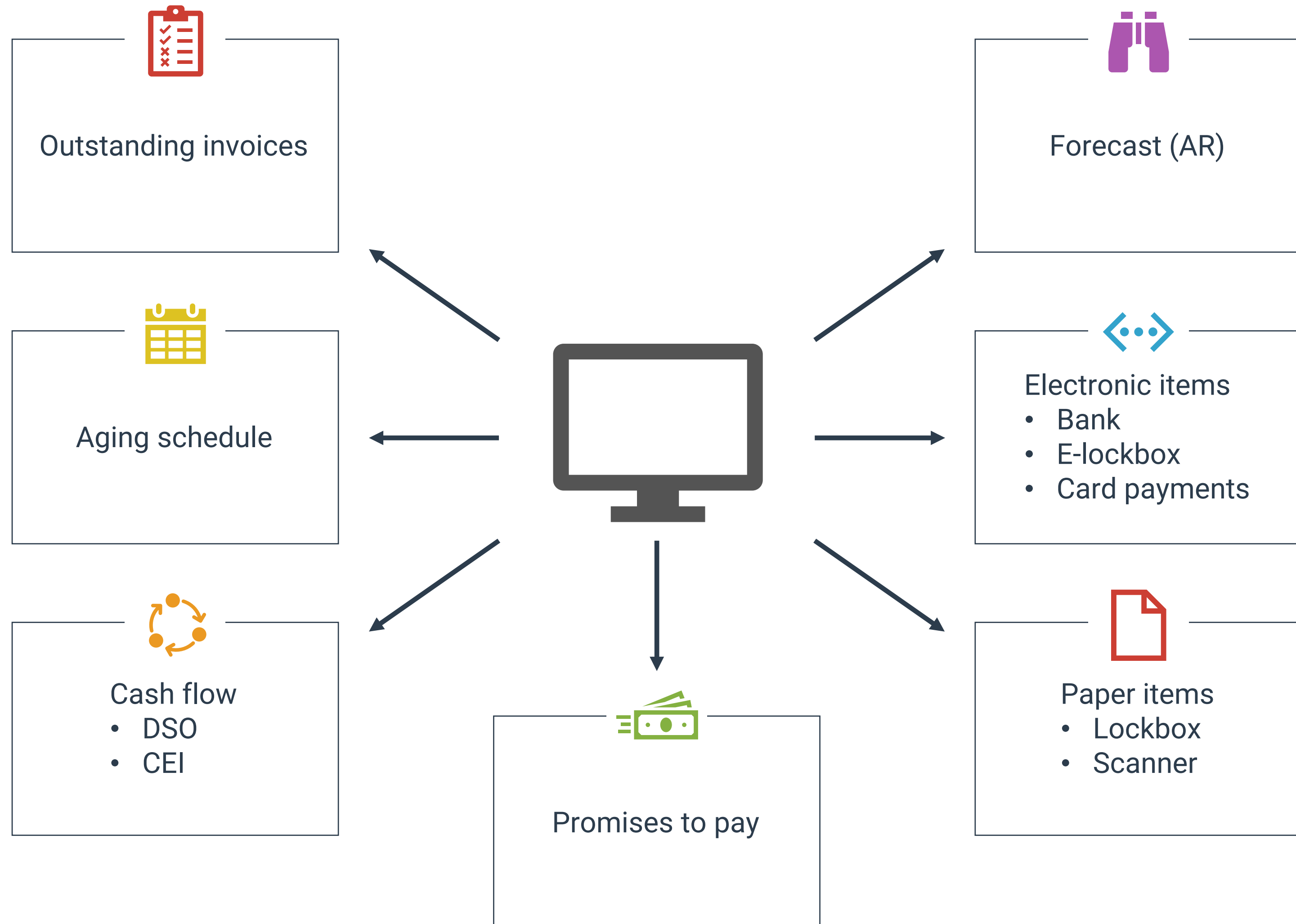


Fully encrypted transaction



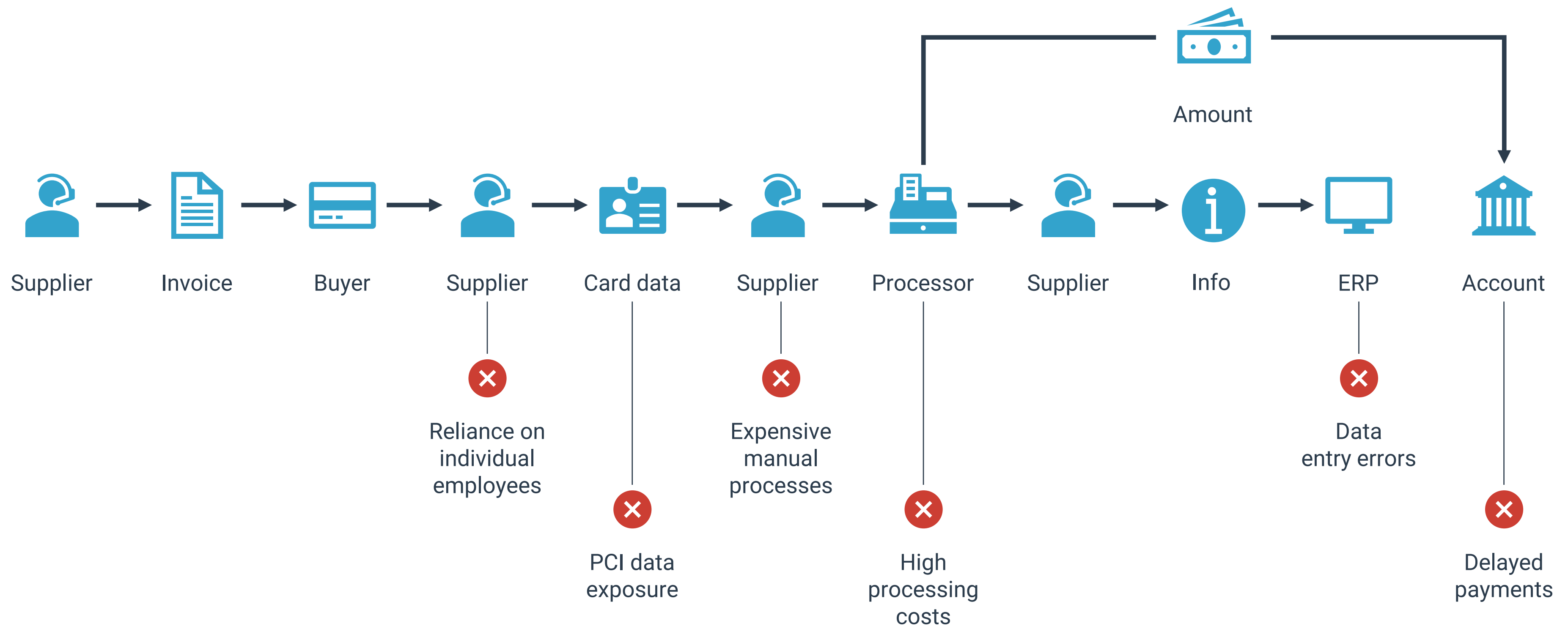
# CENTRALIZED VISIBILITY

## THE AGGREGATE VIEW



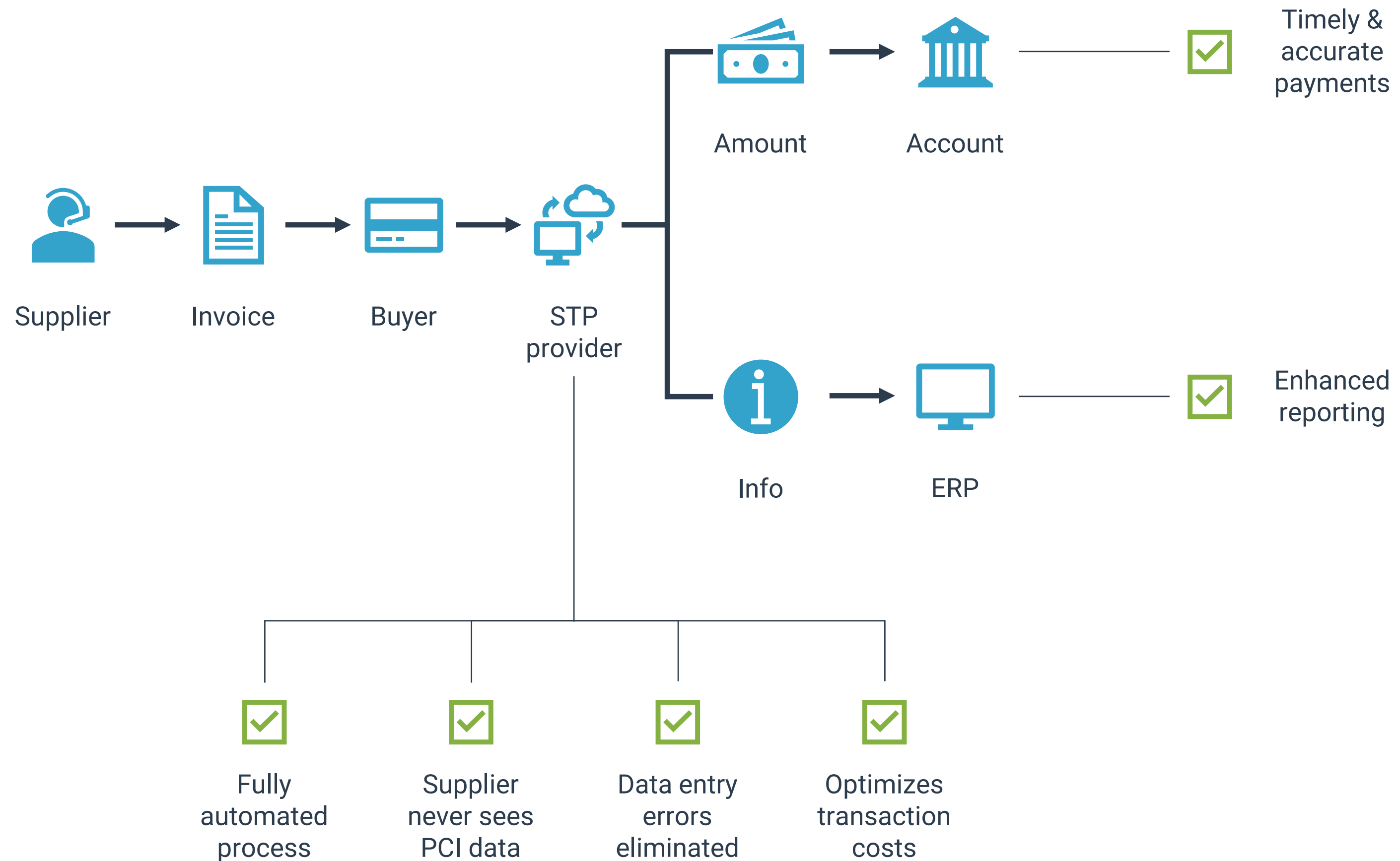
# TRADITIONAL VIRTUAL CARD FLOW

POTENTIAL FOR COSTLY PITFALLS



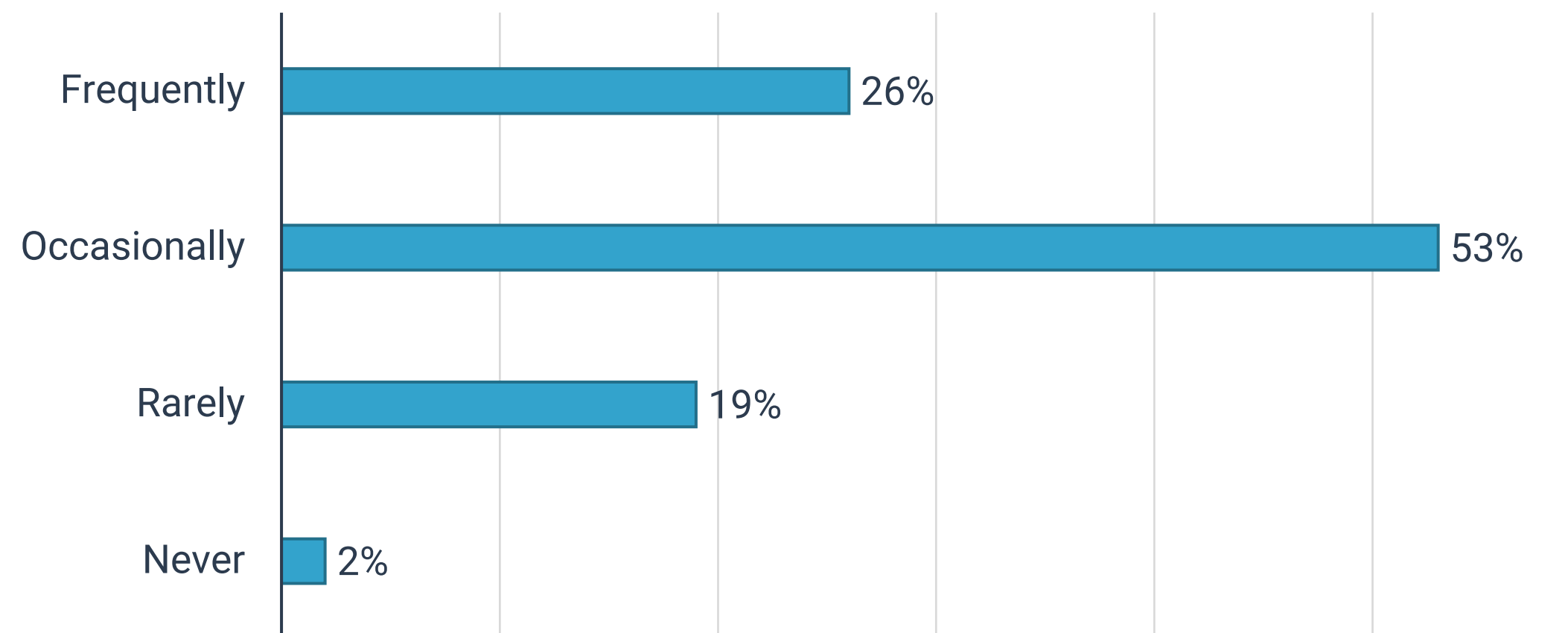
# VALUE OF STP

## STREAMLINING VIRTUAL CARD PROCESSING



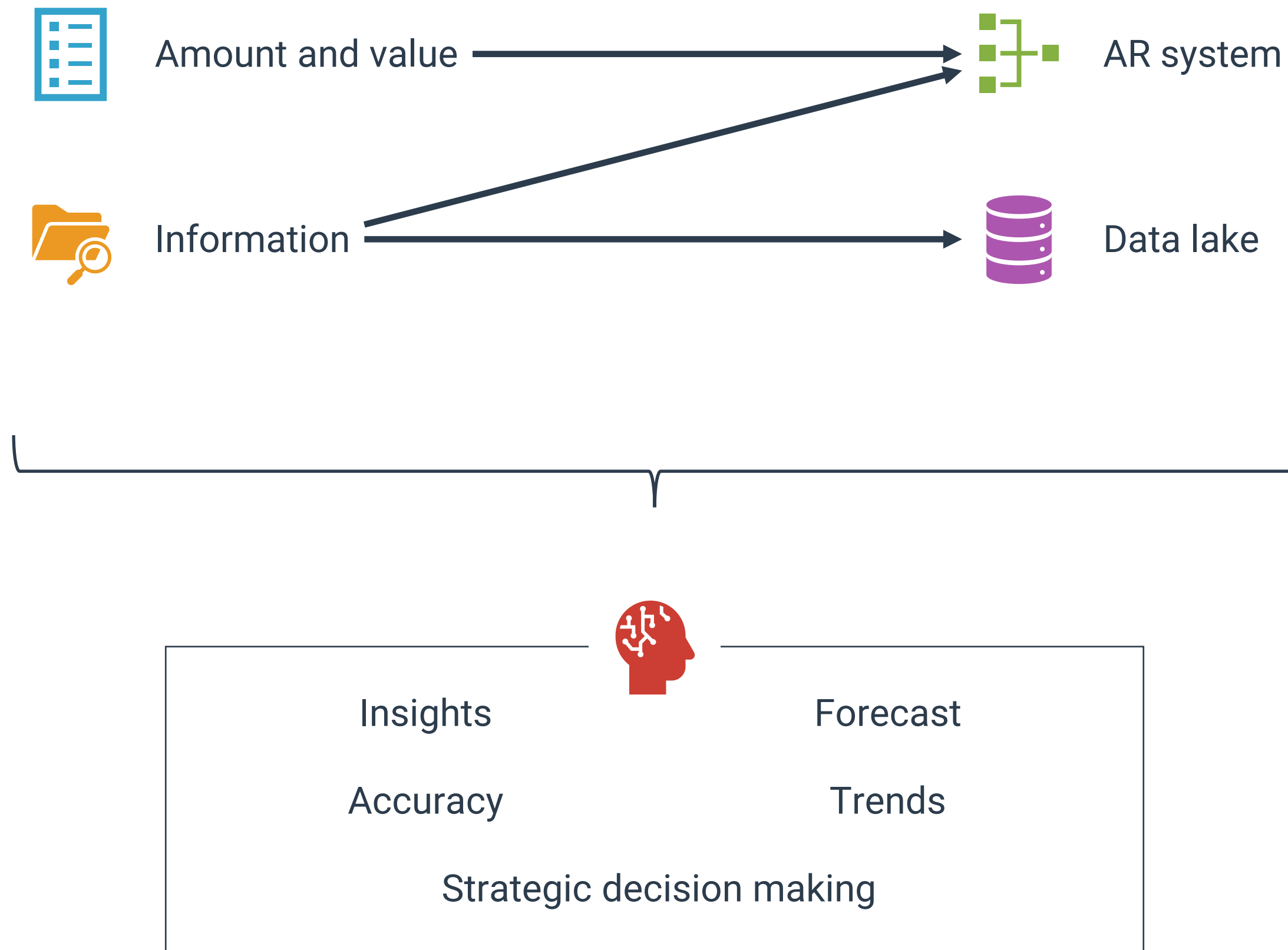
# POLL QUESTION

**Poll 3 - How often do you experience payment delays from clients or customers?**



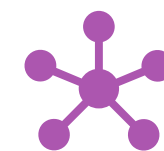
# LEVERAGING DATA

## FOR TRANSACTION PROCESSING



# INCREASING SECURITY

DECREASING RISK TO YOUR CUSTOMERS



- Reduction of exposed areas
- Validation services
- Confirmation of data and changes
- Self-service by their AP
- Universal Payment Identification Code (UPIC)
- Card services (one-time use virtual card)

# FINAL THOUGHTS

## HOW TO PROCEED



### SOURCES OF DEFECTS

- Poorly designed processes
- Manual activities
- Aim to reduce both



### END-TO-END AUTOMATION

- Process optimization
  - Auto-post
- Data consistency
- Better analytics
- Better decision making



### FULL VISIBILITY

- True dashboard or heads up display
- Use of data
- Increased efficiency and accuracy



### SECURITY

- Decreased losses
- Lower disruption
- Happier customers
- Virtual card
  - Less manual reconciliation and human error
- Improved processing time and costs

# LET'S CONNECT

DON'T LET THE LEARNING END HERE...  
CONTACT US WITH ANY FUTURE QUESTIONS

Thank you for your interest in this presentation and for allowing us to support you in your professional development. Strategic Treasurer and our partners believe in the value of continued education and are committed to providing quality resources that keep you well informed.



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**Ebook:**  
Transforming Payments  
Improving Cashflow in AP and AR



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- Banking Services
- Treasury Technology



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- Employee Security Training
- Compliance Services
- Connectivity & Onboarding



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- Research Report Access
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- Critical Treasury Assessment



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