

Future of AP: Place Your Bet on Digital Payments

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The Association of
Accountants and
Financial Professionals
in Business



Featured Presenter

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Agenda

- **The Losing Bet:** Manual payment methods for AP invoices
- **A Sure Thing:** Benefits of digital payments for AP invoices
- **Hit the Jackpot:** Digital payments to earn you cash back
- **Q&A**




About Yooz



Born in the
Cloud in **2010**

50%+ growth/year

Offices in the **US**
and in **Europe**



1,000+
R&D man-years

1 single focus:
document automation

100+ AI & ML
scientific publications

25% of revenue
reinvested in R&D



30+
countries

4,000+
clients

100,000
companies

200,000
users

100,000,000
documents



Poll Question 1:

Which payment strategy does your organization primarily utilize for AP invoice payments?

- Paying early to received discounts
- Delaying payment to manage cash flow
- An equal mix of A & B
- We don't have a payment strategy in place currently

Poll Question 1 Results: (Placeholder)

Payment Strategies

Top B2B payment strategies:

- **37%** Pay early for discounts
- **30%** Delay payments to hold on to cash longer

While **1/4** of AP MME have no payment strategy at all.



The Losing Bet: Manual payment methods for AP invoices



Pains of Paper Checks

- Inefficient
- Transaction delays
- Lack of transparency and traceability
- Risk of Fraud
- Costs

The Losing Bet on Checks for AP Payments



Paper checks cost around **8x** more per invoice than digital payment options available



Digital payments are **5x** times faster than traditional paper-based processes



66% of finance professionals stated checks were the payment method most impacted by fraud attempts in 2021

Say **goodbye** to
paper checks and
place your bet on
the future of B2B
invoice payments –
digital payment
options.



Poll Question 2:

How did COVID and working remote affect your ability to pay your invoices on time?

- Invoice payments were not affected at all
- We had only slight delays in paying invoices
- We had significant delays in paying invoices
- We couldn't pay invoices at all

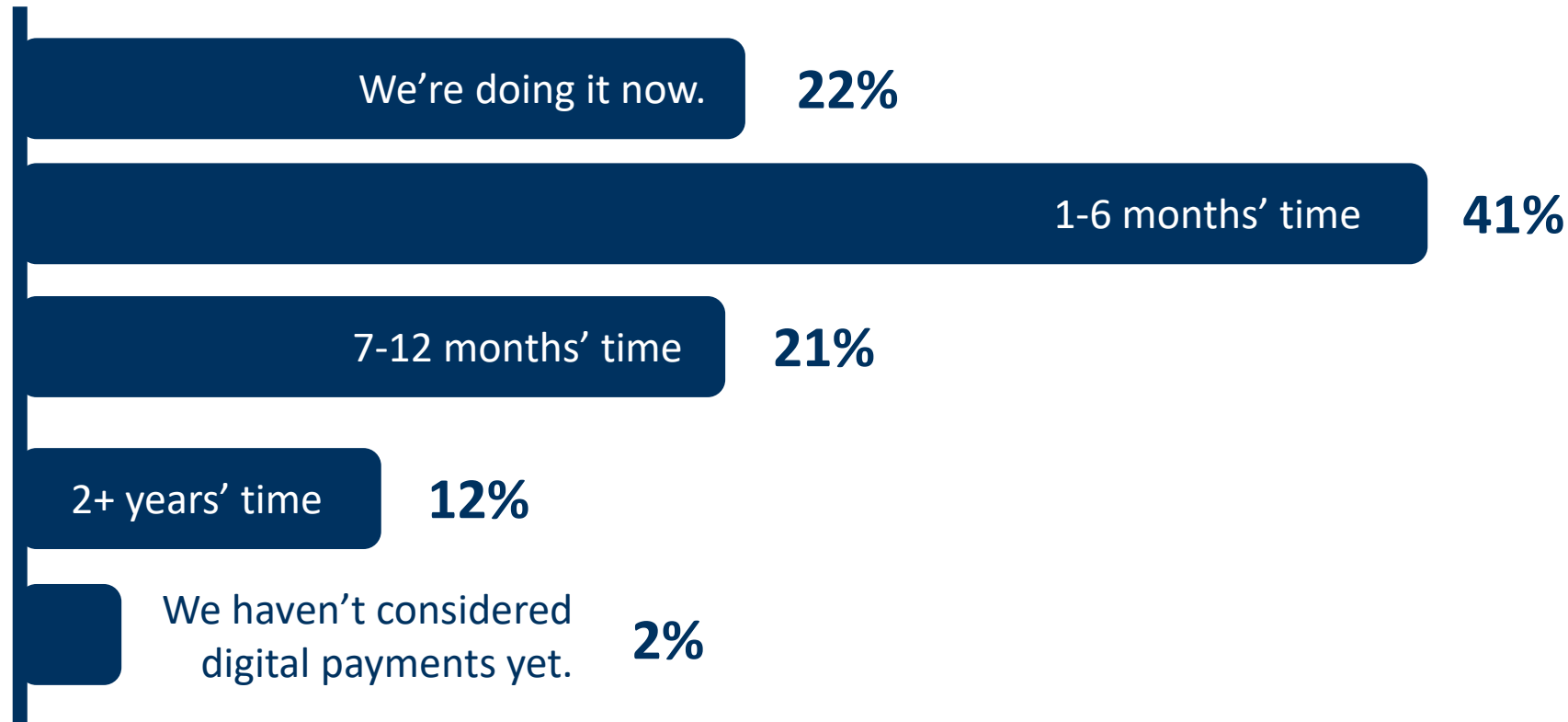
Poll Question 2 Results: (Placeholder)



We were printing checks and then sending them to one of the partners to manually sign which, at times wasn't the easiest to coordinate, especially during COVID. And now those approvals are just in one easy to use AP automation platform and that's saving everyone a lot of time.

- Ron Fischer, Tax and Accounting Manager, Blue Water Advisors

Digital Payment Adoption in 2022



Poll Question 3:

When are you looking to adopt digital payments for your AP process?

- We're doing it now
- 1-6 months' time
- 7-12 months' time
- 2+ years' time
- We haven't considered digital payments yet

Poll Question 3 Results: (Placeholder)

A Sure Thing: Benefits of digital payments for AP invoices



ACH



Virtual Credit Cards

Digital Payment Options for AP

- **78%** of organizations utilize ACH payments
- Only **31%** of organizations are using virtual credit cards to pay their invoices

Benefits of Paying Invoices with Digital Payment Methods

- Faster payment
- Strengthen supplier relationships
- Lower costs
- Earn cash back
- Increased visibility
- Digital audit trail
- Security and fraud prevention



Poll Question 4:

What type of payment method do you use primarily to pay your invoices?

- Check
- ACH
- Virtual Credit Card
- Direct Deposit
- Wire Transfer

Poll Question 4 Results: (Placeholder)

Hit the Jackpot: Digital
payments to earn you cash
back

Getting Cash Back with Virtual Credit Cards for Invoice Payments



Vendor's
receivables email
address



Email payment
options



Vendor
selects VCC
payments



You earn cash back
for each transaction
completed

AP Automation + Digital
Payments = MUST have
combo for a future
where you AP
department wins big



Simplify the Future of AP with Digital Payments



Get Cash Back

Pay instantly leveraging our Virtual Credit Card option and generate recurring revenue



Unmatched All-in-One

Get your invoices captured, reviewed, approved, and paid anywhere, anytime in a single web-based solution



Fast and Intuitive

Onboard vendors with a single e-mail address and provide them with a 1-click away payment options experience (Virtual Card, ACH, eCheck, Paper Check)



Full Control and Security

Leverage fully-secured complete or partial payment options and get a real-time audit trail in your ERP

Questions and Answers

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Thank you!

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