Enhanced Electronic Payments
The Challenges with Paying Suppliers
Payment Types

Working with Banks

Managing Suppliers
Paper checks waste staff time

How the typical AP practitioner spends their time.

Value-added activities, 16%

Manual processes, 84%

Source: The Institute of Finance and Management
Facts: 2019 - 82% of organizations payment fraud victims
Facts: Checks #1 payment method most targeted

- 70% Checks
- 45% Wire transfers
- 33% ACH debits
- 29% Corporate/commercial credit cards
- 20% ACH credits

2019 AFP© Payments Fraud and Control Survey
Payments have become more strategically important to AP.

The most important metrics for senior management:

- Days Payables Outstanding: 37%
- Accruals: 15%
- Cost savings and cost avoidance: 37%
- Percentage of invoices paid to terms: 28%
- Percentage of early-payment discounts captured: 30%
- Value of annual card rebates/rewards: 29%
- Cost per invoice processed: 33%
- None: 13%
Strategic Benefits for AP

- **57%** Card Rebates
- **52%** Early Payment Discounts
- **34%** Extending DPO

Source: The Institute of Finance and Management
### B2B Payables Processing: Completing the “Last Mile”

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A holistic approach to payments
Value proposition

Payment Optimization

- 100% elimination of paper checks
- Painless transition to ePayments
- No system changes or effort required
- Transparency and control
- Ability to earn cash-back rebates from card spend
Vendor enrollment services

✓ We provide all supplier onboarding with no burden to your customer’s AP staff or to you!

✓ Proven supplier enrollment and ongoing management
  - Detailed vendor spend analysis
  - Vendor communication plan
  - 100% outreach campaign
  - Ongoing support
# Mekorma

We’re all about automating AP processes in Dynamics GP...

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<td>Payment Hub</td>
<td>Approvals, Thresholds, Check Formats, Electronic Signatures, Workflow</td>
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<td>Multi-Batch Management (MMM)</td>
<td>Cross Company / Cross Checkbook Rules Based Batch Creation, Print, Post - Ability to Save Rules</td>
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<td>3</td>
<td><strong>NEW!</strong> Enhanced Electronic Payments (MEEP)</td>
<td>Virtual Credit Cards, Checks, ACH Debit and Credit Virtual Cards <em>Powered by ACOM – Product Alliance</em></td>
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Traditional GP Process

Manual Payments
- Checks
- Wire Transfer
- Credit Cards

Dynamics GP
- Remittance Details

Vendors

- ACH / EFT
- Positive Pay

Checks
What we can do for you in this program...

- Single payment process for all payment types in Dynamics GP
- Automate as much as possible and avoid manual processes outside of Dynamics GP
- Reconciliation details flow into Dynamics GP automatically
- Remittances will be sent for payments, as you would expect
- It’s fully integrated with and built upon Dynamics GP
But, there’s so much more...

- We’ll spend the time to recruit 100% of your vendors
- We’ll offer check printing and mailing to save you even more time
- We’ll ensure you have full insight and visibility in the process
- We’ll make payment processing that much easier
- We’ll save you time, money and energy with a fully integrated solution
Payments We Offer

- **Virtual Card program**
  - We will work on a customized communication plan to fit your business needs
  - You choose which vendors we recruit

- **Check Printing program**
  - We will print and mail your checks on your behalf
  - You can choose to continue to print checks locally

- **ACH program**
  - For those who don’t want to sign up for virtual cards after a reasonable effort, we will attempt to recruit on ACH payments
  - This is done after the virtual card recruiting has completed
Comprehensive Benefits for AP

Software that solves real business issues:

- Payment Hub – Our flagship solution for Dynamics GP
- Multi-Batch Management – Include it for even greater efficiencies across all companies and checkbooks
- Enhanced Electronic Payments – Achieve your AP goals with automation

Services that support all of the above:

- Implementation services for Mekorma Enhanced Electronic Payments
- Vendor Recruitment and ongoing vendor hotline to assist vendors with payments
- Outsourced Check Printing (optional) to print and mail your checks to your vendors
- Help Desk and Support for both you and your vendors
Enhanced Electronic Payments

Dynamics GP (with Mekorma)

Payment Optimization Powered by ACOM

Virtual Cards
Checks
ACH EFT

Your Bank’s Treasury

Check & ACH Payment Instruction sent to bank(s) for settlement with Vendor

Reconciliation back to ERP

Vendors
Thank You

MEKORMA