Accounts Receivables: Automate, Integrate, Repeat!

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Agenda
What You Will Learn Today

01. PCI compliance and why it is important
02. The A/R process
03. How Nodus can help (Demo)
Learning Objectives

01 Identify key weaknesses in one’s Accounts Receivable process

02 Determine ways to improve the efficiency of the Accounts Receivable process

03 Recognize security vulnerabilities within one’s payment accepting and processing procedure

04 Understand the general guidelines of PCI compliance and how to achieve them
The Accounts Receivable department is responsible for collecting all of the outstanding revenue while achieving accuracy and efficiency.
Did you know?

When it comes to payments, you as the merchant are responsible for protecting your card holder’s data.
What is PCI?
• Information security standard for organizations handling cardholder information

How Does PCI DSS become applicable?
• PCI DSS is applicable to any entity that stores, processes or transmits cardholder data such as financial institutions, merchants and service providers.
• PCI DSS applies to all payment channels, including retail (brick-and-mortar), mail/telephone order, and eCommerce.

Benefits of PCI Compliance
 Lower transaction fees
 Safe harbor in event of compromise
 Reduce risk of costly breach

https://www.pcisecuritystandards.org/
Fines
The average total cost of a data breach is $3.86 million.

Lost Business
On average, 40% of the total cost of a data breach comes from lost business, including customer turnover, system downtime, and increased cost of new business.
A/R Process
A/R Circle

1. Post invoice
2. Mail/Email invoice
3. Send Payment Reminders
4. Process Payment
5. Send Confirmation Receipt
6. Apply Payment
A/R Circle
With Nodus

Nodus
Delivers Invoices
Sends Reminders
Processes Payments
Send Receipts
Applies Payments

Post invoice
Mail/Email invoice
Send Payment Reminders
Process Payment
Send Confirmation Receipt
Apply Payment
Product Demo
Self-service payment portals foster...

01

Punctuality
Customers are more likely to pay their bills on time 35.5%

02

Loyalty
Customers are less likely to leave 12.5%

03

Increased sales
Customers are known for purchasing 20% more products 20%
Broad service offerings
Helping You With All of Your Payment Needs

ePayment Processing
Customer Payment Portal
eCommerce
Payment Hyperlinks
Merchant Services
PCI Compliant
Value-Added Services

Why Choose Nodus

Payment Expertise
18+ years of payment processing and Microsoft Dynamics integration

Payment Flexibility
Supporting both US and international payment gateways & processors

PCI Compliance
Remove the scope of PCI compliance through innovative tokenization technology

Reduced Fees
Save processing fees with Smart Field Level Handling for Level 2/3 Qualifications
Thank You

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