



AR Automation: Accelerate Cash Receipts

Presented by: Walter Goodfield | Chief Business Officer



Welcome and Meet Your Team



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Walt has been selling, implementing, and supporting ERP software for over 25 years with industry-leading publishers: Sage, Infor, and Aptean. Currently, he's the Chief Business Officer at RKL eSolutions, driving revenue growth through new customer acquisition, customer advocacy, and strategic business partner alliances. RKL eSolutions delivers industry solutions for Entertainment, Non Profits, Residential Care, Discrete Manufacturers, F&B, Pharmaceuticals & Nutritional Supplements, Distributors, and more!



What Will We Introduce

01.

AR Automation

Our definition of AR Automation and areas of interest in the business.

02.

Challenges

What are the current challenges and trends that AR Automation specifically addresses.

03.

Benefits

Common benefits to identify pain and measure success of implementing an AR Automated solution.

04.

Getting Started

What are the steps toward documenting and implementing AR Automation capabilities.

05.

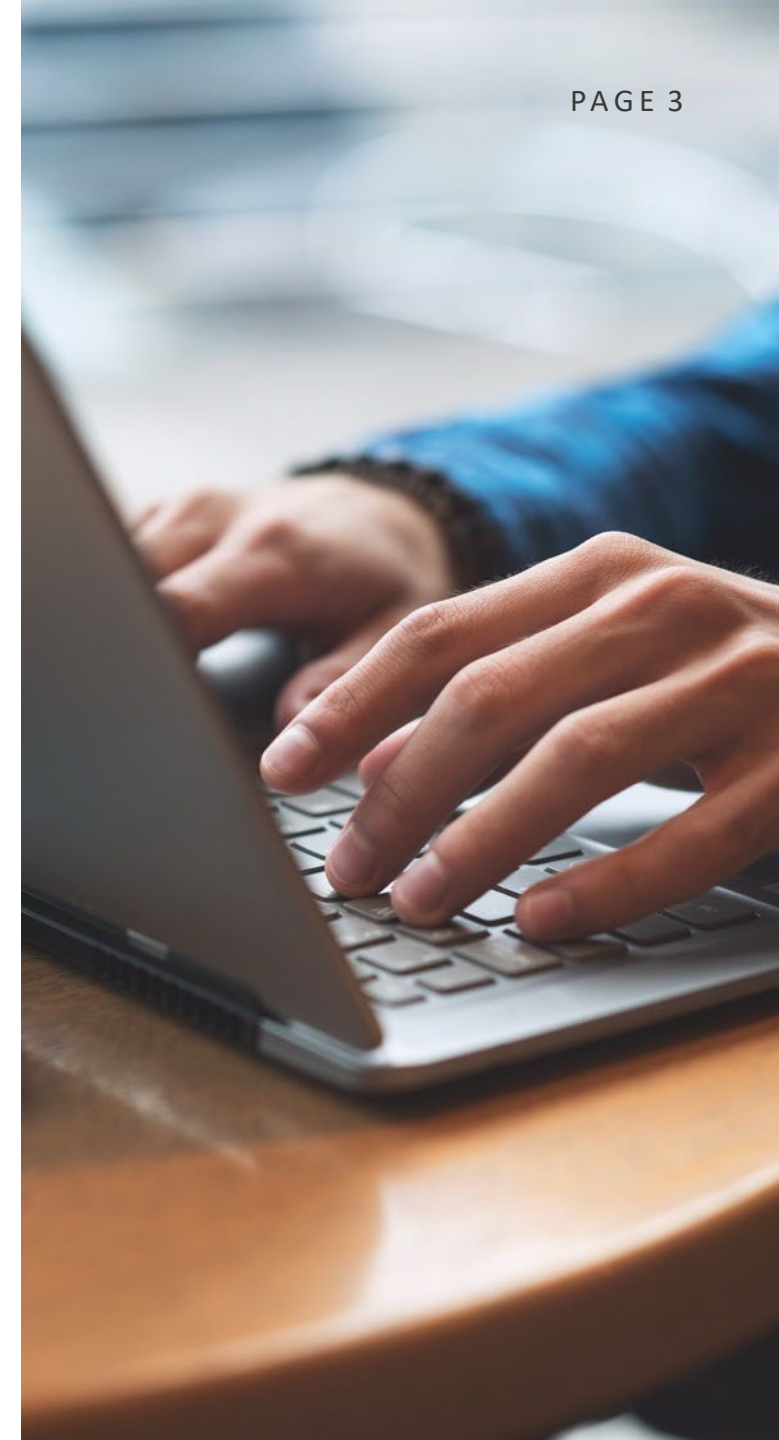
Solution Options

Decoding a fragmented marketplace of solutions including your current Sage ERP product.

06.

Questions & Closing

Follow-up with your RKL team member to answer those difficult questions.



What is AR Automation?

AR Automation generically encompasses automating manual processes across Accounts Receivable transactions including invoices, cash receipts, and cash collections.

Invoicing

- *Send invoices by email*
- *Customer portal for account status & reprint invoices*

Receipts

- *Multiple payment types: credit card, debit card, ACH, lock boxes*
- *24/7 secure, online portal*

Collections

- *Identify slow-paying customers*
- *Track status of calls, tasks and progress*



Current Challenges & Trends

- Outstanding, uncollectable AR Invoices
- Collections and activity workflow constraints
- Lack of visibility, transparency, and status
- Staffing
- Manual processing and high volume:
 - Sending invoice copies
 - Accepting credit card payments over the phone.
- PCI Compliance!



What are typical benefits?

- Reduce DSO (Days Sales Outstanding) and ADD (Average Days Delinquent)
- Improve cash flow and Balance Sheet health
- Improve profitability by reducing bad debts and write-offs
- Reduce time spent on collections (investigating, forms, documentation)
- Reduce receipt processing costs, time and errors
- Staff scalability without incremental headcount
- Staff can focus on other initiatives, high value activities
- Analytics & Reporting



Where should I start?

1. Identify the current challenges and metrics
2. Prioritize based on greatest immediate impact
3. Develop a rollout plan by objective and target date
4. Communicate and champion the project
5. Celebrate success
6. Analyze and optimize



Which solutions should I consider?



Start with your current Sage solution!

Common standard out-of-box capabilities include:

- Enable AR Lockbox or ACH payments
- Email AR Invoices directly to clients
- Configure workflow notifications and alerts for past due invoices (i.e. approaching 31 days or past 'x' of days)
- Dashboards and reports for exceptions (i.e. top 5 o/s balances)
- Leverage CRM to track collection call notes and schedule tasks

Marketplace Solutions

BlueSnap® versapay™ paya®

Yp YayPay X LOCKSTEP® highradius

Century™
BUSINESS SOLUTIONS

REPAY®
Realtime Electronic Payments

“The increase is directly due to the fact that Paya is transparent and easy-to-use, and reflects the Hannah’s Home branding. With a fully integrated system, processes have become more automated and staff efficiency has dramatically increased, enabling us to spend more time on what’s most important: fulfilling the mission of Hannah’s Home.”

Shelly Dedmon, Hannah’s Home

“Lockstep has allowed our team to focus on bigger issues. Automation gives us back time to focus on important items like vendor and IRS forms, so we can get paid. Allowing us to indirectly improve our DSO by having time to focus on those issues.”

Jordan Newell, MarVista Entertainment

Do You Have Questions?



Don't forget to register for the closing session of our summer webinar series; ***Integrating Solutions*** on Sept 21.

<https://www.rklesolutions.com/automate>



Thank You for Joining Us

Whatever your next move, we're here to help.

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