

FIVE QUESTIONS TO ASK AN EMBEDDED B2B PAYMENTS PARTNER **AND WHY YOU SHOULD ASK THEM**

1

HOW DOES THE SUPPLIER ENABLEMENT PROCESS WORK?

You want to know if the solution provider will target 100% of your suppliers, or just the top tier spend, and if they will provide onboarding and additional support.

2

HOW WELL DOES THE PLATFORM CONNECT WITH OUR SYSTEMS?

Make sure you choose a payment platform that can accommodate the systems you have in place, at the frequency you require, with options for one-off or batched invoice payments.

3

WHICH PAYMENT TYPES ARE OFFERED?

You want flexible payment options for suppliers, not only to improve relationships, but because more options equals more opportunity for cash back.

4

WHO PAYS THE TRANSACTION COSTS?

You want to know if fees are per transaction or per time period, or if your suppliers absorb the cost of accepting electronic payments.

5

WHO IS RESPONSIBLE FOR TROUBLESHOOTING?

Does the provider offers technical and payment support for suppliers, and if so will you have a dedicated representative for ongoing support?



[Contact us to learn more](#)