

VIRTUAL WEBINAR SERIES

The CFO's Guide To Choosing A Payments Partner

Every supplier is an opportunity

Finexio

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Today's Agenda



Company Introduction

Learn about our fast-growing startup, Finexio



Meet Our Speaker

A brief introduction, Finexio Business Development Executive,
Brandyn Cook



Why Digital Payments?

Learn the benefits of a comprehensive, all-in-one payments solution



Sizing Up the Options

What to look for in a digital payments provider



Solution Overview: AP Payments as a Service

Eliminate 100% of your manual payments



Wrap Up: Q&A

Please submit your questions via the chat function at anytime, we will answer them at the end of the session

TODAY'S SPEAKER

Brandyn Cook

Business Development Manager, Finexio

Brandyn is responsible for developing and maintaining relationships with companies within Finexio's target market. He helps businesses gain more efficiency and control to their AP Payments process allowing them to increase cash flow, improve security, and reduce costs.

He started his career with Cintas in 2016 and transitioned into payments in 2018, helping CFO's automate their AR/AP processes. As a trusted advisor to his clients, Brandyn's expertise in the payments industry brings value and mutually beneficial relationships to Finexio's customers.

2017.ALL RIGHTS



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“ I COULD NOT BE MORE DELIGHTED WITH FINEXIO. THE FEEDBACK FROM OUR CLIENTS HAS BEEN UNBELIEVABLE. OUR SUPPLIERS COULDN'T BE HAPPIER. FOR US, IT HAS BEEN A FINANCIAL BOON, AND MOST IMPORTANT, HAS CAUSED ZERO DISRUPTION IN OUR BACK-OFFICE. ”

-RICH VOGEL, CHIEF FINANCIAL OFFICER, LOEB ENTERPRISES

Finexio

The Mid-Market Leader In Simplifying AP Payments

Finexio's proprietary B2B payment network identifies, delivers and supports 10+ forms of payment, generating significant revenue and cost savings for overburdened accounts payable departments - all while offering complete visibility and control of the payment process.

FOUNDED: 2015 by Payments Industry veterans

HQ: ORLANDO, FL

Customer Spend Profile: ~\$4B AP spend across 70k suppliers

Channel Spend Managed: ~230B AP spend across 400k Suppliers

Finexio is an officially endorsed MasterCard partner solution

Featured in Forbes

<https://finexio.com/resources/>

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AP Payment Automation Under Review to Assist CFOs In Mandate to Do More with Less

Reduce Costs, Automate, and Work Remotely

- Increasing pressure on CFOs to initiate / extend **cost reduction** and **digital automation initiatives** in face of shrinking top and bottom-line results
- Mandate to **increase or control cash flow** via digital workflows and gain additional access to **working capital**
- Finance teams are being asked to work more strategically, while introducing initiatives to **control / reduce costs and eliminate inefficiencies** within their department
- Businesses undergoing **digital transformation initiatives** are now requiring that financial data be included in the process
- What is needed is a cost-effective way to connect your AP payments capabilities within your ERP—without adding the cost or complexity of new technology investments.

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80%
of all B2B Payments are
still made by check.*
[Source: PYMNTS.com](https://www.pymnts.com)

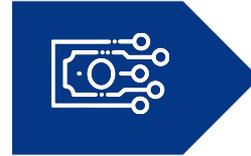
\$6-8
is the average
transaction cost per
paper check

10x's
Paper checks are
10x's more costly
than digital payment
methods

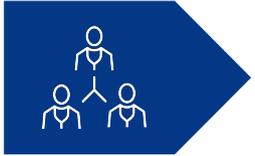
Consider a Digital Payments Provider



Capture missed savings opportunities



Generate intelligent analytics that allow payments to be routed more efficiently



Reduce processes and back office labor



Improved automation through closed-loop networks and straight-through processing



Drastically increase your payment security

An All-In-One Solution

Why aren't more companies doing it?

Many companies don't employ a digital all-in-one solution due to a lack of:

- **Time**
- **Access** to the right technology
- **Expertise**
- **Proper Implementation** on the supplier side

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The Benefits

Customer-Focused

Wide array of payment options gives suppliers more choice

Comprehensive

Solution covers all outbound payments

Better Than Banks

Captures 100% of supplier spend as opposed to top tier

Sizing Up the Options: What to Look for In a Provider

When it comes to AP Payments as a Service, the options can vary based on your individual needs. Traditional institutions, like banks, or technology options, like ERPs, don't have the agility for digital AP payment automation that modern businesses need.

1

COMPETENCY

A partnership with a company that lives and breathes payments

2

SERVICE & SUPPORT

Brings deep industry expertise around B2B payments, supplier enablement / enrollment and defined processes to combat fraud

3

WORKS WITH YOUR EXISTING SYSTEMS & PROCESSES

Seamlessly works with to your existing ERP and accounting system(s)

4

PROVIDES ACCESS TO FINANCIAL DATA

Provides 24/7 access to payment and remittance data – for Buyer and Supplier

5

ALLOWS YOU TO MAINTAIN CONTROL

Allows you to maintain control of your funds and financial workflows

6

MEETS BUSINESS OBJECTIVES

Provides you with access to working capital and flexible payment options

Asking the Right Questions

Evaluating a Potential Payments Partner



Who oversees the payment process?

Who sets the rules?

Do they capture 100% of payments?

Do they offer a broad range of payment options?

How will this impact my staff?

How do they implement the payment methods?

Additional Considerations

Specific to Your Organization

How much is our annual AP spend?

What % of my payments are made by check and what is the cost per check?

Time spent managing AP + supplier relations?

How often are we hit with payment fraud?

Costs associated with other payment methods?



Finexio

A Remote-Enabled AP Payment Solution

One-click Payment Processing
Reporting & Analytics
Concierge-level Support

*You tell Finexio who to pay and when.
We will handle the rest.*



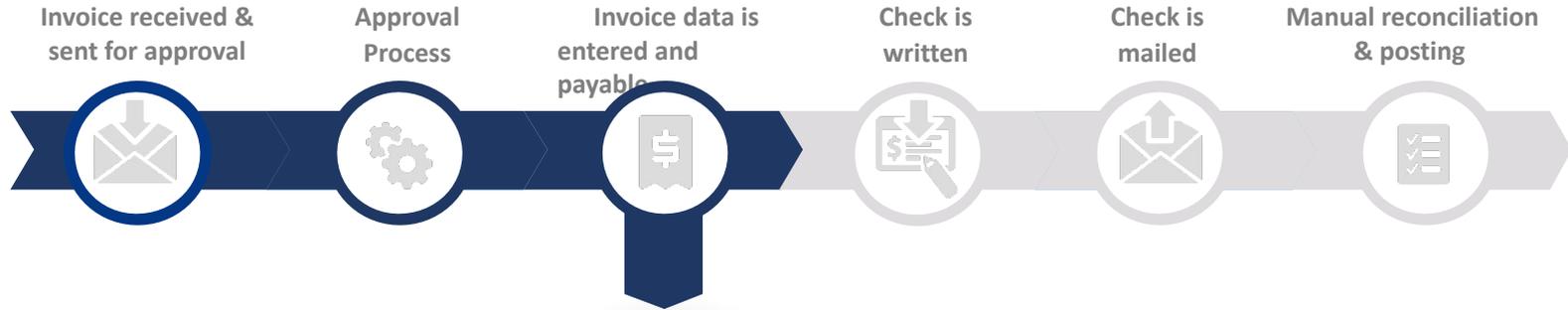
FEATURES

- One-click payment processing
- Flexible Payment options
- Minimal Financial Technology Investment
- Easily works with any ERP or Accounting Software
- Ongoing supplier conversion to digital payments
- 24/7 Access to Payment Data
- Multiple support options (web, chat, portal)
- Discount Identification and Capture
- Fraud Detection and Monitoring
- Custom-built Supplier Enablement programs
- Early Payment Program
- Check and ACH tracking
- Complete payment transparency
- PCI Level 1 Certified payments platform

Finexio Starts with Payment Approval

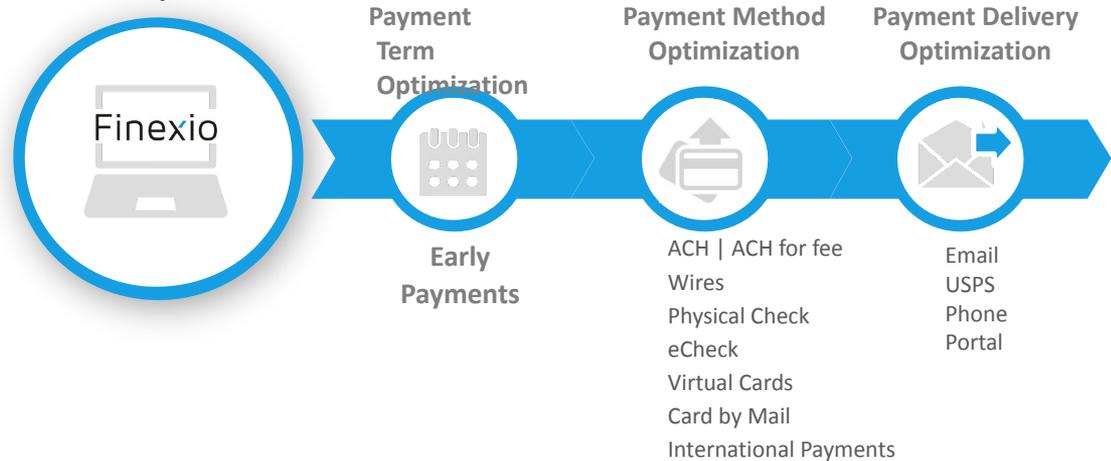
Optimization & Monetization of Your AP Payables

Traditional AP Process



Finexio AP Process

All AP reconciles immediately to one funding event

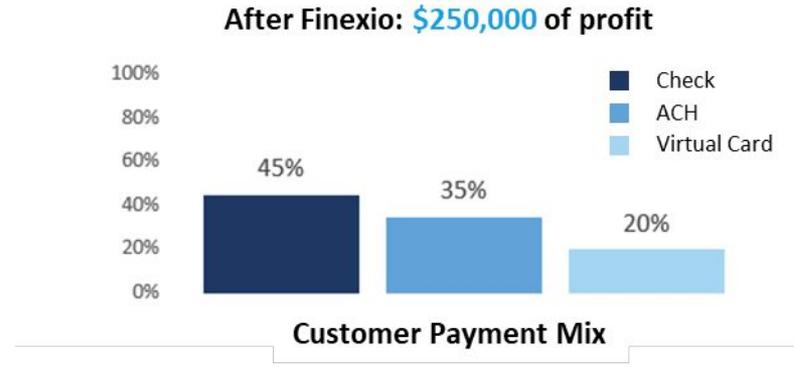
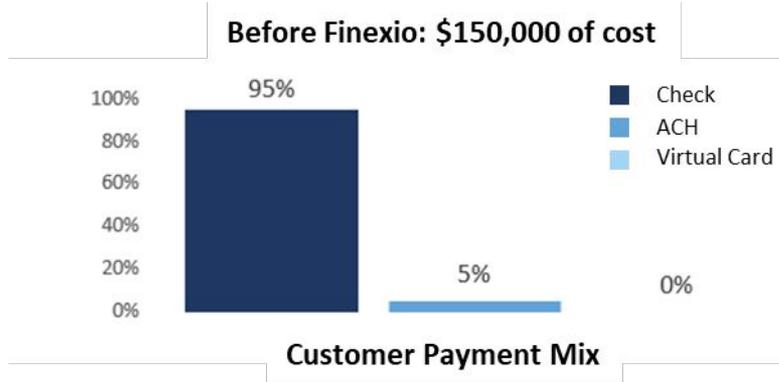


Differentiated, High-Touch, Services and Solutions

Finexio

Features	Bank Products	Finexio
Efficiency	Figure it out on your own	Payment optimization for every supplier
More Ways to Pay	Few siloed products	Multiple payment options
Digital Supplier Enablement	Limited support	Ongoing supplier engagement
Quality Service	Buyer responsible for follow-up	Facilitates payment settlement
Data Visibility	One-size-fits-all reporting	Custom, dynamic reporting
Revenue Generation	Minimal cash back	3x virtual card adoption to drive revenue

Opportunity to Eliminate 100% of Manual Payments



Onboarding Process

- Analyze spend to segment and define opportunity
- Engage suppliers via best-in-class supplier enablement
- Shift suppliers toward beneficial payment methods

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AP as a Service Outcome

- Virtual Card transactions generate quarterly revenue back to customer
- Payment method and delivery optimization by supplier
- Customer retains control through portal with reporting and analytics

Wrap Up: Questions?

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Become a Finexio Partner

If you're a Reseller, ISV, Procure to Pay or an accounting software solutions provider you can extend the benefits of AP Payments as a Service to your own clients! Finexio is the perfect addition to your portfolio, delivering recurring revenue while solving your customers' AP payments problems with ease.

Enable your clients with AP Payments as a Service

Talk to a Finexio payments expert today to learn how we can help you solve your customers unique B2B payments problems.

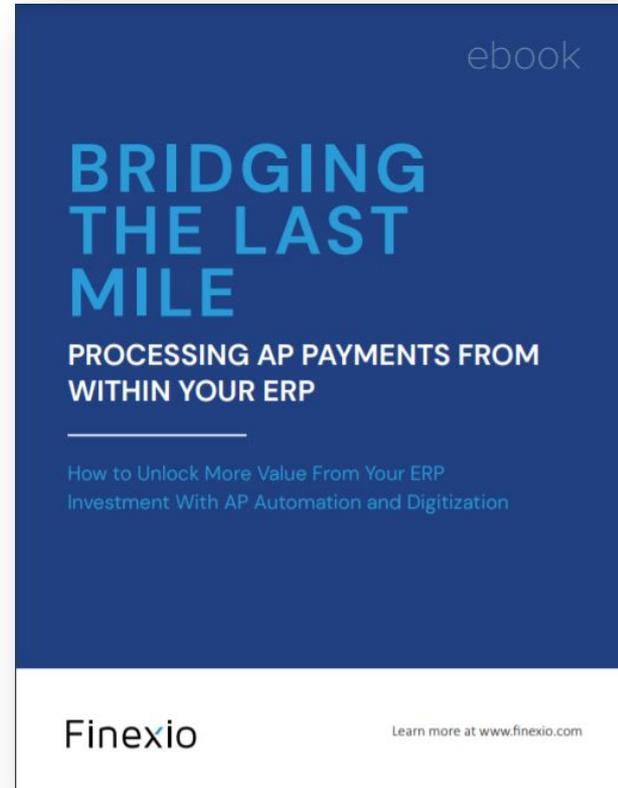
▶ [Speak to a Finexio Partner Specialist](#)

Bridging the Last Mile: Processing AP Payments from Within Your ERP

Learn how to unlock more value from your ERP Investment with AP Payment Automation and Digitization

Download the [PDF]

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Sample Customer Benefit

Customers See Average \$100k Benefit In First Year

CLARK HILL

Download the case study [PDF]

30%

% of spend enrolled in electronic payment methods in the campaign's first six months

\$12m

Dollars of spend enrolled in revenue creating card payments in the campaign's first six months

\$100k+

Captured benefit (revenue share + cost savings)

MORGAN & MORGAN
FOR THE PEOPLE.COM

Download the case study [PDF]

\$160k

Annual savings created from elimination of paper check costs

\$116k

Annual savings from reduction of duplicate payments

58%

% Increase e-payment enrollment, creating a corresponding reduction in time

The image shows two overlapping PDF documents. The top document is for Clark Hill, and the bottom document is for Morgan & Morgan. Both documents are titled 'Finexio CASE STUDY' and feature the Finexio logo and the company name. The Morgan & Morgan document includes a table with the following data:

How	How Finexio Solved It	The Results
From the time onboarding optimal.com enabled us their supply savings and from Clark Hill	Prior to choosing Finexio for streamlining supplier payments to reduce costs and create revenue within their AP department, Morgan & Morgan utilized a bank program to manage supplier payments, yielding middling to poor success rates in enrollment. With the awareness of the importance of innovation within the AP department, their next logical step was to find a partner who could pay ALL their suppliers, and produce higher electronic payment enrollment numbers, to cut even more costs, and create more revenue, all while maintaining their valuable supplier relationships.	\$160k Annual savings created from elimination of paper check costs
With over 300 attorneys and 2,000 support staff members, Morgan & Morgan is the largest law firm in the state of Florida, and a major national law firm.	Established in 1988, the past three decades have seen explosive growth, culminating in the opening of nearly 40 offices spread across 10 states.	\$116k Annual savings from reduction of duplicate payments
The law office them to find relationships with the case Clark Hill law	25,000+ cases resolved in 2018, recovering \$5 billion for their clients, with successes in tobacco litigation, car accidents, and medical malpractice.	58% % Increase e-payment enrollment, creating a corresponding reduction in time

Don't Miss Our Next Session

Topic: Streamlined Supplier Enablement

Date: September 16, 12 PM ET

A deeper dive into the nuances of supplier enablement. We'll discuss why its critical to successful implementation of a digital payments solution, how to get supplier participation, and how improving the relationship between buyers and suppliers lead to greater benefits for both.

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