



VIRTUAL TRAINING

The Seller's Guide To FinexioCash™

Show your clients and prospects how to unlock working capital with FinexioCash™

Finexio

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Today's Agenda

Finexio



Meet Our Speaker

A brief introduction, Finexio CEO & Founder Ernest Rolfson



Overview

Demystifying 'Working Capital'



What is FinexioCash™?

How it works, benefits + value drivers



Best Potential Customers

Target customers with these attributes



Building a Compelling Story

Buyer + Supplier sales narrative and next steps



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

Ernest Rolfson

CEO & Founder

- Founded Finexio in 2015
- In 2017, Ernest moved Finexio to Orlando from Silicon Valley
- Ernest has since raised over \$30 million in venture capital funding while acquiring the backing, support and financial investment from some of the world's leading B2B payments executives

Finexio

Hundreds of hours spent
working directly with CFOs
on improving B2B Payment
Strategies

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It's All About Cash

Demystifying Working Capital

The amount of cash a company needs on an ongoing basis to fund its operations is called its **working capital**.

A company's working capital is heavily influenced by three core areas

- How long it takes to get paid by their customers
- How much stock/inventory a company has to hold
- How fast suppliers are paid

Companies Have Unique Cash Needs

FinexioCash™ Benefits Buyers and Suppliers

Working Capital Light

Gets paid fast

Holds little to no inventory

Has slow payment terms

Working Capital Intensive

Gets paid slowly

Needs to buy + hold inventory

Has fast payment terms



Finexio Cash
helps companies
unlock capital by
giving them a
way to take
longer to pay and
by getting paid
faster.

Customer Problems + Needs

FinexioCash will address these common pain points

Cash flow management: Cash gets tied up in lengthy payment cycles

- They need a way to free up cash

Payment terms can be static and difficult to change

- They need flexible payment terms

Processes are manual and labor intensive

- They need streamlined, digital automation

High FTE costs and cost-per-payment

- They need to free up their finance teams + reduce costs created by manual processes

Unlocking cash should be simple

FinexioCash™

**A fully integrated, early payment program that
delivers benefits to Buyer and Supplier alike**

It's a New Way to Think About Payments-as-a-Service

From Payments Overhead...

To Cash Optimization...

Goal	Minimize AP department cost	Improve cash flow for buyers + suppliers
Payments Process	Manual and labor intensive	Digital + Automated
Metrics	FTE cost + cost per payment	Cash unlocked + early payment savings
Payment Terms	Static + difficult to change	Dynamic + Flexible

A New Way to Unlock Cash

FinexioCash is integrated into our overall solution so
ALL Finexio customers can reap the benefits



Pay suppliers on
invoice approval
and earn cash back



Access instant funding to
finance early payment



Automate payments for
all suppliers



Easily extend payment
terms to free up cash

Finexio

Flexible Payment Terms Lead to Optimized Cash Flow

Traditional AP: Static payment terms

Invoice
receipt

30 day term

Vendor paid
by buyer

FinexioCash: Optimized cash flow

Invoice
receipt

< 10 days

New 60 day term

Finexio
paid by buyer

Vendor paid
via Finexio

Finexio

How It Works

FinexioCash – Payment Timeline

DAY 0 Supplier sends invoice to Buyer

DAY 1-9 Buyer approves invoice and transmits invoice details to Finexio

DAY 10 Finexio pays the Supplier 100% of the invoice value (minus the discount fee)

DAY 30 On Invoice Due Date Finexio collects invoice amount from Buyer

Finexio

Payment Timeline

DAY 0

Supplier Sends Invoice to the Buyer



DAY 1-9

Buyer Approves Invoice & Transmits Invoice Details to Finexio



DAY 10

Finexio Pays the Supplier 100% of the Invoice Value (minus the discount fee)



DAY 30

Finexio Collects Invoice Amount from the Buyer



Best Practices to Drive Cash Adoption

Proven Supplier Workflow Assets For Buyers and Suppliers

Getting Started is Easy

1

To get started with FinexioOnDemand, simply complete the enrollment request form below

2

Once we have received your enrollment request, we will reach out to your buyer to confirm their interest in the program

3

Once enrolled, Finexio pays all buyer-approved invoices within 10 days of receipt, in exchange for a minimal 2% fee*

The screenshot shows a web form titled "Company Information" with the subtitle "Submit your enrollment request today". The form includes fields for "Customer*", "Business Name*", "Business Address*", "Address Line 1", "Address Line 2", "City", "State", "ZIP Code", "Tax ID", and "Phone Number (if any)". A "Save and Return Later" button is at the bottom left, and a "Next" button is at the bottom right. A progress bar at the bottom indicates the current step.



Finexio's Early Payment Program

Stop waiting for your payments

Get your money up to **40 days earlier** than you'd normally get paid.

Finexio offers your company the chance to participate in an early payment program to receive your money as soon as 5 days after submitting your invoice.

We are implementing an Early Payment Program which will optimize the payments process for our respective organizations. We have partnered with Finexio, experts in commercial payment execution, and this program will allow you to select when and how you wish to be paid.

The benefits of the Finexio Early Payment Program include:

- **Priority Invoice Processing & Faster Payment:** You have the option to receive your payment in as little as five days less a small discount.
- **Easier Reconciliation:** Each Finexio payment includes detailed remittance advice tying back to specific invoices or work orders— less time spent reconciling or tracking down payments and lost checks.
- **Improved Security:** Finexio uses best in class security and fraud controls, ensuring your payments are safe.
- **More Transparency:** Receive payment notifications and complementary 24/7 access to the Finexio Payee Portal where you can access all of your payment information.

If you would like to contact a member of the Finexio team to learn more, they can be reached by email at suppliersuccess@finexio.com and over the phone at (407) 232-9138.

Enroll Now

Resources



Virtual Card Enrollment Form

Enroll in seconds!



FAQ's

Find many of the answers that you're looking for.



Letter of Authorization

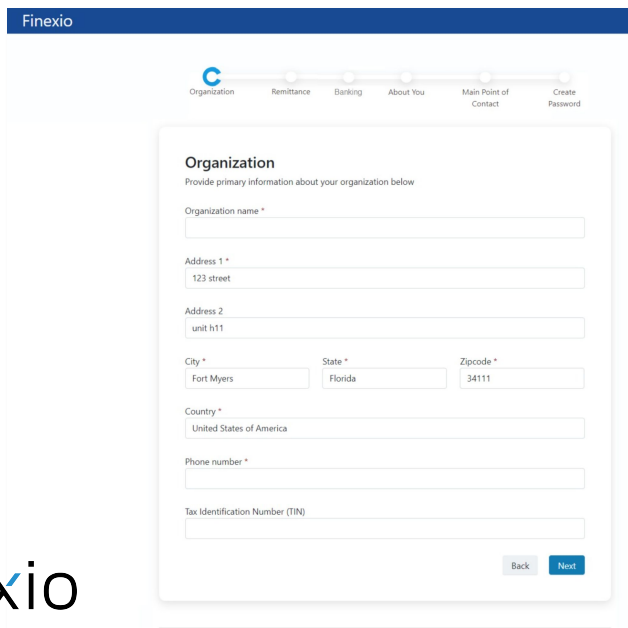
The official acknowledgment of the partnership with Finexio.

Finexio

Supplier Enrollment + Validation

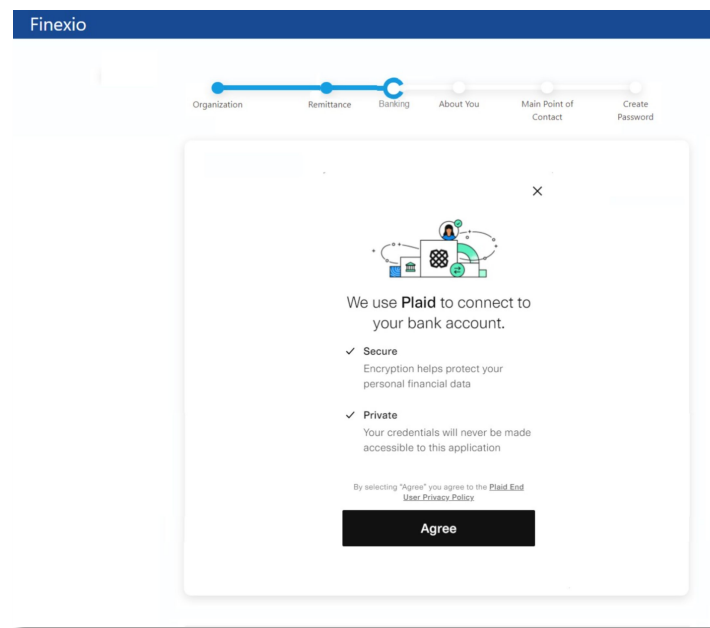
The process is simple, user-friendly and secure

Enrollment -- enter basic organization, remittance, and POC info



The screenshot shows the 'Enrollment' step of the Finexio process. At the top, a progress bar indicates the sequence: Organization (active), Remittance, Banking, About You, Main Point of Contact, and Create Password. The main form is titled 'Organization' and asks for 'primary information about your organization below'. It includes input fields for Organization name, Address 1, Address 2, City, State, Zipcode, Country, Phone number, and Tax Identification Number (TIN). A 'Back' button is on the left and a 'Next' button is on the right.

Validation -- digitally validate and establish payment channels



The screenshot shows the 'Validation' step of the Finexio process. The progress bar at the top shows: Organization, Remittance, Banking (active), About You, Main Point of Contact, and Create Password. The main content area features a Plaid logo and the text 'We use Plaid to connect to your bank account.' Below this, there are two bullet points: 'Secure' (Encryption helps protect your personal financial data) and 'Private' (Your credentials will never be made accessible to this application). At the bottom, there is a link to the 'Plaid End User Privacy Policy' and a large 'Agree' button.

Program Management Collateral

Finexio offers a full suite of collateral to facilitate supplier engagement

Supplier Payment Program Info & CTAs

The screenshot shows the Amherst College website with a purple header. The main content area is titled "Finexio Payment Program". On the left, there is a sidebar with "SHARED SERVICES" including "Accounts Payable". The main text area starts with a large "A" and describes the program's goal to improve Accounts Payable processes. It mentions that the program is effective October 1, 2021, and that payments will be made via Virtual Card. A "Finexio" logo is visible on the right side of the page.

To our valued suppliers,

Please take a moment to learn about several changes we are introducing to streamline our accounts payable process. If you have any questions, we encourage you to contact us at highgate@amherst.edu.

Effective October 1, 2021, Highgate will no longer be issuing paper checks as a form of payment. Moving forward, our preferred payment method is Virtual Card. This change to our accounts payable process will give us the flexibility to make payments faster, more securely and eliminate the use of paper checks.

Our payment solution partner is **BlackStreet Systems** with **Finexio** serving as the processor. Finexio will deliver payments to you on Highgate's behalf, preferably via a single-use Virtual Card. Virtual Cards may be processed using your existing card payment solution. If you do not have one today, Finexio can partner with you to establish one.

Finexio will be reaching out to Highgate's suppliers on how to get started and enroll in the new process. If you have any program or payment related questions, you can email Finexio at SupplierEnablement@finexio.com.

Should you have questions regarding this announcement, please do not hesitate to contact us at highgate@amherst.edu.

Enroll Now

FAQ

Supplier Engagement

Finexio

Less time on inefficient tasks. More time on the things that matter.
That's smart payments.

Paying suppliers is costing your business more time and money than you think.

Accounts payable staff spend
84 percent of their time on tasks related
to supplier payments.

Electronic Payment types cost
30 times less than paper checks.

Paper checks are responsible for
more than 19 times as much fraud as
electronic payments.

*All this time and money spent paying suppliers is time and money
that can't be spent on the things that really matter to your business.*



Growing revenues



Questions to Ask a Payments Provider

5 Questions to Ask Potential Payment Providers:

- 1 **How does the supplier enablement process work?**
Will the provider contact and set up suppliers? Will all suppliers be enabled, or just the largest ones? Who maintains supplier payment data?

- 2 **What happens if a payment fails?**
Industry statistics show that 2 percent of all payments fail. Is the provider responsible for investigating and resolving payment failures?

Finexio

Web-Hosted

Email & FAQs

Building a compelling story

Sales Narrative: Buyers

Cash Flow Management + Digitization

A new level of importance for cash as companies seek to manage uncertain demand, accelerate digital transformation, reduce debt and fund long term growth. Your customers want electronic payments, cost reduction, efficiencies, and cash back.

The buyer sales narrative has two paths. Do they have cash flow concerns?

- **“YES”**: As an integrated part of our payments solution, FinexioCash will free up working capital by paying suppliers early on your behalf.
- **“NO”**: This is another way to get suppliers off check and on to card or other electronic payment methods, giving you the opportunity to downsell for a cash-back option.

Finexio

“Now you have access to the same type of early payment that big companies use.”

The Buyer Value Proposition

Increases Buyer Cash Flow/Working Capital

Generate cash back

Increase electronic payment adoption

Strengthen relationships with suppliers

Sales Narrative: Suppliers

Now more than ever cash is critical to fund ongoing operations to ensure your business survives today and thrives tomorrow

Getting paid faster on outstanding invoices is an obvious solution to free up cash. Until now this opportunity has been out of reach

- **What if your customers actually paid you much faster?** Instead of waiting 30/60/90 days for payment what if you could paid shortly after invoice approval + free up cash to run your business?

Welcome to FinexioOnDemand: The simple way to get paid fast

- **Easy:** Sign up in minutes to get paid fast on invoices for a small fee
- **Set and forget:** Eligible invoices are automatically paid into your bank acct
- **Controlled:** Turn the program on or off depending on your need for cash

Finexio

“Now you can decide when to get paid.”

The Supplier Value Proposition

Increases Cash Flow

Greater Flexibility +
Control

Inexpensive Financing

Visibility into Cash Flow

Simple Onboarding
Process

Who are our best potential customers?

The more of these attributes, the better

Companies that purchase physical goods: Manufacturing, CPG, Food & Beverage, Retail, Pharmaceutical, Telcos, Utilities, Oil & Gas

Need a lot of cash to operate: They have a long time between when they pay and when they get paid

In the underserved mid-market: Annual Revenues \$100M to \$1B

Located in the US: However, they can have international suppliers

Payments are a priority: May have previously invested in payment automation

Unlocking Cash is a Priority: Has a board-level focus on freeing up more cash

Utilize technology to improve processes: Initiatives around digital transformation

Find the person responsible for cash

Hint: It's the CFO

The “chief cash officer”

- The person responsible for managing and improving the cash position
- Ensures enough cash is available to fund operations efficiently
- Likely to be the **CFO** in a larger company, a **treasurer can influence**

Likely younger, relatively new in role

- Leads a small finance team and make decisions quickly
- 24 months or less in role

Accountant by training

- Financially literate
- Unlikely to have a sophisticated knowledge of working capital best practice

Wrap Up: Questions?

Finexio



Meet Our Speaker

Learn about our fast-growing startup, Finexio



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Demystifying “Working Capital”



What is FinexioCash™?

How it works, benefits + value proposition



Best Potential Customers

Target customers with these attributes



Building a Compelling Story

Buyer + Supplier sales narrative and next steps



Wrap Up: Q&A

Get In Touch With Our Team

Contact Us

Ross@finexio.com

Jimena@finexio.com

Adrian@finexio.com

Contact Us

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Appendix

What Comes Next?

For our clients, getting started is simple!

For Finexio customers, most of the onboarding is already complete! To get started with FinexioCash, clients will need to:

- Sign one page amendment to agree TOS
- Provide Finexio with an updated spend file that includes payment terms
- Work with Finexio to establish a data transfer method for approved invoices
- Work with Finexio to identify Suppliers that are ideal candidates for this program
- Work with Finexio to get your AP teams up-to-speed on any small adjustments being made to existing payment processes

What Comes Next?

For Suppliers, Enrolling is as easy as 1-2-3.

Suppliers can start receiving early payments after a few simple steps. To get started, Suppliers will need to:

- Opt-in to the early pay program via an online form. [[view enrollment form](#)]
- Work with Finexio to validate account details, such as: entity name, address, contact, remittance email, account numbers, etc.
- Agree to the Receivable Purchase Agreement. This governs the Supplier's use of the platform and the terms of the sale of receivables. [[view PDF](#)]

Suppliers can turn this program on/off for future invoices at any time by contacting Finexio Customer Success through existing Finexio support channels.

What Invoices Are Eligible?

An Eligible Invoice (receivable):

1. is originally owing by an Eligible Buyer to an Eligible Supplier;
2. is legal, valid and binding obligation of Buyer;
3. has not been repudiated, disputed or denied by the applicable Buyer;
4. is freely assignable by the Supplier;
5. has been confirmed by the Buyer (irrevocable payment obligation established)
6. is less than \$30,000

Underwriting– Buyer

An eligible Buyer:

1. is not subject to any Bankruptcy Proceeding;
2. is not an Affiliate of Finexio or the Supplier;
3. is not a governmental entity;
4. is not an individual;
5. is organized in an Approved Territory (currently the U.S.);
6. is a client of Finexio's accounts payable platform;
7. has received at least one invoice from a Supplier in the previous (3) months which was paid in full and all invoices owing by such Customer to any Supplier in such prior three (3) month period have been paid in full or are not yet due and payable;
8. maintains a cash balance in the bank accounts connected to Finexio's platform of not less than three times the outstanding balance of early payments for that Buyer;
9. has been subject to a due diligence report through LexisNexis Risk Management Solutions;
10. has been subject to account and identity verification by Finexio; and
11. has been subject to KYC, AML and OFAC screening

Underwriting– Supplier

An eligible Supplier:

1. is not subject to any Bankruptcy Proceeding;
2. is not an Affiliate of Finexio or the Buyer;
3. is not a governmental entity;
4. is not an individual;
5. is organized in an Approved Territory (currently the U.S.);
6. is a client of Finexio's accounts payable platform