



deluxe

TREASURY MANAGEMENT  
SOLUTIONS

RECEIVABLES360®

Integrated Receivables For Financial  
Institutions

RECEIVABLES360®

## THE MARKET FOR INTEGRATED RECEIVABLES PRESENTS A TREMENDOUS AND LARGELY UNTAPPED OPPORTUNITY FOR FINANCIAL INSTITUTIONS

Corporations of all sizes are struggling. Between standalone bank receivables services like lockbox and RDC falling short of meeting the complex receivables challenges and growing volumes of electronic payments, many organizations are ready to invest in new solutions that solve today's modern receivables challenges and deliver efficiency, automation and scale.

Most corporate treasurers have already embarked on that journey, with nearly half of businesses planning to implement an IR solution by 2021.

As traditional treasury management products become commoditized, banks must act quickly to capitalize on this significant market opportunity to better serve their customers. A strong Integrated Receivables (IR) offering introduces new revenue opportunities — and shores up core revenue streams with valued wholesale customers.

The next 18–24 months are critical for banks. Those forward-thinking financial institutions (FIs) that can align leading-edge technical capabilities with each customer's unique receivables journey will be well-positioned for long-term success and protect their client base from disruptive FinTech startups.

Banks that fail to deploy an integrated receivables solution in the next few years risk placing their treasury services business at a disadvantage in a highly competitive market. McKinsey analysts

confirm that Integrated Receivables solutions are now becoming mainstream.

Bank investments in integrated receivables are being driven by strong corporate demand for better receivables management solutions. Most corporations today are operating with highly manual,

unformalized and error-prone processes for their receivables. In a recent Aite Group report, 67 percent of corporate users say they're running more than one enterprise resource planning system, and 34 percent admit to being dependent on Excel spreadsheets to consolidate receivables information and manage cash.

Corporations increasingly recognize that receivables represent one of their largest and most liquid assets. Streamlining receivables processes can increase a company's working capital and, in turn, reduce its need for costly borrowing. Efficient receivables processes also provide quick, reliable data for cash flow forecasts and a more cost-effective way of managing the growing number of receivables exceptions.

Fifty-four percent of corporations see an integrated receivables

platform as a means of improving their receivables management. Moreover, nearly half of the corporations surveyed by Aite Group indicated that financial institutions would be their preferred provider of an integrated receivables platform.

### An integrated receivables solution offers banks meaningful opportunities to:

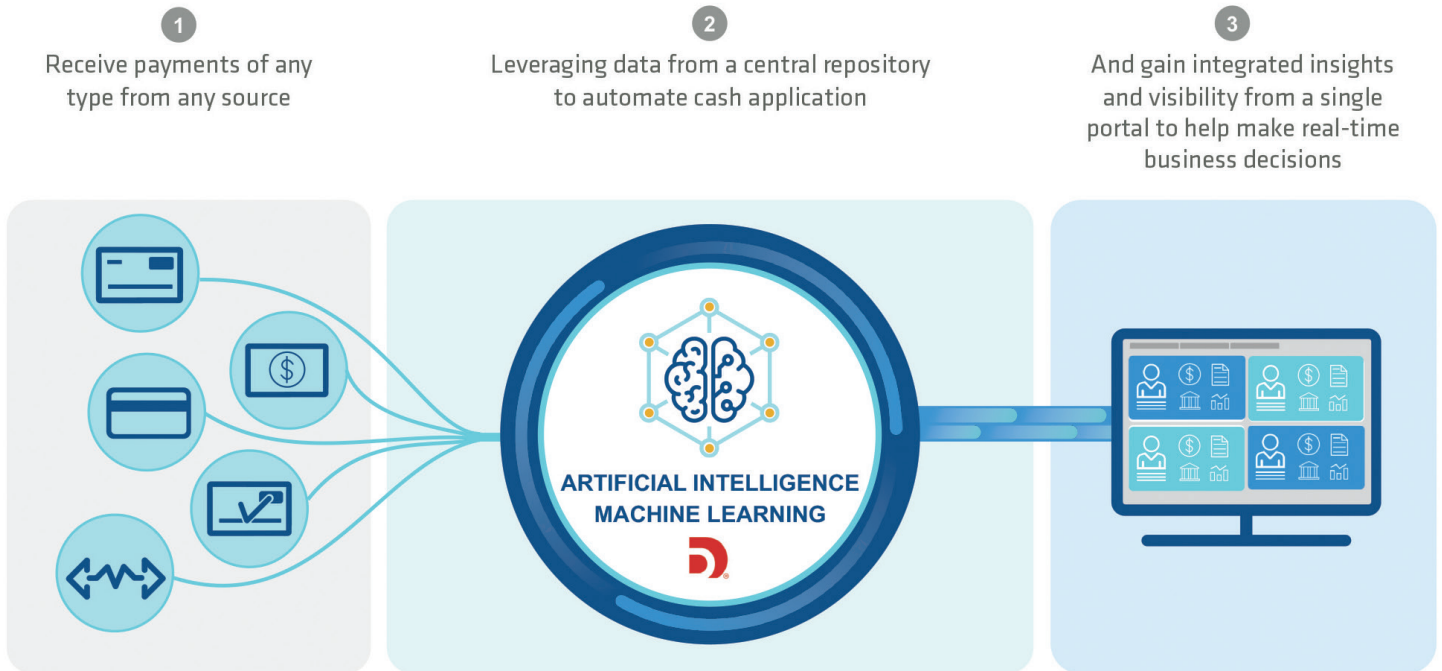
- » Attract new clients
- » Strengthen existing client relationships
- » Grow wallet share
- » Develop a platform for future treasury management initiatives

Deluxe's Receivables360® solution enables banks—from regional banks to the largest institutions—to expand beyond lockbox and take advantage of the opportunities in integrated receivables. The modular design of the solution offers banks the flexibility of purchasing the components fully integrated or standalone, based on their existing systems infrastructure. The solution is agnostic to a bank's current solutions.



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## DELUXE'S RECEIVABLES360®



- » Captures all payments and images from any paper or electronic source and aggregates them—regardless of location, type or channel
- » Automates receivables processing by bringing all payments information, images and data into one central repository, providing visibility into the entire receivables lifecycle
- » Uses advanced payment reassociation and invoice matching capabilities to electronically match the payment with the invoice remittance, using machine learning and sophisticated algorithms, resulting in greater straight-through processing rates and cost reductions
- » Helps your customers keep their staffing costs down and dramatically save on processing time, even as their mix of payments grows and changes
- » Automates processing before items become exceptions
- » Improves straight-through processing rates by up to 95%
- » Reduces DSO (days sales outstanding) and improves payments support and tracking, resulting in fewer AR credit write-offs



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## THE RECEIVABLES360® SUITE: THREE POWERFUL COMPONENTS THAT AGGREGATE, AUTOMATE, AND ACCELERATE PAYMENTS

### Aggregate All Payments

**Receivables360®** The payments landscape is constantly changing and evolving. Corporations receive a broader mix of payments than ever, creating new receivables challenges.

Deluxe's Receivables360® captures all payments and images from any paper or electronic source and aggregates them—regardless of location, type or channel—to reduce exceptions, eliminate unnecessary deductions, cut labor costs, better manage payments relationships and speed the application of cash.

### Automate Payment Processing With Machine Learning

With most electronic payment systems, customers receive payments without remittance details and then must manually find the remittance detail in separate systems like email. Such issues require manual treatment that not only slows your remittance process, but also wastes valuable person-hours and leads to errors.

Deluxe's Receivables360® automates receivables processing by bringing all payments information, images and data into one central repository, providing visibility into the entire receivables lifecycle.

Using advanced payment reassociation and invoice matching capabilities, the payment is matched with the invoice remittance details electronically using machine learning and sophisticated algorithms, resulting in greater straight-through processing rates and cost reductions. This end-to-end solution provides improved visibility across the payment lifecycle, giving clients faster access to cash while improving customer support across the board.

### Accelerate The Application Of Cash

Receivables360® enables users to view all of their payments and provides the ability to search and extract information, images and data in the Hub.

In the wake of tighter credit markets, corporations are seeking ways to lower Days Sales Outstanding (DSO) and increase working capital to reduce the need for costly borrowing. Corporations also want better and timelier data for cash and credit management.

According to Aite Group, since only 37 percent of corporates have an A/R reconciliation rate of more than 80 percent, one area of focus for corporations is increasing Straight-Through-Processing (STP) to accelerate the application of cash to the balance sheet and eliminate costly and time-consuming exceptions.

Receivables360® can help your customers keep their staffing costs down and dramatically save on processing time, even as their mix of payments grows and changes.

Deluxe's end-to-end payments solution enables speed and accuracy in receivables processing and reporting by delivering a single integrated user experience across all receivables.



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## THE VALUE OF INTEGRATED RECEIVABLES

Integrated Receivables solutions uniquely address the many challenges that businesses face, including high costs, ever-increasing demands for greater business intelligence, the migration to electronic payments and remittances and concerns about customer impact.

Most importantly, IR solutions enable corporations to focus on strategic initiatives rather than day-to-day challenges by automating what used to be a manual and time-consuming cash application process.

### Insight to business decisions

Dashboard with drill-down capabilities for additional details on batches and transactions with just one click

### Tools for faster visibility

Outside information and reports can be brought into the system to help manage working capital and influence business decisions

### Post A/R faster

Extract Design Manager & Scheduler automates the posting process and works seamlessly with your ERP system for on the spot downloads

### Avoid manual keying

Payment Reassociation and Invoice Matching replaces hours of manual cash application with AI and machine learning for faster and more accurate processing

### Improve customer service

Ad-hoc search tools provide visibility into all payment sources from a single portal without having to ask clients how or when they paid

### Alerts for when large payments or payments from specific payers arrive

Alert manager with ability to select users as recipients for better payer monitoring and liquidity management

### Create reports

Advanced search tools provide the ability to create custom reports you can edit and download easily as a PDF, CSV or zip file



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## BUILDING YOUR ROADMAP TO BEST-IN-CLASS



Deluxe understands that while every client's goal will be improved STP or reduced DSO, each organization's IR journey will be different.

All of our clients vary on the maturity of their receivables processes, automation, metrics and governance.

We have the experience and expertise to analyze payment methods, workflows, technology and more to determine what stage of the journey our clients will start and help them build a successful integrated receivables strategy and roadmap.

Deluxe offers flexible deployment options and encompasses in-house, hosted or BPO environments, allowing for a scalable solution that can process small volumes to millions of transactions per day.

We welcome the opportunity to help you build your IR roadmap to best-in-class. Our platform and experience will allow your institution to get to market quicker and at a lower price than building in-house.



**WANT MORE  
INFORMATION?**

Contact us today.

**WEB**

[fi.deluxe.com](http://fi.deluxe.com)

**CALL**

800.937.0017

...or contact your Deluxe sales representative.

### About Deluxe

At Deluxe, we champion businesses so communities can thrive. Our products and services help businesses, both big and small, start, grow and operate more efficiently. We do this with trusted and tech-forward solutions in areas like Cloud, Promotional Products, Payments and Checks, with more than 4,600 financial institution clients and nearly 4.8mm small business customers across North America.

Payment options are growing rapidly and choice is expected today. The technology Deluxe Payment Solutions offers helps businesses give their customers more options to pay. From treasury management to retail and payroll, our solutions optimize all aspects of a payment ecosystem with the power to give, take and process payments.