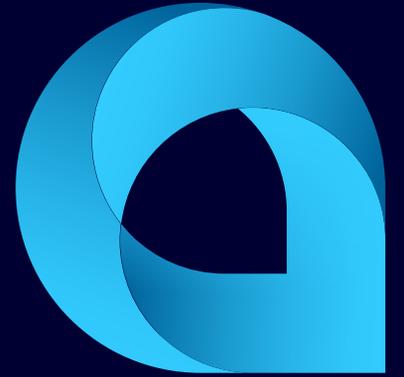


▶ eBook



# THE ACUMATICA USER'S GUIDE TO *PAYMENT AUTOMATION*

HOW EMBEDDED PAYMENT  
SOLUTIONS HELP ACUMATICA  
USERS ACHIEVE GREATER  
EFFICIENCY

## Making and receiving payments has never been easy for small and midsize businesses (SMBs).

But things are getting harder these days. That's even true for **users of Acumatica**.

# 22%

Survey  
Finance and Management  
(IOFM)

of accounts payable leaders say that it's harder to pay suppliers on time when their staff works remotely and *half of accounts receivables leaders are less than satisfied with how their payments and receivables processes have worked during the pandemic.*

Friction in the SMB payments lifecycle cannot be blamed solely on paper checks. Today, SMBs have access to more electronic payment options than ever, including **virtual cards, Automated Clearing House (ACH), Real-Time Payment (RTP), Mastercard Send, and cross-border payments.**

# 65%

of businesses have accelerated their migration to electronic payment since last year.



The reality is that friction in SMB payments is rooted in matters of ERP and software integration. **In a nutshell, most SMBs haven't integrated their payment processes with Acumatica.**

## The importance of the ERP to SMB payments

One of the fundamental problems with SMB payments is the way that they have historically worked. The tendency for SMBs has been to originate and receive payments using closed loop systems at different points across the supply chain, such as in accounts payable and accounts receivable.

Each of these systems requires its own logins and passwords, account requirements, file formats, and proprietary integrations.

The result is inefficient and error-prone communications such as paper checks and remittances, e-mail and faxes, phone calls, portals, and electronic data interchange (EDI).

More significant than the disjointed processes, however, is the fragmented data accessibility and visibility that accompanies the silo approach that most businesses take to payments. Considerable volumes of payments data are held in standalone

systems. The problems with poor integration across the SMB payments lifecycle is reflected in the huge amount of manual keying, paper shuffling and chasing down of information that occurs across the procure-to-pay and order-to-cash lifecycles.

Making and receiving payments using poorly integrated point solutions is a big headache for SMBs.



### Burdensome processes

Making payments is hard for most businesses. Once an invoice or expense report is approved, staff must print paper checks, attach the corresponding invoice, get the signature of the appropriate person, generate a remittance document, stuff and mail the check and remittance details, and manually reconcile payments as they clear. Paying suppliers electronically through point solutions isn't much easier.

Staff must log into multiple systems or bank portals to execute electronic payments, check the payment terms for each supplier, generate and e-mail remittance details, and roll up the various bank statements and spreadsheets for reconciliation. Cross-border payments bring even more complexity.



### Limited payment options

Point solutions weren't built for payment processing. They were built for procuring goods and services or processing invoices or applying cash. That's why most of them offer limited options for making and receiving payments.

The problem is that customers want to pay and get paid in their preferred format, and they are willing to hold up payments or take their business elsewhere if they don't get the experience they expect. Things get trickier for SMBs when it comes to making and receiving cross-border payments.



### **Slow cash conversion cycle**

Getting money in the bank is only part of the equation for receivables departments. They also must match payments with remittances, key remittance details, apply cash against open invoices, and resolve the inevitable exceptions. All these manual processes contribute to more customer disputes and write-offs, unapplied cash, delays in clearing credit holds, and unnecessary collections actions on unprocessed receivables.



### **Late payments**

Most suppliers experience late payments from customers, creating cash flow issues. While some late payments can be attributed to customers unwilling or unable to make timely payments, other late payments are the result of confusion about the supplier's payment terms. The root of the problem is that payment terms are typically managed in an organization's ERP, not in the point solution that it is using to make payments to suppliers.



### **Reconciliation is a burden**

The more standalone systems that an SMB uses to make and receive payments, the bigger the reconciliation burden. Getting to the bottom of things might require finance staff to log into multiple systems and portals and compare payment data to a bevy of bank account statements or spreadsheets. Discrepancies between the bank statement and the point solution may require days of back-and-forth e-mails and phone calls to sort out.



### **Lots of complexity**

Every SMB wants to do more with less. But the more systems an SMB uses for making and receiving payments, the bigger the operational and security burden.

Poor integration between payment systems and Acumatica and other systems of record is a bit of a surprise when you consider the importance of the ERP in the scheme of things.

Many SMBs invest heavily in an ERP such as Acumatica to manage their core operations.

**The ERP is the financial nerve center of the enterprise; it collects, processes, manages, and stores data for SMBs.**

SMBs have tried to bridge the integration gap between their payments systems and ERPs and other systems of record through manual inputs, file uploads, complex integrations, and other means.

But getting things working together using these types of workarounds is complex and costly.

Embedded payment solutions offer Acumatica users a solution.



## What is an embedded payment solution?

Embedded payment solutions create an end-to-end platform for making and receiving payments of any type, digitally exchanging rich remittance details, and onboarding trading partners.

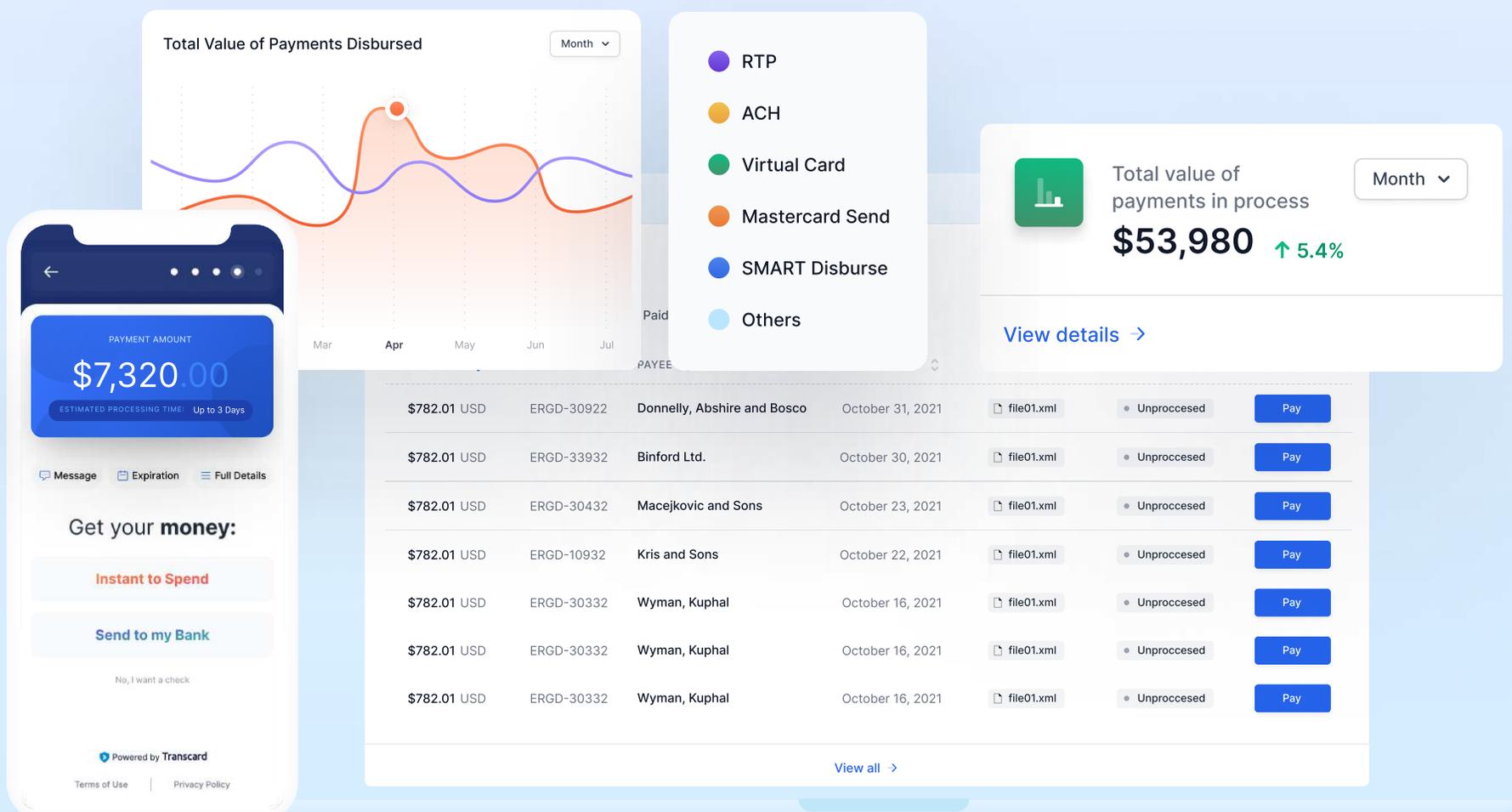
Embedded payment solutions use ERP and bank connectors to facilitate the seamless, electronic flow of payments and related information from within any ERP platform or line-of-business software.

The technology's multi-rail capabilities make it easy for buyers and suppliers to disburse or receive payments in any format. Payments also can be initiated or received

via a business network of buyers and suppliers. Payments can be sent or received instantly or scheduled in advance to one or more suppliers within a buyer's ERP platform.

Embedded solutions ensure that payments are made in a supplier's preferred format and comply with the supplier's payment terms maintained in the ERP.

And rich remittance details flow electronically with payments, allowing for real-time reconciliation and the elimination of the manual tasks that burden accounts receivable and accounts payable staff.





**SMART Hub**  
EMBEDDED  
PAYMENT PORTAL

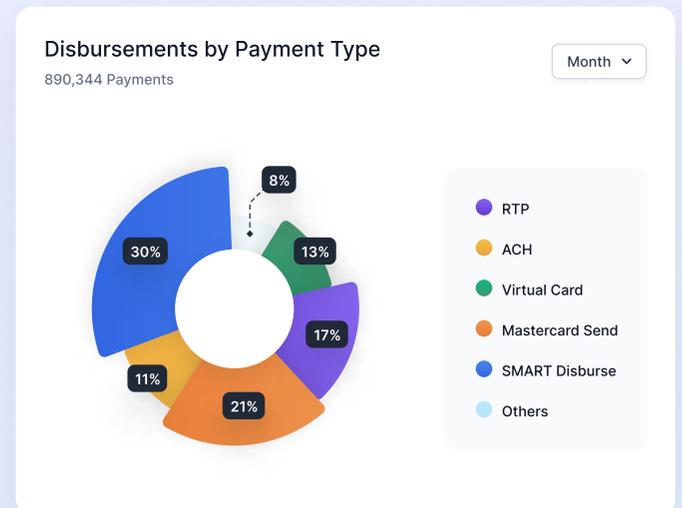
Enables users to instantly initiate or schedule single or mass payments of any type to suppliers and individuals from within the familiar screens of their ERP with just a few mouse clicks.

**Support:**

SMART Hub supports payments of any type (e.g., ACH, RTP, card, and Mastercard Send), using any payment rail (including real-time rails), from any originating bank account.

**Use Case & Benefits:**

Real-time graphical dashboards display pending, in-process, and completed payments. And historical payment information can be queried using intuitive search criteria.



**Payment Submitted!**

Your payment is in progress. Check back later for status updates.  
If there are additional actions for you to take, you'll be notified.

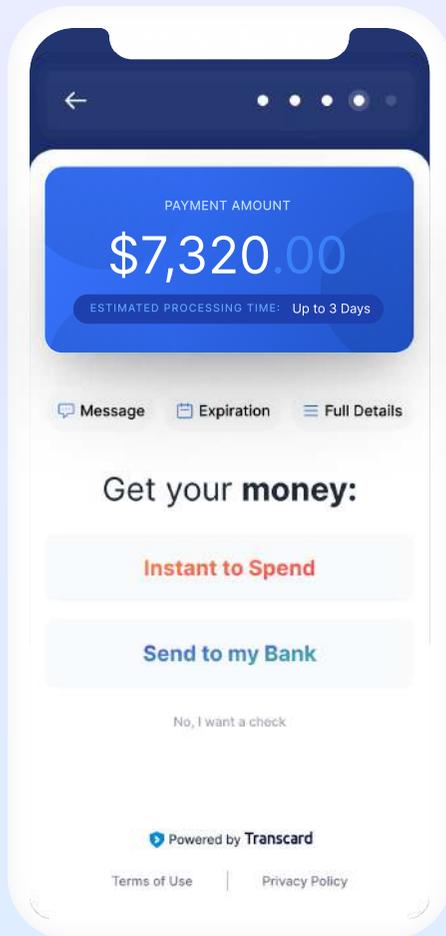
Payment Initiation   
  In Progress   
  Paid

**Done**



**SMART Disburse**  
FUNDS DISBURSEMENT SOLUTION

Enables users to disburse funds directly from within their ERP, from their bank account, while giving recipients flexibility on payment methods.



**Support:**

SMART Disburse supports more payment types and payment rails than any system of its kind and can integrate with the payment rails and APIs of any bank. Users can schedule or instantly make payments via ACH, RTP, card, Mastercard Send, and many other payment methods

**Integration:**

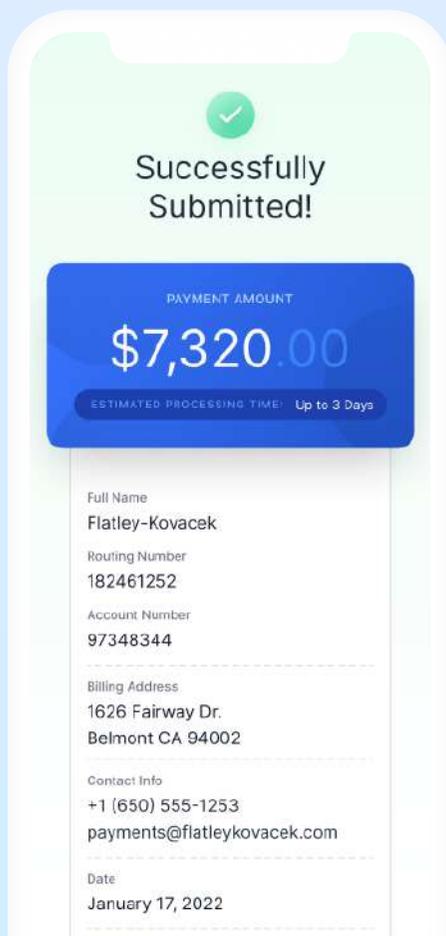
Embedded payments capabilities enable users to effortlessly disburse funds directly from the familiar screens of their legacy software or ERP platform using drop-down menus and a few mouse clicks.

**Use Case:**

SMART Disburse is perfect for businesses in any vertical and ideal for a range of payment applications, including supplier payments, payroll, patient refunds, emergency payouts, dividend payments, reimbursements, rebates, legal settlements, claims payouts, and more.

**Benefits:**

Direct integration allows for the automatic real-time reconciliation of payments data, eliminating the need to re-key payments data or to log in and out of multiple systems.





## SMART Collect

BILLING AND FUNDS  
COLLECTION SOLUTION

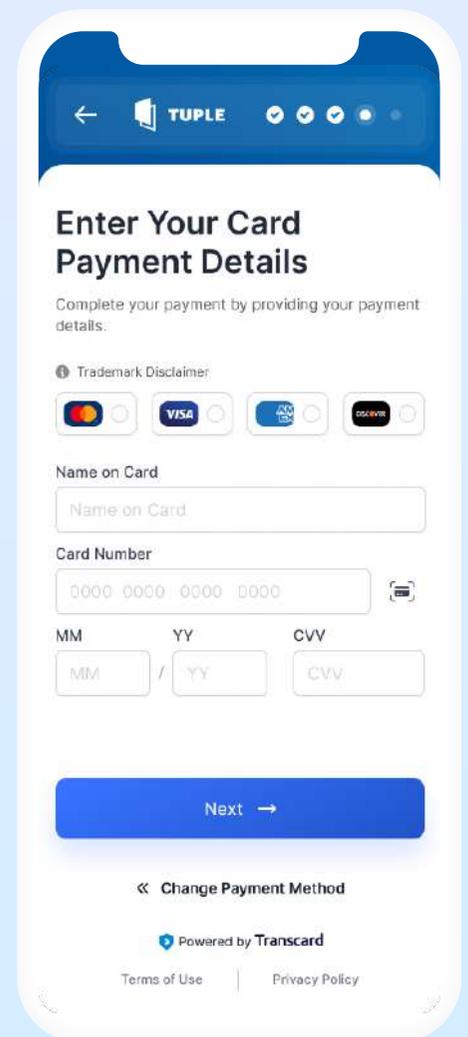
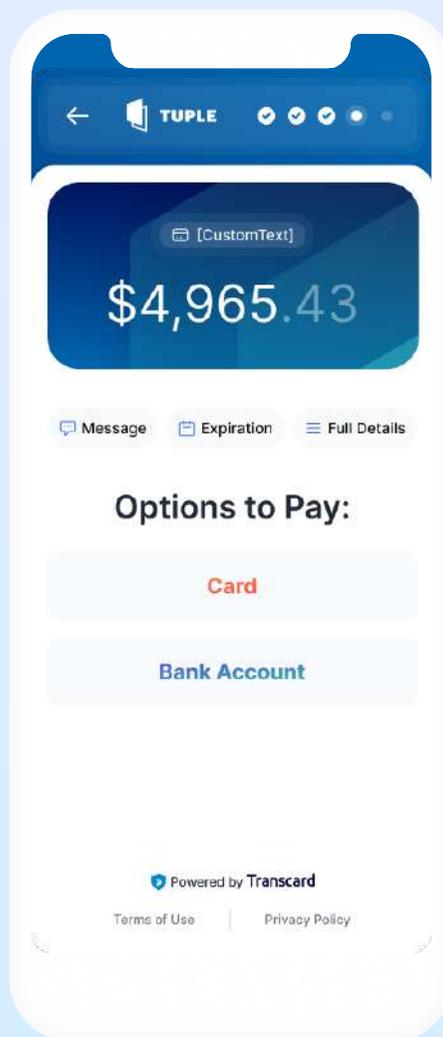
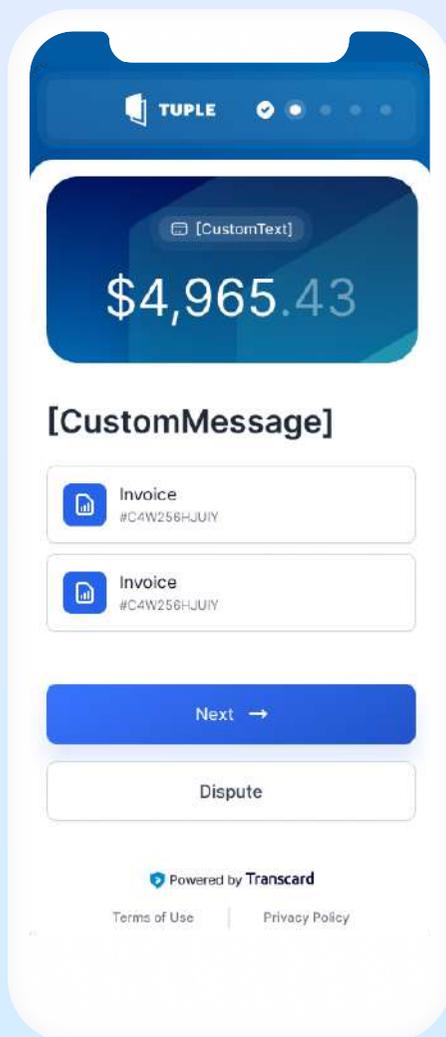
Provides users with a platform for presenting bills to customers, collecting digital signatures, and facilitating payment via RTP Request for Payment, rapid merchant settlement, and other payment methods.

### Use Case:

Beyond an ERP, SMART Collect can be embedded in an electronic invoice presentment and payment (EIPP) solution, making it possible for an SMB to use a single platform to present invoices and receive payments of any type.

### Benefits:

Embedding SMART Collect in an EIPP solution extends the value of electronic invoicing.





## SMART Exchange

ACCOUNT-TO-ACCOUNT  
(A2A) PAYMENT  
SOLUTION

SMART Exchange is a payment automation solution that digitally connects buyers and suppliers of all sizes through their ERPs and banks.

### Use Case:

SMBs can use SMART Exchange to request or make payments in real-time or schedule them to be made later using ACH, RTP, card, Mastercard Send, cross-border, or other payment method.

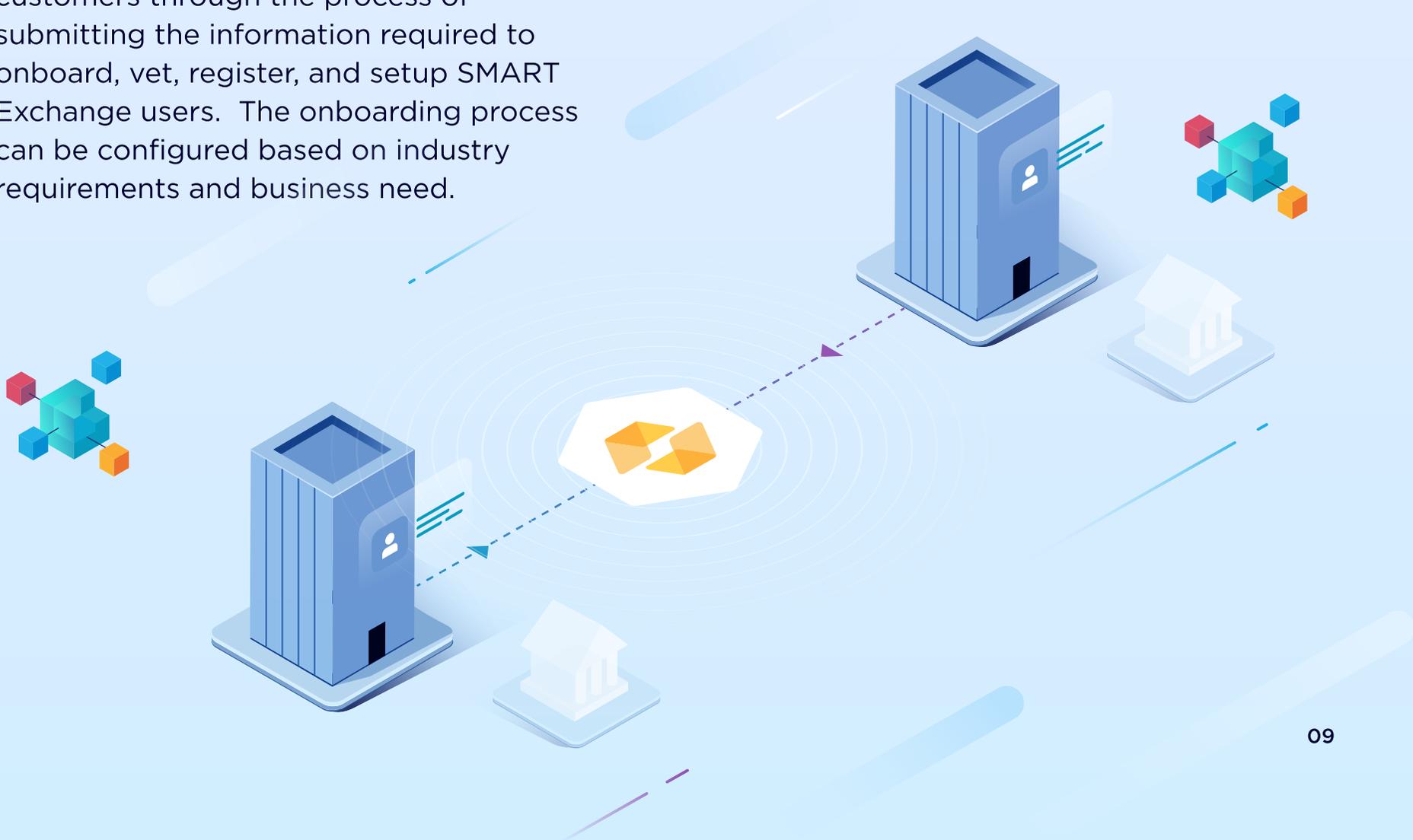
### Onboarding:

Transcard's pre-integrated SMART Hub solution makes it easy to onboard and register trading partners for SMART Exchange.

Intuitive screens guide suppliers and customers through the process of submitting the information required to onboard, vet, register, and setup SMART Exchange users. The onboarding process can be configured based on industry requirements and business need.

### Benefits:

Because SMART Exchange is directly integrated with the ERP used by each trading partner, rich remittance data flows touch-free and settled transactions are automatically reconciled in real-time without the need to reassociate payments and remittances or match payments to open invoices.



Transcard's SMART Disburse, SMART Collect and SMART Exchange can be accessed from the SMART Hub graphical dashboard when enabled.

This means that an SMB can be onboarded once and leverage multiple electronic payment automation capabilities from a single end-to-end platform.

## How Acumatica users benefit from embedded payments



Embedded payment solutions offer SMBs a better approach to payments than point solutions.



### Get paid

Embedding a payments solution with multi-rail capabilities into an SMB's ERP makes it easy to receive payments in virtually any format. Similarly, by leveraging the data that resides in an ERP, embedded payments solutions make it possible to disburse funds instantly or at a scheduled time (such as a supplier's payment terms) to a single individual or lots of suppliers, with a few clicks – using the familiar interface of their organization's ERP.



### Get capital

Connecting buyers and sellers through a payment solution embedded in their ERPs eliminates friction in the flow of cash. For instance, transactions are reconciled in real-time, making it possible for SMBs to apply cash faster while achieving better visibility.



### Get digital

The onboarding tools built into embedded payment solutions lower the hurdles to migrating partners to electronic payments. Leading solutions also include a centralized business directory that provides instant access to a supplier's payment preferences and terms.

# Let's Get Started

Are you an Acumatica user looking for a better way to make and receive payments?

Then visit Transcard online at [www.transcard.com](http://www.transcard.com) to learn about our embedded payment solutions.

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