

The Automation Advantage: Eliminating Friction in B2B Card Acceptance at RingCentral

Gina Quinonez

Finance Operations Director,
RingCentral

Rebecca Schultz

Chief Marketing Officer,
Boost Payment Solutions

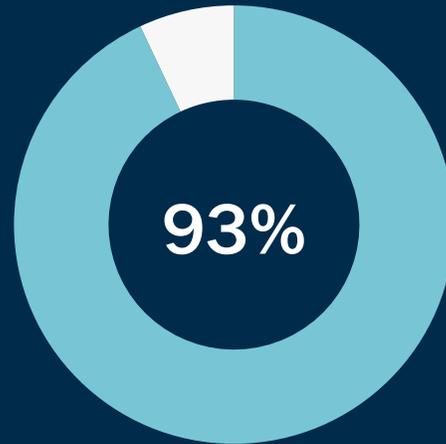
Agenda

- **B2B Payment Trends-** The rise virtual cards and AR automation
- **P.A.R.T.S.-** A Framework for B2B success
- **Straight-Through Processing-** What is it and how does it work?
- **RingCentral-** An automation success story
- **Next Steps-** Payment optimization self-audit

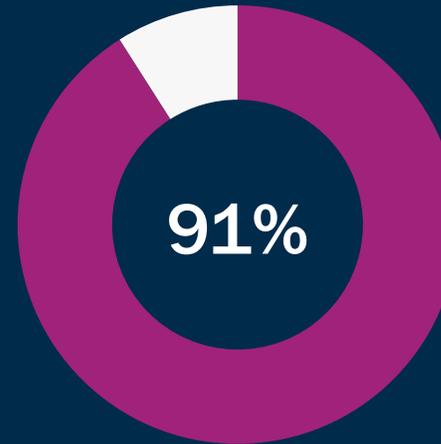
The critical value of payment automation is on the rise for AR teams



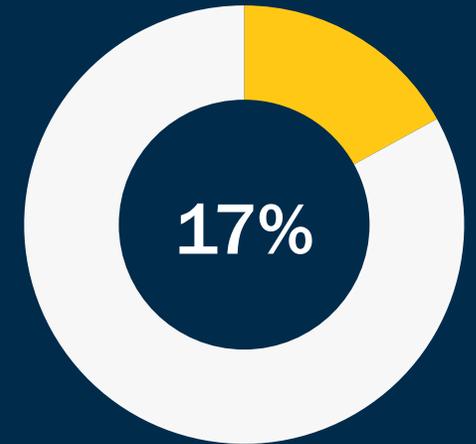
Human error in the payment process is the most significant cause of invoice disputes



of firms with yearly revenues >\$25MM are currently digitizing their AR operations



of business decisionmakers say that easy, streamlined and secure payments drive business growth...



...yet only 17% of businesses surveyed have fully automated their payments processes

Virtual cards are quickly become a preferred payment method in the growing B2B market

\$4.8
TRILLION

Forecasted global B2B
virtual card volume

322%

Forecasted annual growth in
virtual card adoption among
large companies

0%

of reporting organizations
experienced BEC fraud on
virtual cards

B2B payment optimization is all about the sum of the...



Pricing



Automation



Reporting

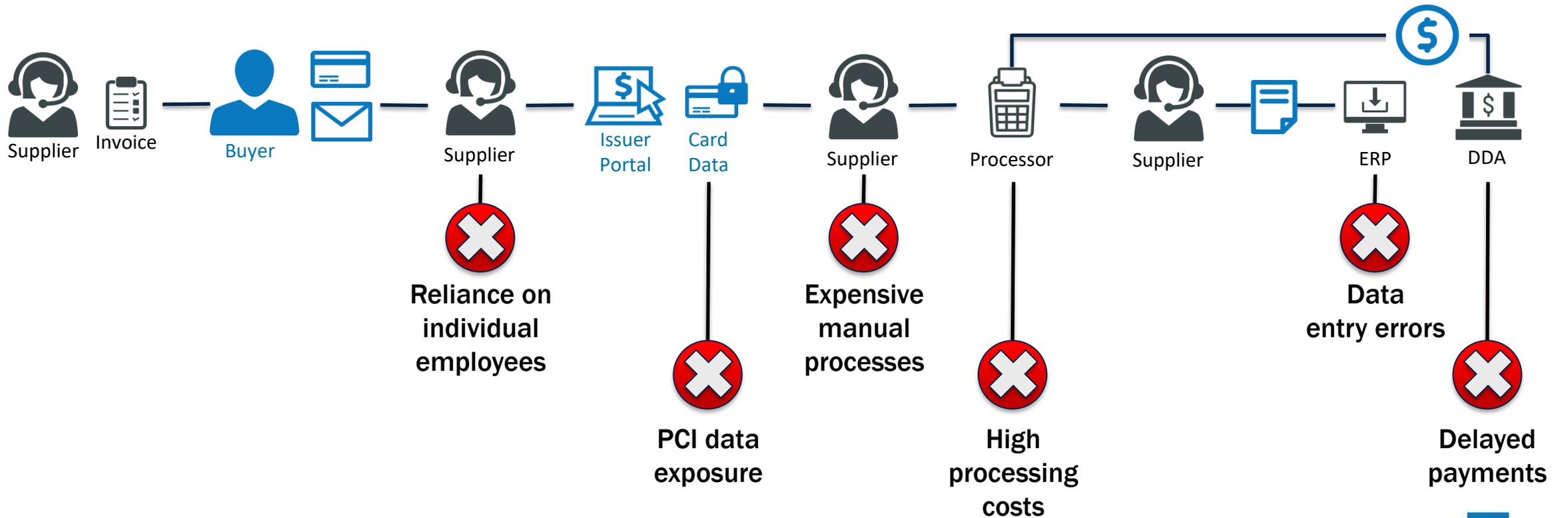


Timing

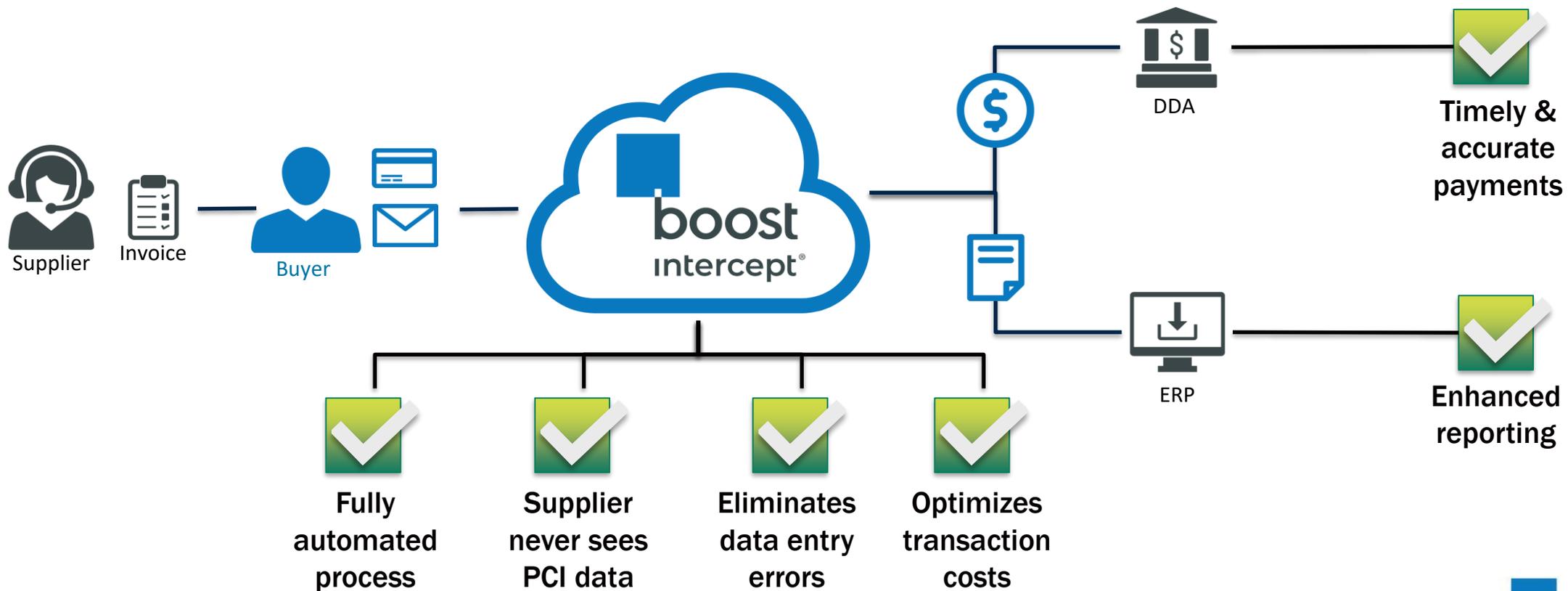


Security

Traditional virtual card experience



First of Its Kind, Patented STP Solution for B2B Merchants



Case Study

RingCentral®

Top Challenges for RingCentral



Pricing



Automation



Reporting



Timing



Security

Solution

Automate virtual card acceptance with Boost Intercept STP

Implementation

- Directed customers to send payments to Boost inbox
- No system integration
- Low-lift effort over 1-2 months

Results

- **400 hours saved** in the first four months
- Scaled from **thousands to millions of processed volume per month** in just one quarter
- Over **8000 transactions processed** so far
- Saving **~50 basis points in processing costs** through interchange optimization

Advice for optimizing payment processes

- **Identify your biggest needs**
- **Demonstrate alignment to company priorities**
- **Consider partnering with an external provider to supplement internal expertise**

Optimization Self-Audit

P

Pricing

What is my all-in cost for each type of payment?

A

Automation

Have I eliminated manual processes?

R

Reporting

Am I taking full advantage of my remittance data?

T

Timing

Can I reduce my DSO by accepting card payments?

S

Security

Do my current processes include unnecessary exposure to sensitive payment data?

Thank you!

Q&A

Connect with Rebecca:
RSchultz@BoostB2B.com



Learn More



www.BoostB2B.com/AFP-Payments

