

## Virtual Payments: There's a reason it's the fastest growing segment in the payment industry.

### A payment strategy that leads to 100% Accounts Payable Automation.

Have you ever considered Accounts Payable as a top strategic business initiative? If your organization is like most the answer is “no”. This makes sense considering Accounts Payable has historically been about the money you owe not the money you make. However, with more and more businesses transitioning to virtual card payments – accounts payable is quickly turning into a cash generator. In fact, many organizations are using virtual card payments as the first step in a payment strategy to completely automate their AP processes with no risk and no capital expense.

### One system. One workflow. Tons of savings.

Digital Designs' V-Pay is a comprehensive yet flexible virtual card payment solution that provides a path to significantly decrease paper workflows, check printing and other expensive accounts payable processes. With all the benefits of a card solution, you are still in control of the payment process such as when and how to pay your vendors.

Our V-Pay solution offers a streamlined one-system approach to ensure all your payments are going through one single workflow process improving visibility and control over cash flow. Our management dashboard also provides an in depth view of every invoice once it enters your organization.

At the core of V-Pay is DocAgent, our robust and scalable yet simple to use business-rules based processing engine. It combines business process automation, document management and output management into one integrated solution that bridges the gap between your ERP system and the real world processes you manage every day. By combining the two you can literally automate your entire AP life cycle with no capital expense.

### The key to Virtual Payment Success

Vendor enrollment is the key to any successful virtual card program. Digital Designs brings vendor enrollment expertise, network payment processing, and funds issuance. With over \$50 billion processed each year, the Digital Designs network is well positioned as the choice issuer and processor of card payments. Digital Designs provides an industry leading vendor enrollment program that out performs the typical bank 3 to 1. Imagine getting 300% more vendors through your system utilizing Virtual Payment!

#### Did You Know?

- Commercial card programs have generated an overall cost savings of more than \$38 billion per year in North American corporations.<sup>1</sup>
- Corporations can generate an average of \$128,000 in value—through reduced processing costs and increased discounts and rebates—for every \$1M in spending converted to cards.<sup>2</sup>
- It's estimated that virtual payment solutions will grow by 69% by 2018.<sup>3</sup>

#### Key Benefits

By transitioning from paper to virtual payments you can:

- Earn cash rebates
- Shorten order-to-cash cycles
- Reduce bad debt
- Increase working capital

#### What is a Virtual Card Payment?

- Electronic payment based on a single-use MasterCard account number that is tied to a specific payment, specific amount and expiration date
- Much like a check, but better from a cost to issue and control standpoint

## Solution Highlights

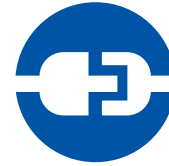
- Provides monthly rebates
- Offers an industry-leading vendor enrollment program that outperforms the typical bank 3 to 1
- Combines AP Invoice Automation software that streamlines your entire AP workflow:
  - Capture Invoices at their point of origin — both paper and electronic transactions
  - Extract data from images with Optical Character Recognition (OCR) capabilities
  - Store, cross-index and securely retrieve documents via a centralized document repository
  - Set up document auto-routing via highly customizable routing rules
  - Easily access pertinent information with intelligent Purchase Order matching and General Ledger lookup
  - Gain complete visibility with management reports and CFO visibility dashboards
  - Improve vendor relations with a Web-browser interface that makes selected documents available 24/7 online to approvers or vendors

## Considering Your Bank for Virtual Payments? Consider again.

- Just another system to maintain with little payback
- No integration to your core accounting system
- Not flexible for integration or implementation
- Only focuses on a small percentage of your vendors
- Very small conversion rates from your vendors
- Typically has you managing the vendor file for card acceptance
- Costly to implement
- Has no workflow solution for your AP process — No invoice automation
- Reporting does not integrate with overall accounting reports — not very detailed and no management dashboard
- Banks have thousands of offerings — This is our strategic focus



Secure Payment Transactions



Integration & Aggregation



Monthly Rebates on Transactions



Management Dashboards



Systems & Workflow

## Sources

1, 2 RPMG 2014 Purchasing Card Benchmark Survey.

3 CFO Research in collaboration with MasterCard, Accounts Payable at a Crossroads: The Next Phase for Business-to-Business Payments. (2014).