



Automate the AR Collection Process and Get Paid Faster

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SAPinsider

What We'll Cover

- Pain Points in Payment Collection
- Product Overview and Demo
- Who is EVO
- Wrap-Up
- Q&A

Pain Points in Payment Collection



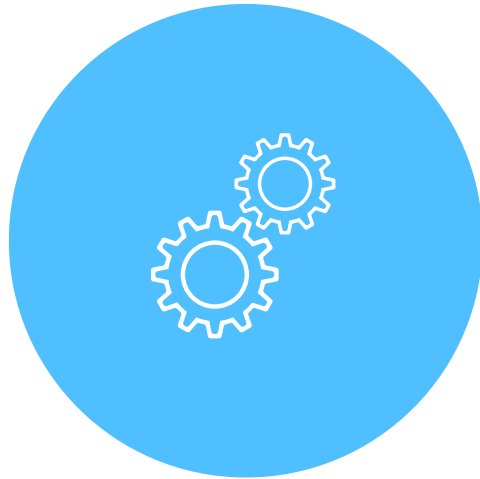
Businesses that rely more on manual AR processes have been found to have

30% longer

Days Sales Outstanding (DSO) averages than businesses who rely more on automated AR processes.

(PYMNTS.com)

How Merchants Can Solve These Challenges



Integrating electronic invoice presentment and payments portal with your SAP software



Minimize DSO by offering customers convenient, faster ways to pay online

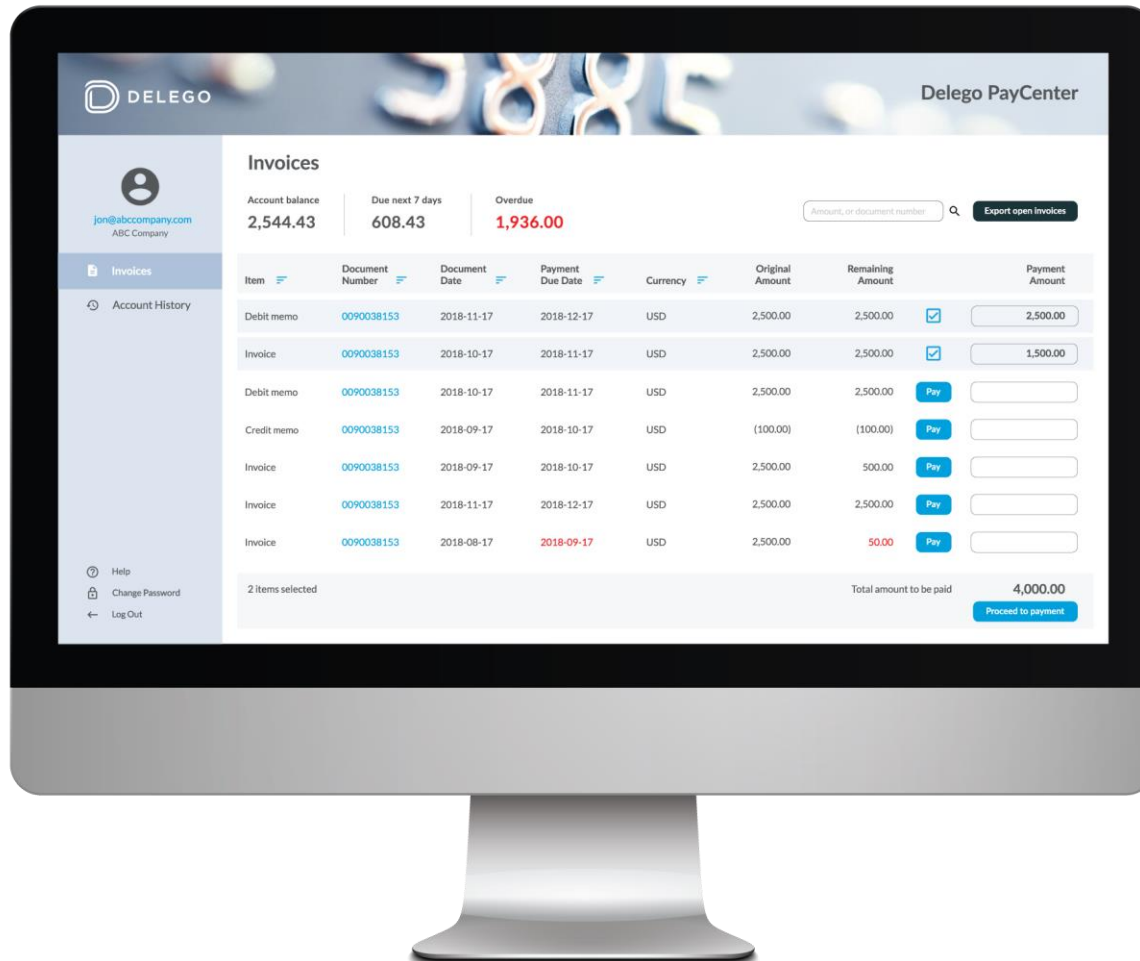


Reduce time, resources and costs by focusing on payment automation



Improve overall satisfaction by providing customers with real-time access to invoices, payment options, and transaction history

Electronic Invoice Presentment and Payment (EIPP) benefits



Shorten and accelerate your OTC cycles



Improve cash flow management

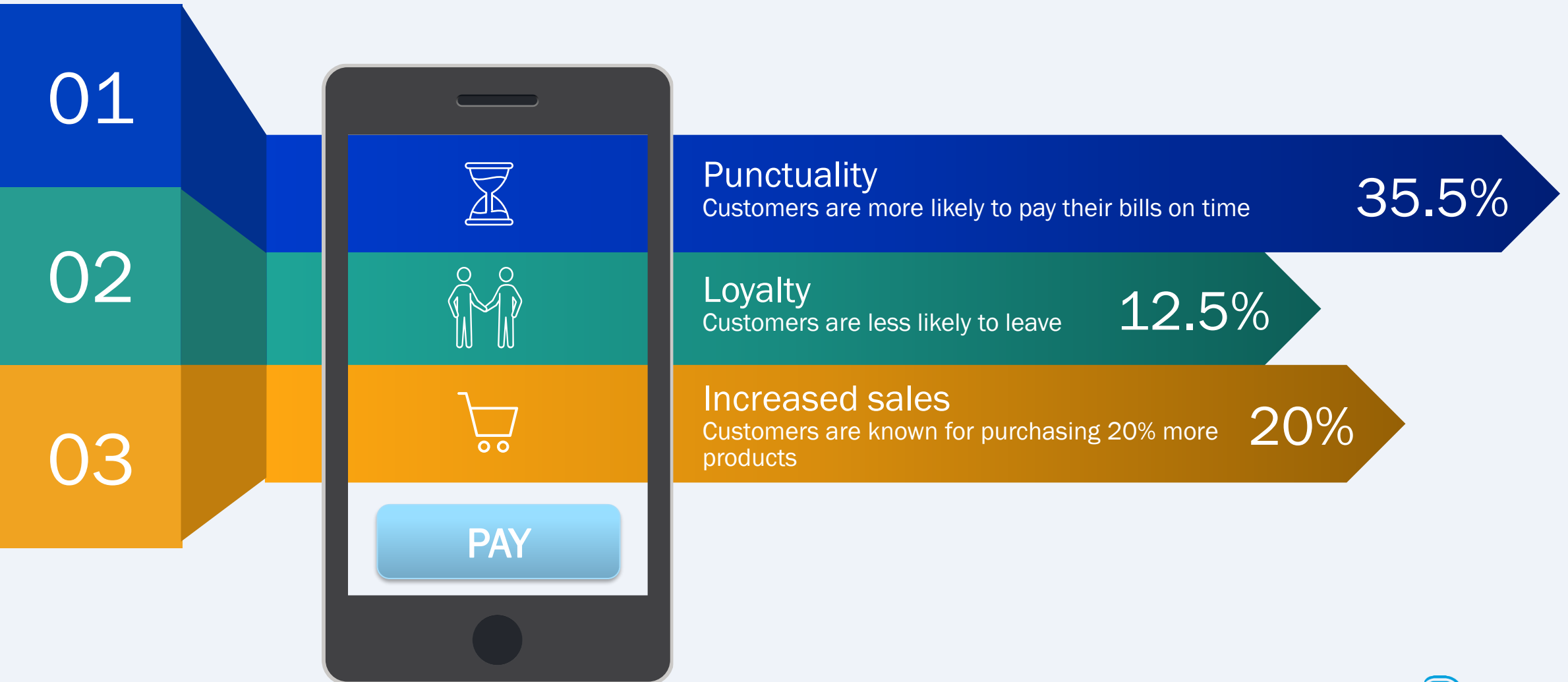


Reduce time, resources and costs managing, tracking and collecting unpaid invoices



Improve customer service by providing customers with quick and convenient ways to pay their invoices

Self-service payment portals foster...



The Integration Gap

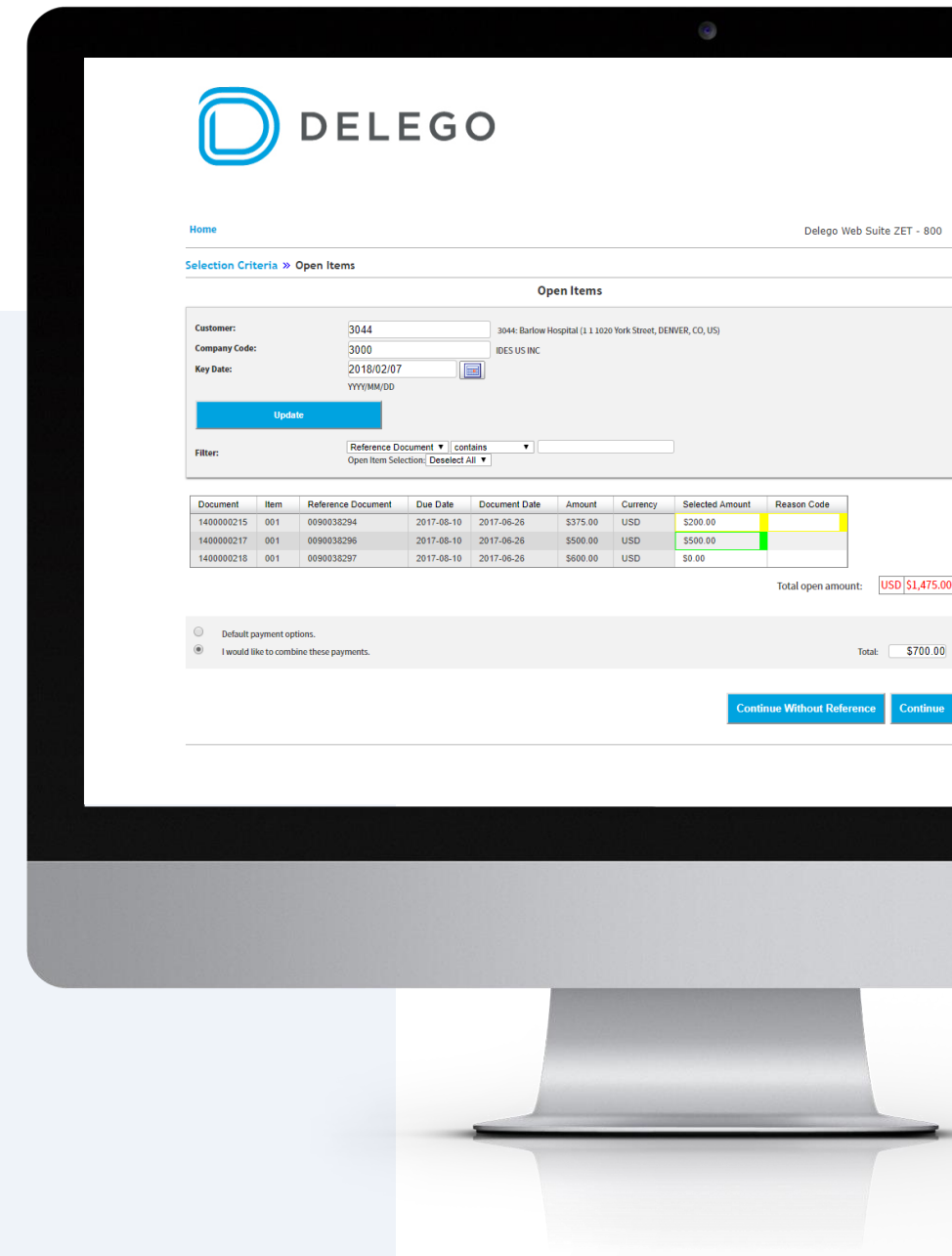
- No real-time data
- Disconnected departments
- Double entry
- Delayed reporting
- Manual reconciliation



The Integration Investment

Integration pays for itself:

- Relieves call center demands
- Reduces scope of PCI compliance
- Saves money on processing fees



Automation Benefits – Level 2/3 Data

01

Real-time data



Having payment transactions integrated with SAP gives you access to real-time data.

02

Reduced credit card rates



With access to Level 2/3 data, merchants can qualify for lower credit card processing rates.

03

Increased business



Some industries, like government, require vendors to provide Level 3 processing

Demonstration



Wrap Up

About Delego



ePayment Processing within SAP



eCommerce



Accounts Receivable



Merchant Services



Call Center



Data Security

EVO at a Glance

EVO Payments, Inc. (NASDAQ: EVOP) is a leading payment technology and services provider. As a fully integrated merchant acquirer and payment processor in over 50 markets and 150 currencies worldwide, EVO provides competitive solutions that promote business growth, increase customer loyalty, and enhance data security in the international markets we serve.



Key Points to Take Home

- Implement self-service options so your customers can make payments on their own.
- Minimize DSO by automating collections tasks.
- Integrate payments directly into SAP to reduce manual labor and improve real-time reporting.
- Eliminate human data entry error and collect payments faster.
- Win new business with Level 3 purchase card details.

Where to Find More Information

- <https://www.delegopayments.com/>
- **Blog: Motivating Your Customers To Pay On Time:**
<https://www.delegopayments.com/2021/08/motivating-your-customers-to-pay-on-time/>
- **Get Paid Faster:**
<https://www.delegopayments.com/solutions/accounts-receivable/>
- **Delego Solution Suite:**
<https://www.delegopayments.com/solutions/>

Thank you! Any Questions?



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