

# Digitization: The final factor

Why automating financial processes is essential for manufacturers to reap the full benefit of their digital transformation.

STATE OF THE INDUSTRY	MISSED OPPORTUNITY
<b>GROWTH AND CHANGE</b> Output is humming, capacity utilization is up, but the nature of business is changing	<b>PROCESS AUTOMATION</b> Firms need automated financial processes to handle diverse transactions at scale
<b>NEW BUSINESS MODELS</b> The sector is adopting new operating models, yet only 20% are 'highly prepared'	<b>INTEGRATED SYSTEMS</b> Emerging business models like MaaS can't function without integrated financial systems
<b>SKILLS SHORTAGE</b> Manufacturing faces a talent shortage, with a predicted 2.8 million jobs unfilled by 2028	<b>SKILLS AUTOMATION</b> Firms can sidestep the skills shortage by automating financial processes
<b>SECURITY CONCERNS</b> Many manufacturers have old systems that are vulnerable to ransomware attacks	<b>CHAIN OF TRUST</b> A partner with good security credentials can safeguard a manufacturer and its customers

## How to digitize order-to-cash



### CREDIT

**Digitize by putting credit applications online** to improve risk management and reduce friction between sales and finance.

**Billtrust helps you** process credit applications quickly and automatically, monitor your whole portfolio and combine internal and external data.



### ORDER

**Digitize by letting customers order online** to speed up purchasing, improve customer satisfaction and get data right from the start.

**Billtrust helps you** build your own web store, add your branding and link data across the lifecycle.



### INVOICING

**Automating invoicing** cuts out manual work, makes invoices more accurate, reduces queries and disputes, and speeds up payment and reconciliation.

**Billtrust helps you** offer your customers every billing format: print, mail, fax, email, EIPP and even directly into their accounts payable portal.



### PAYMENTS

**Digitizing payments** lets you offer credit card payments without prohibitive costs, reduces labor through automation and means payments are secure and compliant.

**Billtrust helps you** capture virtual card numbers and apply cash automatically, integrate with ERP systems and encourage electronic payment methods.



### CASH APPLICATION

**Digitizing cash application** improves accuracy and speed of reconciliation, allowing faster access to cash.

**Billtrust helps you** cut data entry costs, perform smart matching, investigate exceptions and post to an ERP system.



### COLLECTIONS

**Replacing spreadsheets** helps you prioritize accounts, automate customer contact and improve success rates.

**Billtrust helps you** prioritize accounts strategically, reduce the average age of debt and give customers a good experience.

## SAINT GOBAIN AND BILLTRUST

# 50%

reduction in invoicing and payments costs.

# 70%

increase in customer electronic invoices.

# 98%

electronic presentment achieved.

[Read the full case study >](#)

Billtrust holds compliance and security accreditations for:

- Cloud services (SSAE 18 SOC 1 and SOC 2)
- Electronic payments processing (NACHA)
- Card payment processing (PCI-DSS)

It's critical to digitize the entire order-to-cash cycle as an integrated process. With Billtrust you will get the scalability you need, mitigate rising cost and secure competitive advantage.

