

Invoice Cloud for Dynamics GP

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Agenda

- What is Invoice Cloud?
- Partnership
- Online Payment & EBPP Overview
- Online Bill Payment
 - The Most Flexible and Easy-to-Use Payment Solution Available
- Streamlined Invoicing & Collections
- Integration with Dynamics GP Demo
- Our Process
- Benefits
- Reporting
- Summary

For this presentation, we have used the terms Biller and Payer.

Biller refers to the organization sending electronic invoices and collecting payments. The term Payer refers to the people who receive the electronic invoice or pay online.

What is Invoice Cloud?

Invoice Cloud, Inc.

- Web -based, Cloud Computing Application – Software as a Service (SaaS)
- E-Billing through emailing and customers' websites
- E-Payment with deposits made directly into customer's bank account(s)
- E-Checks, Credit Cards, Paper Check Conversion, Auto-Pay, Scheduled Payments
- Branded Customer Center provided for all payers, available 24/7
- Integrated with Billing Software to reduce manual entry of payment info
- Founded in 2008 by very experienced E-Payment and IT Services Executives

Partnership



- Blue Moon and Invoice Cloud formed a partnership in 2009
- Blue Moon carefully reviewed several EBPP companies
- Invoice Cloud excels at both Electronic Invoice Processing and Online Payment
- Invoice Cloud fit with Blue Moon's dedication to excellent customer service

EBPP Overview

Electronic Bill Presentment and Payment Overview

1. Customers of the end user receive an email with the amount due and a printable PDF version of the bill that is an exact replica of the bill sent in the mail
2. Customers (Payers) click the Pay Now button and go to the payer portal
3. Payers can use “Express Pay” or log into the payer portal where they can:
 - Search their historical payments and invoices
 - Pay one or many bills with one payment
 - Schedule one-time, or Automatic Payments (Auto-Pay)
4. Payer receives a payment receipt via email once the bill has been paid
5. Invoice Cloud saves checking & credit card account info (with permission)
 - Increases convenience, decreases the number of keying errors

Online Payment

- **Fulfill a customer need by offering Electronic Payments**
 - Credit Card, EFT(ACH) and Check Conversion payments
 - Recurring and scheduled
 - Self service (email or website)
- **Accepts all major credit cards (Visa, MasterCard, AMEX, Discover)**
- **Choose your own bank to receive funds**
- **Secure Data – Surpasses PCI (Payment Card Industry) Systems Standards**
- **Billers and payers can view full individual payment history**
 - Helps with disputes
 - Biller has access to comprehensive payment reporting

Online Payment

(continued)

- **Online Payment is connected with Electronic Invoicing**
 - Fewer questions as payer can see electronic version of bill with complete charges
 - at time of payment
- **Checking and credit card account information for each payer is stored**
 - Cuts down on errors
 - Convenient – payer does not have to enter account information to make a payment

Archival: Previous year invoices and payments can be used to verify past due amounts

Streamlined Invoicing



- **Electronic Invoices are identical to the mailed invoices**
 - Payers, administrators and staff can easily print replica bills
 - Administrators and staff can view the same invoice as the payer when they speak with them on the phone
- **Decreases cost for invoicing (Labor, Postage, Etc...)**
- **Green Initiative:** Reduces paper & postage
- **Frees up employees to work on additional projects**
- **Intuitive and easy to use**
- **Enhances payer experience**
 - Payer chooses whether to receive their invoices via mail or email
- **Improves customer service while reducing cost to provide it**

Streamlined Collections



- **Decrease cost for overdue collections**
- **Improve cash flow**
 - Recurring payments allows payers to ensure bills are paid when they are traveling
 - or are unable to send or deliver payment
 - Payers can set a one-time payment so their payment will happen on a specific date
- **Targeted email alerts & reminders at no additional cost**
 - Biller controls email reminders (who receives them & when)
- **Enhance payer experience**
 - 24/7 availability for online payment and history
 - Payer can designate the date they would like to pay their bill and amount
 - Payers do not have to use a check or the postal service

Integration with Dynamics GP



1. Web Services allows the biller to send bills with the click of a mouse
2. Billing information is automatically taken from Dynamics GP
3. Bills are created and sent
4. As payments come in they automatically update Dynamics GP on predetermined intervals

Invoice Cloud for Dynamics GP

- Demo

Our Process



Customer Benefits

- Recurring payments
- Online billing
- Reminders
- Immediate payment available 24/7
- Multiple bills can be paid at one time
- Easily searchable payment history

Contents

- Email notification - payer receives email notification invoice is ready for review and payment
- Customer portal - payer enters branded service by clicking the Pay Now button in the email message
- Sample invoice - screen shot of the HTML invoice, PDF version also available
- Email payment receipt - screen shot of the email payment receipt
- Biller portal - invoice search page of the biller portal displaying invoice summary data, “mouse over” help example as well as panel descriptions of the categories of the service

Billers Reporting

- **Database is searchable using a wide range of criteria**
 - Makes for easy use by administrators and staff
 - Allows payers to find their electronic bill and payment information even if they do not have the bill in hand
- **Billers can view payer payment history**
- **Database allows billers to view invoices (Current & Previous)**
 - Improves customer service
 - Can easily find and print replica bills in the office
- **Database allows billers to view scheduled payments**
 - Provides data in order to better understand and anticipate cash flow
- **Database generates a number of reports**
 - Payment reports
 - Customer reports
 - Invoice reports

Financial Summary



- **Cost elements of manual process**
 - Postage and supplies (envelopes, invoice, paper and printing)
 - Invoice preparation, review and stuffing
 - Responding to inquiries and phone calls related to invoices
 - Processing, matching and recording the payment
 - Reconciling bank statements and making bank deposit
 - Researching and resolving disputes and pursuing delinquent accounts
 - Lock box fees

Financial Summary

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- **Additional cost savings items and benefits with Invoice Cloud service**
 - 24/7 customer self service portal where payer has access to invoice, statement and payment history
 - Documented communication & convenience using Customer Request System (available to customers through online portal 24/7)
 - Lower cost of collection - faster payments, automatic email reminders, auto-pay feature
 - Cross selling and promotions on electronic invoices and payment notification
 - **Green initiative** - reduction of waste is paramount in today's society, and many organizations are working hard to do their part

Q & A

