paystand

The Manufacturer's Guide to

Faster, Smarter Payments

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Learn to Streamline Billing and Get Paid Faster

An increase in e-commerce, global trade, and automation over the past decade has driven transformation for many manufacturers, wholesalers, and distributors. Manufacturing processes have become more automated and efficient. Wholesale relationships, contracts, and pricing have also improved through AI and smart networking. Distribution and logistics have largely moved to the cloud, with big data and analytics providing critical business insights.

But while the products and solutions these companies bring to market are cutting-edge, in most cases, their payments infrastructure suffers from decades-old stagnation. Without modernizing this infrastructure, it is hard to keep up with the pace of business in today's automation-centric world.

Addressing Efficiency in the Enterprise Cash Cycle

Invoicing, payments, and reconciliation (the enterprise cash cycle) are the lifeblood of a growing business. So, it is no surprise that an efficient payments infrastructure is critical for growth. From automating manual processes to speeding up time to cash to lowering transaction costs, a modern payments infrastructure provides many benefits.

Unfortunately, legacy systems and manual processes still plague a majority of companies in Manufacturing, Wholesale, and Distribution. Antiquated payment methods like paper checks still dominate. Manual processes in collections and reconciliation burden most finance departments. These outdated processes put significant stress on the business. They also have bottom-line ramifications that can affect profitability and sustainability.

Since payments sit at the heart of the business and cash flow is crucial for financial health, CFOs, controllers, and finance managers need to address outdated payments infrastructure or risk being surpassed by those who do. Fortunately, solutions now exist to modernize billing and payments for companies in the Manufacturing, Wholesale, and Distribution industry.

Below are five key solutions for eliminating stagnant cash flow and poor collections on accounts receivable in Manufacturing, Wholesale, and Distribution. These solutions will help you achieve automation, efficiency, security, and higher ROI.

Billing Payment Portal 01

A billing payment portal is one of the most effective ways for your customers to remit payments and allow you to more quickly and efficiently capture receivables. Your payment portal should be easy to use, functional, and feature-rich, and it should speed up your time to cash while reducing costs.

To achieve this, start by ensuring your payment portal offers your customers all payment types: credit and debit cards, ACH, and Smart ACH. By offering payment options that conveniently match your customers' existing operations, they will pay faster.
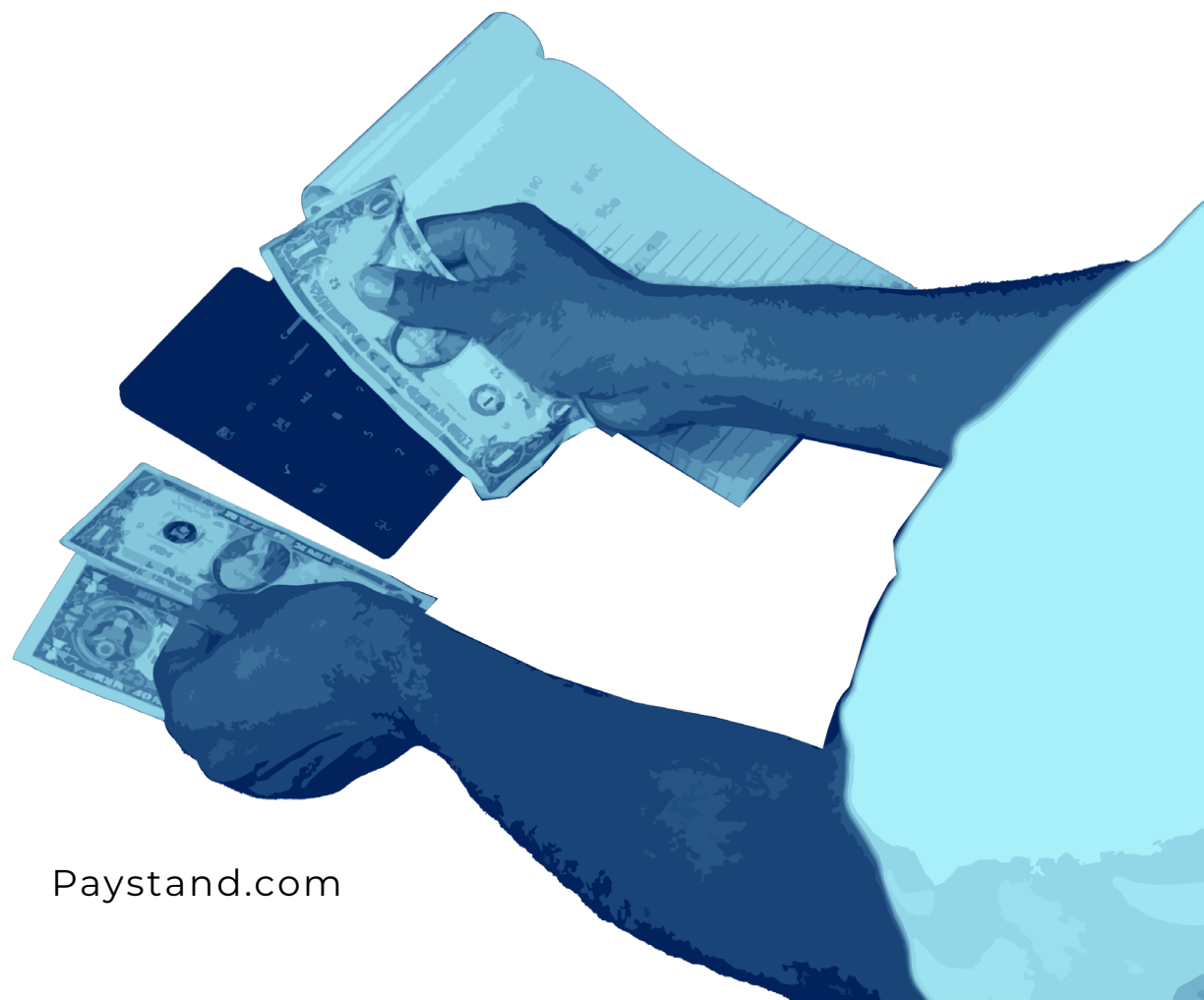
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Second, the technology should integrate easily with your website, invoices, bills, and sales orders while also extending to your field services, warehousing, and any mobile operation. This allows your customers to pay from anywhere on any device.

Third, the payment portal needs to accept data from external sources and allow for the pre-populating of fields and key data points (such as customer data and "amount owed"). The less your customer has to fill in and the more the payment is tied to your records, the faster reconciliation and time to cash will be.

Fourth, the experience your customers have should champion your brand. A properly optimized and branded billing portal should see remittance times and DSO fall from a few weeks to a couple of days.

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Least Cost Routing and Reducing Fees

Reducing transaction fees, especially if you accept credit cards, is key. Making cards the only method of payment will ultimately cost you, but that cost can be reduced by understanding card network fees and implementing strategies to shift or avoid the burden.

Not all cards cost the same. Credit cards are more expensive to accept than debit cards, in part because debit card balances are backed by actual cash in a cardholder's account. Some credit card networks charge over 4%, whereas your average debit card processor charges less than 1%. Ensure your card processor accesses both network types and passes the savings on to you.

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The Achilles' heel of accepting cards is the percentage-based pricing, which inflates proportionately to your business's growth. Thankfully, including flat-rate payment options such as eCheck, ACH, and Smart ACH can solve this issue. The Automated Clearing House (ACH) network allows your customers to pay with their checking or savings accounts at low, flat rates. Smart ACH adds balance verification, ensuring that insufficient funds and bounced checks become relics of the past.

> If you must accept card payments and debit pricing hasn't reduced your costs low enough, consider passing the transaction fee on to your customer. A simple "payer pays the fees" process can reduce your costs to $0 while still providing your customer the convenience of paying with their cards.

Virtual Terminals and Funds on File

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Full-service payment acceptance requires a virtual terminal so your customers can deliver payments over the phone, and your staff can recharge a previously used card or bank account.

A virtual terminal is accessible only to authorized staff members, allowing them to enter card and bank details on behalf of your customers. Customers can pay even if they are not in front of a computer or smartphone.

A virtual terminal also allows your staff to recharge previously used payment methods. Stored payment details make it easy for customers to pay by simply requesting, "Charge the card I used last time."

"Funds on File" also enables scheduled and recurring payments, such as subscriptions, installments, and payment programs. Ensure that your payment processor meets all security requirements so you're not liable for compliance risks.

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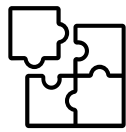
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Reconciliation with Paystand

If you keep books, maintain a ledger, or track invoices, bills, and sales orders, your payments need to reconcile with that record-keeping system.

Paystand automates reconciliation by integrating payments directly into your ERP or financial system, eliminating manual data entry and human error. Each payment includes rich transaction data, linking directly to invoices, bills, or sales orders, ensuring accuracy and efficiency.
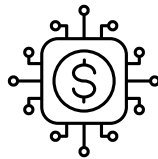
Key benefits of Paystand's automated reconciliation:

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Seamless ERP Integration

Syncs with NetSuite, Microsoft Dynamics, Acumatica, and more.

Smart Match AI

Auto-matches payments with open invoices for real-time reconciliation.

Elimination of Manual Entry

Reduces human error and accelerates financial close cycles.

Automated Cash Application

Ensures payments are properly recorded, reducing outstanding AR balances.

By modernizing reconciliation with Paystand, finance teams can dramatically reduce the time spent on collections, improve accuracy, and speed up cash flow.

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Paystand's Digital Checkout & Payment Methods

Modern businesses need flexible, low-cost, and automated payment solutions to remain competitive. Paystand offers a variety of payment methods designed to eliminate transaction fees and improve cash flow.

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Bank Payments (ACH & EFT)

ACH (U.S.): Secure, low-cost direct bank transfers.
EFT (Canada): Seamless bank transfers in CAD.

The Paystand Bank Network

Zero-Fee Transactions: Bypass credit card fees by leveraging Paystand's blockchain-backed payment network.
Direct B2B Payments: Send and receive funds with no intermediary costs.

Credit & Debit Card Payments

All Major Cards Accepted: Visa, MasterCard, American Express, Discover.
Dynamic Convenience Fees: Reduce costs by shifting processing fees to the payer.

Real-Time Payments (RTP)

Instant Settlement: Transactions clear in real time, eliminating processing delays.

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Wire Transfers

Secure High-Value Transfers: Domestic and international options for large transactions.

Check Scanning & Processing

AI-Powered Smart Lockbox: Automates check deposit and reconciliation.

Push Pay & Direct Deposit

Automated Vendor Payments: Streamline outbound payments with direct bank transfers.

By leveraging Paystand's digital checkout and payment solutions, businesses can offer customers the flexibility they need while reducing fees and manual work.
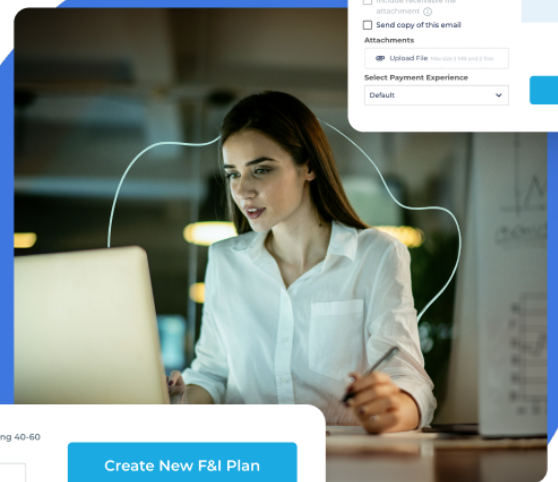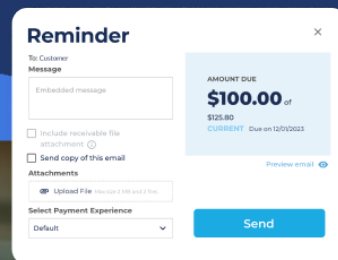
Conclusion

Paystand offers all the listed features and more. We specialize in payment solutions for the Manufacturing, Wholesale, and Distribution industry. Our next-generation billing and payments network can be customized to meet your needs.

- A self-service, branded payment portal
- A "Zero-Fee" rail and all other payment options
- Customized collection workflows
- Fully automated payment reconciliation
- Automatic cash application
- Digital check scanning and smart lockbox
- Convenience fees and discounts
- Dynamic Discounting capabilities
- Next-Day Funds Availability check
- Tokenized security
- Multicurrency support

B2B payments made effortless.

Book a demo with an AR expert today.

GET STARTED