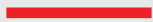**paystand**

Increase Your Cash Velocity with Paystand's Sage Intacct Integration

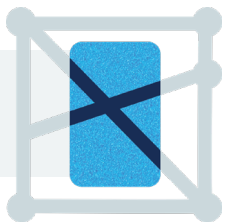# Increase Your Cash Velocity with Paystand's Sage Intacct Integration

It's no secret that we're all a bit more stressed than usual right now, facing inflation woes, recession warning bells, business slowdown, and a lack of predictability. As the financial waves continue to rock our boats, this uncertainty is making it increasingly difficult for AR professionals running Finance on Sage Intacct to predict customer demand, revenue, inbound payments, cash flow, and profit margins.

Early access to cash is key to the survival of the enterprise. Unfortunately, many industries and buyers are known to be slow to pay, Days Sales Outstanding ("DSO") feels unnecessarily lengthy, and businesses lack the tools necessary to speed up their time to cash. To put it

bluntly, many AR departments feel they are officially "at the mercy" of payers and have little-to-no recourse in accelerating their payments to improve cash flow.

In an uncertain economic environment, Paystand offers modern, blockchain-enabled B2B payment technology, enabling you to:

1. Increase your cash velocity
2. Speed up time to cash
3. Eliminate unnecessary credit card fees
4. Put your AR on auto-pilot

Fully integrated for speed, efficiency, and convenience.

Paystand is fully integrated with Sage Intacct, meaning that anything that goes through Sage Intacct will be in your Paystand dashboard. We know how important it is for CFOs and AR leaders to have a clear and accessible real-time view of the business's cash flow. That's why our integrated payments application for Sage Intacct automatically imports all necessary information — e.g., customer name, reference numbers, customer number, fees, adjustments, amount paid, invoice total, payment dates, etc. — within a few seconds.

Paystand is the only zero-fee B2B payments option for Sage Intacct, which means you can help your clients eliminate the costly fees typically associated with realizing revenue. We help organizations like yours adapt to the ever-shifting economic environment by recognizing

revenue sooner and at a much lower cost. By leveraging the newest technology to create a "self-driving cash cycle," our platform allows many finance tasks and nearly all AR tasks to be automated, from invoicing through payment processing and reconciliation.

In this ebook...

You'll learn actionable ways Paystand can increase your cash flow, reduce AR costs and tasks, and decrease DSO by 80% — all within your Sage Intacct dashboard to make your entire end-to-end cash cycle a breeze.

Everyone from AR clerks to VPs of finance are feeling the pressure to collect revenue faster while simultaneously reducing revenue costs. As a result, AR leaders are in desperate need of proven solutions that reduce the cost of revenue and fix the cost of AR operations while delivering a fast and measurable ROI, not just the promise of one.

Before jumping into the nitty-gritty, let's first cover some basics: **CASH VELOCITY = THE SPEED AT WHICH A BUSINESS TAKES IN MONEY**

Cash velocity is calculated as cash flow divided by time. e.g., a company that has a positive cash flow of $12,000,000 in a 12-month period has an average cash velocity of:
- $1,000,000/month, or
- $4,000,000/quarter, or
- $12,000,000/year.

Finance leaders everywhere can attest to the importance of cash velocity. Since your cash velocity helps your business plan for the future by providing reliable information about the speed with which future cash will arrive, understanding and increasing cash flow velocity allows you to set realistic goals and sustainably grow your business.

Slow payments got you down? Paystand has the solution.

We're on a mission to create a more open, equitable, and profitable financial system — starting with B2B payments. Our automated payments for Sage Intacct help our customers increase their cash velocity by putting their AR and payments on auto-pilot, significantly decreasing labor-intensive manual reconciliation and processing costs.

Paystand exists to:

- **Speed up** time to cash and end-to-end cycle time by up to 80%

- **Automate** and put billing, payments, and reconciliation on auto-pilot, reducing labor costs of AR by 50%

- **Eliminate** or reduce credit card processing fees

Our solution speeds up your time-to-cash by 20-80%, reduces manual intervention by 50%, eliminates credit

card fees, and scales up to easily handle double the invoice and payment volumes.
Paystand offers businesses fast, efficient, and profitable blockchain-enabled payments, enabling companies to scale their revenue and business without their fees and AR tasks scaling along with them.

How does Paystand deliver increased cash velocity, decreased DSO, and a headache-free accounts receivable process?

Paystand believes that financial institutions have locked their customers into restrictive, expensive processes to collect and track revenue for far too long. These inefficient legacy operations result in time-consuming, costly manual processes that cut into your bottom line.

Our automated B2B payments network speeds up time-to-cash up to 80%, reduces manual intervention by 50%, eliminates credit card fees, and scales up to handle up to double the invoice and payment volumes.

We've made it our mission to provide businesses with fast, efficient, and profitable payments. Finance teams partner with Paystand because our subscription-based model guarantees predictable operating expenses (OpEx) and a lower per-payment transaction cost as their company grows.

Increase your cash velocity with the only zero-fee B2B payments option for Sage Intacct.

Paystand is committed to creating a self-driving money experience for finance teams, and our Sage Intacct integration is a critical component of making that goal a reality.

We recently rolled out our latest upgrades to our Sage Intacct integration, which couldn't have come at a better time; as finance teams hunker down to weather the storm, the question of how to mitigate reduced cash flow by increasing their cash velocity is top of mind. These new and improved features are designed to help businesses increase their cash velocity by giving them access to B2B payment processing that's cashless, feeless, and intuitive.

With our most recent updates, Sage Intacct customers can take advantage of the following:

- **Multi-entity support for merchants** — Support for multiple organizational entities, typically based on geographic locations and business units.

- **Automated collections** — Automatically send a series of email reminders pre-set on frequency, tone, and message track open rates.

- **Multiple invoices** — Send a single consolidated payment request for multiple invoices, and enable payers to pay multiple invoices with one payment.

- **Virtual terminal** — Enable AR staff to capture payment methods as reusable tokens and take payment from customers on the go.

- **Autopay** — Enable faster time to cash with self-driving payments for invoices and sales orders.

- **Payments in Canadian Dollars** — Enables all merchants to accept and settle payments in Canadian Dollars.

And that's only the beginning.

With our Smart Lockbox, a next-gen alternative to traditional lockbox services that enables a fully digitized cash cycle, businesses can say goodbye to the errors, delays, and excessive processing costs previously associated with checks.

Our Smart Lockbox offers automated reconciliation of check payments, options for merchants to send subsequent invoices as email-enabled invoices with online payment options, a centralized collections process and reduced receivables risk with 24/7 payment tracking, and remote remittance options that eliminate the need even to touch a paper check. Eliminate long set-up times and reconciliation efforts — all from within Sage Intacct, your trusted ERP system.

In addition to our Smart Lockbox, we've unveiled our new Payer Portal, an update to our original Sage Intacct integration that empowers merchants with more visibility into their end-customer payers.

Today, AR teams with a high volume of invoices need a persistent and centralized portal where they can track all their past and outstanding invoices without spending countless hours digging through their email inboxes to stay up to date. The Payer Portal makes this possible, empowering AR teams to:

- **Reference** all invoices when reconciling their invoices and payments in a single portal

- **Offer** payers the option of paying instantly by clicking on any invoice that is visible in the portal

- **Access** increased visibility into the payment process through a completely secure system

- **Retain** the flexibility of sending individual, email-based PayNow requests.

Break free from legacy AR and payment infrastructure. Get your Paystand demo today!

Build upon the power of Sage Intacct with Paystand's enhanced features purpose-built to increase your cash velocity with ease.

The How & the Why:

Paystand's Sage Intacct integration delivers increased ROI, cash velocity, and a headache-free AR process in three distinct ways:

1. Speed up

2. Automate

3. Eliminate

Speed up your time to cash and end-to-end cycle time for paper checks and credit cards, resulting in 20-80% faster DSO by:

Reducing the end-to-end cash cycle for paper checks via Paystand's Smart Lockbox:

Designed to enable you to process, deposit, and reconcile your paper check payments automatically and encourage payers to move to digital alternatives. We move incoming paper checks to a digital workflow, significantly increasing your financial control and transparency and allowing you to receive payments faster. Plus, automated reconciliation and cash application allow you to scale with less friction, manpower, and overhead.

Simplify the payer experience:
Paystand offers multiple features that simplify the payer (and payee experience). With our embedded payment links, you can send customers a payment request from Sage Intacct via email or an automated email workflow. With Paystand, you can quickly and easily send an invoice with an embedded payment link within the email. The "Pay Now" button carries over the Merchant bank information, streamlining invoice workflows and individual invoices.

Simplify the payment process even further with minimal clicks using our **Fund-on-File Tokens for B2B payments.** Say goodbye to scheduling calls to take payments over the phone and follow-up emails. Instead, our auto token reuse functionality allows payments to be a single click for your customers by building "Pay Now" or "One-Click"

buttons using our Funds on File tokens and an API call. Cost-effective and customer-centric, our Fund on File system enables users to securely authorize, charge, and re-use a customer's payment method without accessing their private information directly, severely reducing your risk of fraud. Tokens (secure references to stored Funds on File) allow platforms to save payment methods for their users without storing sensitive information. Using tokens, safely reference Funds on File via our dashboard or our API.

Minimize loss due to errors and fraud:
By auto-verifying bank accounts, good funds, and transaction accuracy, **Paystand's Assurety Blockchain** allows you to take and make payments with ease, knowing that your and your customer's private information is safeguarded from unauthorized access and bad actors.

Proactively offer Early Payment discounts to payers — on your own terms:
Early payment discounts incentivize buyers to pay sooner, giving you earlier access to cash and reducing your DSO.

In today's inflationary environment, early access to cash is key to business survival. While early payment terms have always been buried in paper and electronic B2B contracts as generalized static terms, AR teams haven't been able to take advantage of these to speed their cash flow. Our AR-centric dynamic discounting solution allows suppliers to control the terms of discounts, allowing for

more flexible terms and time-sensitive discounts any time between the customer invoice creation date and the due date.

We built our business on how payments should be, not how they've always been. Everything we do is about creating capital efficiency for your business and delivering a frictionless payment experience to your customers, and our Fees & Incentives Model supercharges your cash velocity — with minimal manual effort.

Automate and put payments and reconciliation on auto-pilot, resulting in 50% lower AR staff costs:

Automation is king when it comes to increasing your cash velocity, something we at Paystand know acutely. **Automation** and **digitization** are our whole thing. Our integrated payments platform, purpose-built for Sage Intacct, allows you to:

- Send payers automated payment reminders

- Put recurring payments on auto-pay, so AR staff only have to handle rare exceptions

- Leverage automation and blockchain technology to free up staff from time-consuming manual activities, so they can focus their energy on more high-level, strategic tasks like revenue recognition and capturing new business.

...but that's just the tip of the automation iceberg!

Paystand automatically performs the cash application for each payment, automatically uploading deposit reports when funds are sent to the bank. Furthermore, Paystand automatically reconciles bank statements directly to the Sage Intacct ERP for single or multiple invoices and generates general ledger entries, eliminating the need for manual entry. AR merchants can see every transaction and access all associated data from their dashboard, allowing for a fast and easy accounts receivable process.

Eliminate high and rising credit card fees to increase your ROI:
By shifting your payment mix toward zero-fee methods like the Paystand Bank Network, utilizing tools like Payer Incentives and passing on Convenience Fees, and fixing a monthly cost to process an unlimited number of payments, you can break free from processing and interchange fees that cut into your hard-earned revenue.

Think ROI, not fees:

Reduce spend and increase customer retention by moving away from manual workflows, inefficient operations, and non-digital payment options. By utilizing Paystand's next-gen B2B payment technology, you can:

- Cut costs by 50% (or more!) simply by eliminating antiquated payment methods.

- Decrease DSO by 60%, gaining greater control over cash flows.

- Improve margins with our 0% Payment Network and fixed cost approach.

We **reimagined B2B payments for today's businesses,** enabling you to get paid faster and maximize efficiency by speeding up your time-to-cash, lowering costs, and automating manual processes. Get ready for smarter B2B payments with Paystand's integrated AR app and B2B Payment network, designed to save your business valuable time and money. Our automation solution enables you to eliminate manual processes and avoid chasing down payments, increase payment remittance with our Billing Payment Portal, and consolidate your payments to accept all forms of payment quickly and efficiently.

Paystand + Sage Intacct = painless AR

Paystand's Sage Intacct integration provides a self-driving AR solution that enables customers to achieve fast, efficient, and profitable payments. With Paystand and Sage Intacct on your side, you can stand firm in a turbulent economic environment and scale your business without your fees and manual tasks scaling too.

Interested in learning more?

Check out this webinar and get expert advice on increasing your cash velocity by leveraging Sage Intacct AR and Paystand payments.
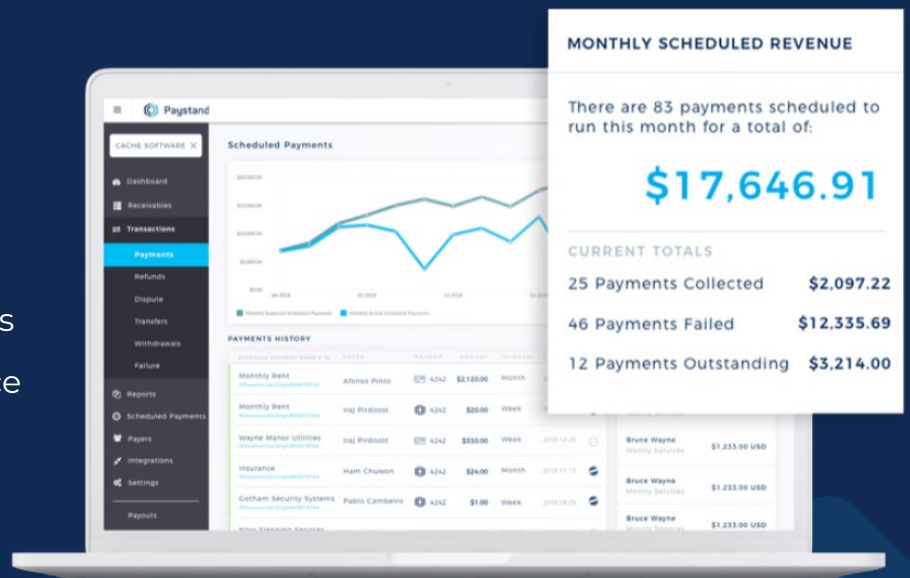
Make Payments a Strategic Advantage with Paystand

A Business Payment Network for the Digital Era

Paystand helps you:

- Speed up time to cash
- Automate complicated billing processes
- Eliminate credit card fees
- Simplify payer experience

Integrated seamlessly with Sage Intacct.

GET A DEMO

MONTHLY SCHEDULED REVENUE

There are 83 payments scheduled to run this month for a total of:

$17,646.91

CURRENT TOTALS

25 Payments Collected $2,097.22

46 Payments Failed $12,335.69

12 Payments Outstanding $3,214.00

paystand