

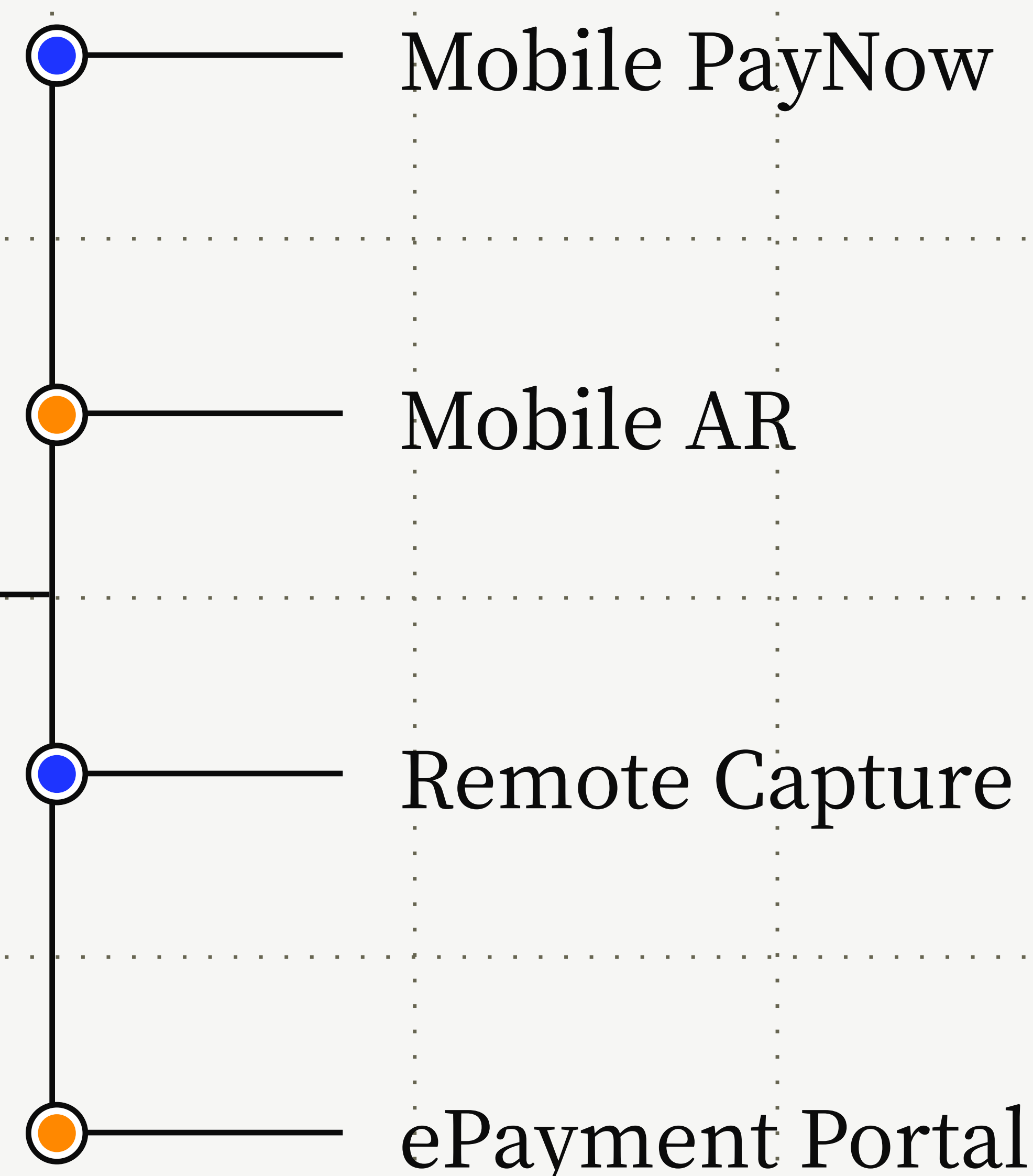


Automated cash application by the numbers: Real success metrics from Versapay

Versapay has helped businesses across industries automate and optimize cash application and accounts receivable. As you embark on your AR transformation, you can expect a multitude of benefits, especially when you go through this process with Versapay's Cash Application solution (formerly DadePay).

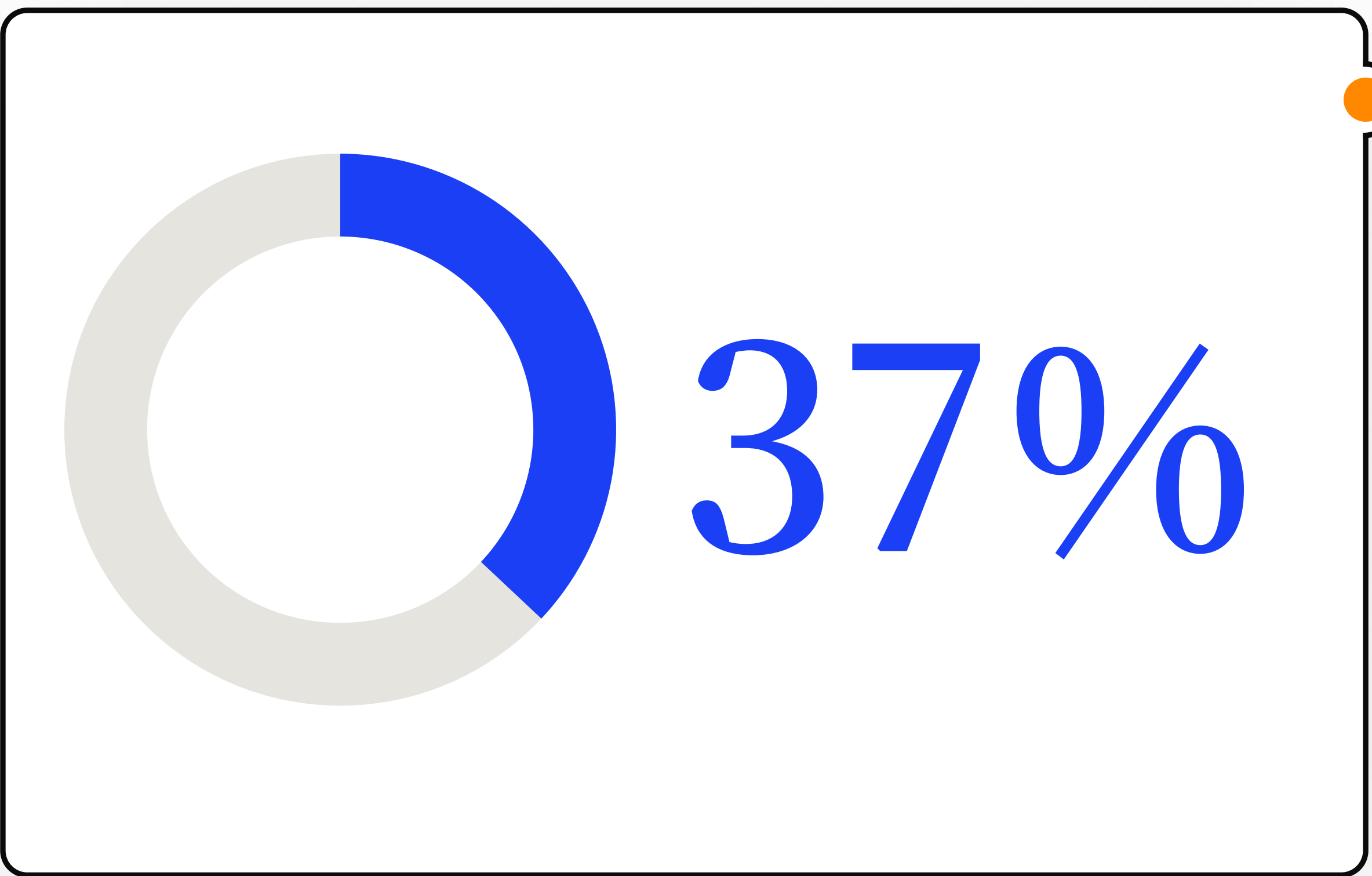
In April 2022, Versapay acquired DadeSystems: <https://www.versapay.com/resources/versapay-acquires-dadesystems>

Cash application



Here are the tangible benefits our Cash Application clients have seen:

BENEFIT 1 A more efficient and strategic AR team



of CFOs say slow processes are a big problem for AR teams.¹

More specifically, cash management (application, posting, remittance) is the most challenging part of AR.²

1. IOFM Online Survey, February 2021, 2. IDC's SaaSPath Survey, 2020

With Cash Application, Versapay clients have been able to successfully:



- Reduce total time spent on cash application by up to **75%**
- Centralize **100%** of their invoice-to-cash process
- Free staff to focus on a more strategic and satisfying range of activities, including inbound customer information requests and following up on credit inquiries and applications
- Maintain existing AR staff levels while achieving **3X** business growth

“Due to the automation in Cash Application (formerly DadePay), we’ve been able to reduce 16 hours of daily work to about 4 hours.”

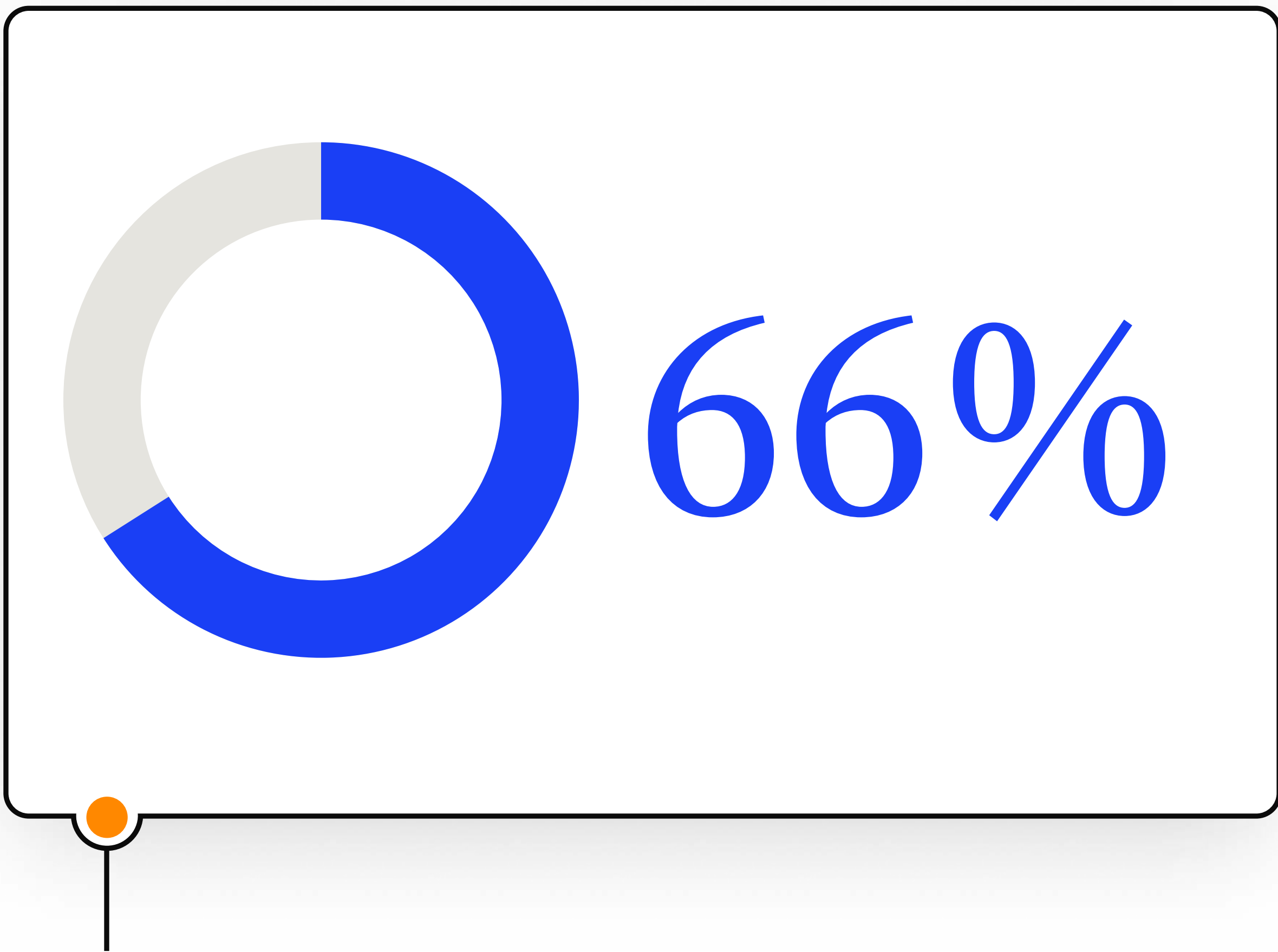
Michael Malone
Credit Manager/Company Compliance Officer - [Würth Canada](#)

“Since Cash Application (formerly DadePay), we’ve been able to free our credit manager to focus on bringing on new customers and having more proactive conversations with existing customers.”

Arlan Yoder
Vice President of Finance - [Haas Door Company](#)

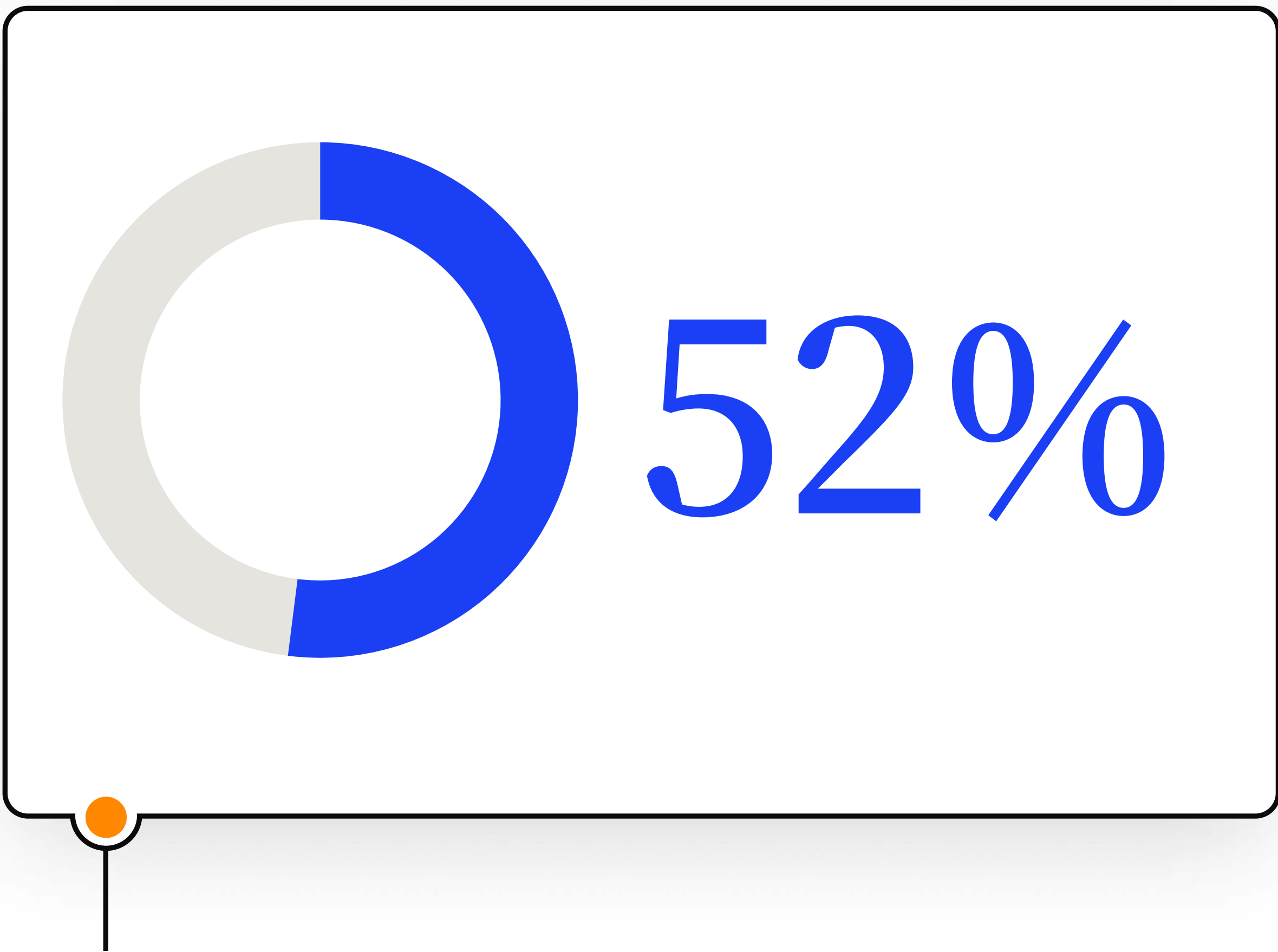


BENEFIT 2 Reduce operational costs and provide faster access to cash



of senior executives say cash flow is among their top three concerns.³

3. PwC US CFO Pulse Survey, June 2020



of businesses perceive lengthy and difficult implementation as the biggest obstacle to automating cash application.⁴

4. IOFM webinar live poll, May 2021

By partnering with Versapay, businesses have been able to:

- Reduce AR costs by as much as **50%** annually
- Realize straight-through cash posting rates of **90%+**
- See payback on their upfront investments **in less than 90 days**

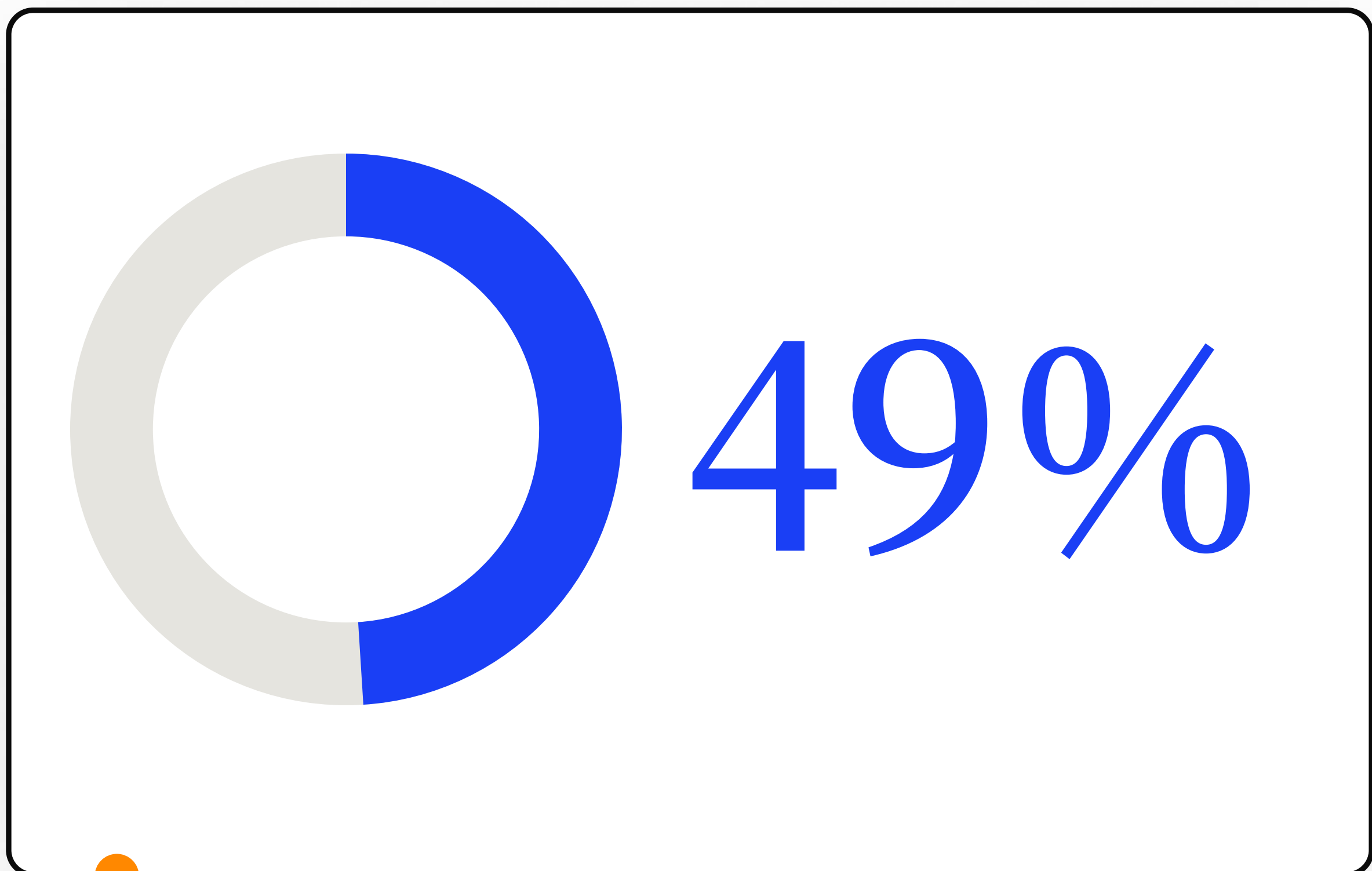


“We still have the same number of FTE in the department as six years ago, but we’ve saved 1.5 salaries by not requiring additional staff. That alone covers the cost of Cash Application (formerly DadePay).

Now it takes just 30 to 60 seconds to deposit a check. For reps serving rural areas, finding a courier drop-off location used to mean as much as a 30-minute drive. After launch and adoption of Cash Application in the field, the results were immediate and impressive.” - Michael Malone Credit Manager/Company Compliance Officer, Würth Canada

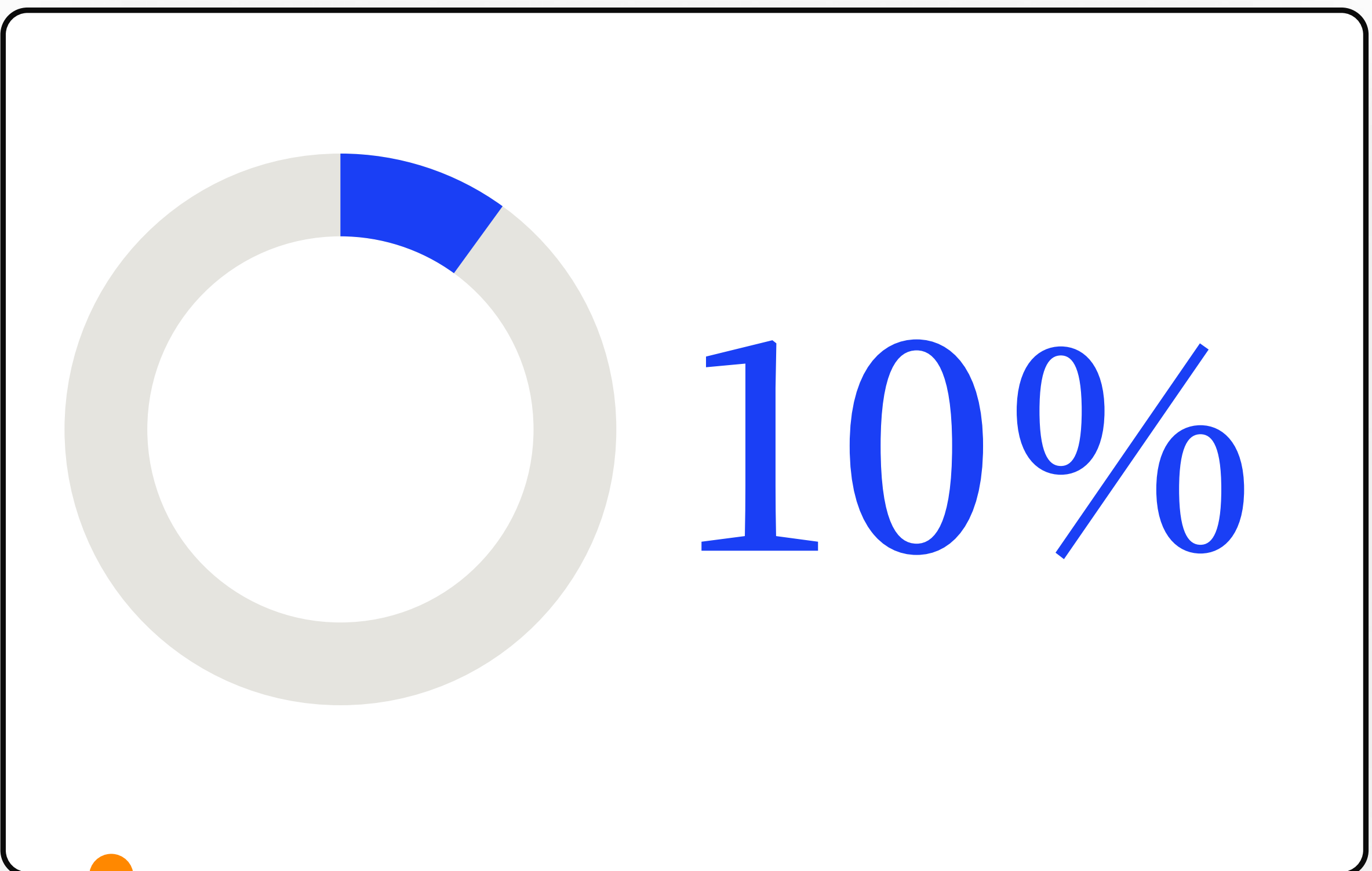
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BENEFIT 3 Improved customer experiences



of CFOs say poor customer communication and complex processes contribute to poor collections results.⁵

5. IOFM Online Survey, February 2021



Executives across 15 industries said more than 10% of their accounts were more than 90 days past due.⁶

6. Dun & Bradstreet: A Quarterly Report for Benchmarking A/R Performance

Versapay’s Cash Application has helped clients:

- See an adoption rate of approximately **70%** for self-transacted payments
- Reduce check deposit time to **30-60 seconds**, so reps can spend more time with customers



“We feel strongly that Versapay (formerly DadeSystems) helps us maintain a certain image—that we are a professional and efficient company to do business with. We are serious about making it easy to do business with us.”

Arlan Yoder
Vice President of Finance - [Haas Door Company](#)

“Implementing Cash Application (formerly DadePay) was a win-win for us. Our peak days have been reduced from 2½ days to less than a day. We were able to continue with our growth plans, improve our efficiency, and provide better customer service with no additions to our staff.”

Jeff Seder
Senior Vice President - [Carter Lumber](#)



Versapay’s Cash Application solution helps leading businesses across industries unlock the possibilities of smarter AR.

- ✓ Realize tangible ROI in a matter of months.
- ✓ Experience the Versapay difference yourself.

Let’s talk