

Fortis

The Fortis AR Accelerator

→ 3 ways to fast-track your workflow





Unleashing the Full Power of Your ERP

An ERP platform is a powerful tool that streamlines core business processes, from financials and CRM to inventory and supply chain management. But are you truly maximizing its potential? Many organizations still rely on manual processes or disconnected third-party systems for payment processing, creating unnecessary challenges that slow down operations and stand in the way of organizational efficiency.

Businesses in the Americas lose

51.9%

of unpaid receivables not paid within 90 days

Source: Atradius

On average, companies write off

4%

of accounts receivable as bad debt

Source: U.S. Census Bureau

These outdated approaches lead to a cascade of problems:

- **Slower processing**
Manual tasks take significantly longer than automated workflows.
- **Increased errors**
Human error is inevitable in data entry, leading to costly mistakes.
- **Delayed invoicing and payments** Outdated processes and external systems slow down invoice delivery and payment processing.
- **Reconciliation headaches**
Reconciling payments from multiple sources is inefficient and increases the chance of errors.
- **Cash flow bottlenecks**
Slow payments cripple cash flow, impacting forecasting, increasing bad debt, and even threatening solvency.

These issues can cripple the three essential pillars of the Accounts Receivable (AR) workflow: **invoicing, payment, and reporting.**

This eBook breaks down each stage, revealing how to avoid these pitfalls, streamline your processes, and get paid faster with Fortis embedded payments.



Accelerate Invoicing



Problem

Outdated Processes

Invoice creation and delivery are the lifeblood of any business. They are the critical link between delivering value to your customers and receiving payment for your goods or services.

A smooth, efficient invoicing process is essential for maintaining healthy cash flow, accurate financial reporting, and strong customer relationships. Yet, in today's fast-paced digital landscape, many businesses are still stuck in the past, clinging to old methods that hamper their growth and put their financial health at risk.

Manual entry madness

Astonishingly, 53% of mid-market B2B companies still rely on spreadsheets for AR management. While spreadsheets might seem like a simple solution, they don't offer a unified view of data and are riddled with inefficiencies that put the accuracy of numbers in doubt. Manual data entry is time-consuming, tedious, and highly prone to errors. Not only does it take up valuable time that could instead be spent on more strategic activities, mistakes can damage customer relationships and stall payments.

Delays to invoice delivery

Manual processes often lead to delays in sending invoices, which in turn delays payments and impacts cash flow. Switching between your ERP platform and third-party systems can introduce further delays due to integration issues and compatibility problems.

94%

of spreadsheets contain errors

Source: Tuck School of Business, Dartmouth

61%

Of late payments result from administrative errors or receiving the invoice too late

Source: Credit Research Foundation

Solution

Automated Efficiency

Most ERP platforms recognize the critical need for streamlined payment processes and offer the capability for embedded payment workflows. This powerful functionality eliminates the headaches of manual entry and third-party payment systems, paving the way for faster, more efficient, and error-free payment operations.

Fortis leverages embedded payment workflows to transform your invoicing from a bottleneck in to a growth engine without ever leaving your native ERP environment.

Choose Fortis to:

Save time and improve accuracy

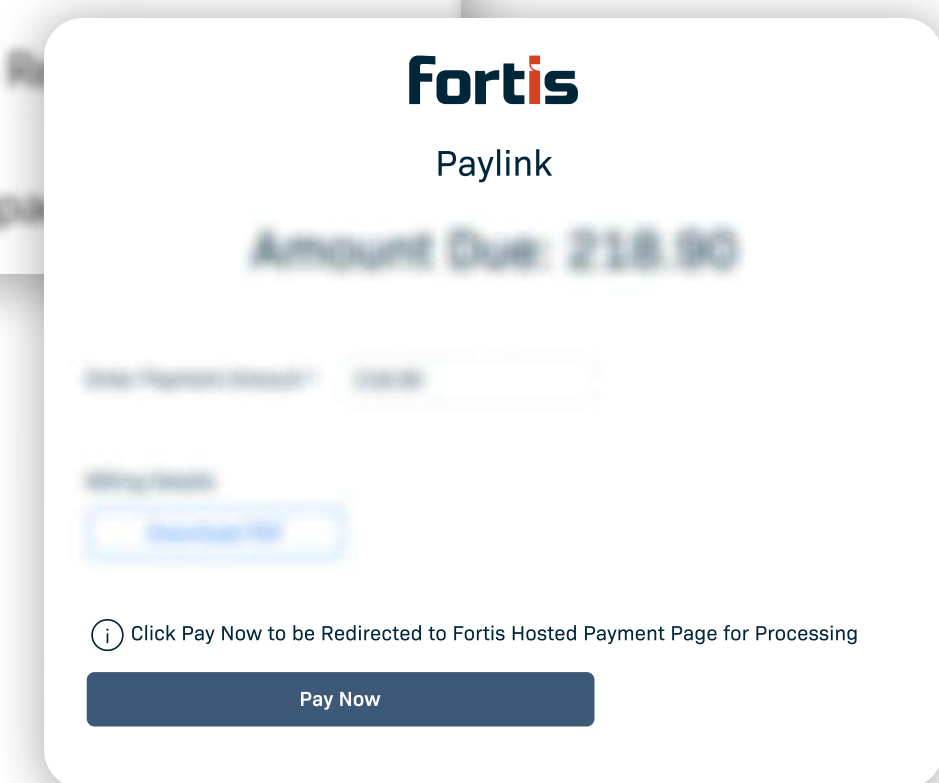
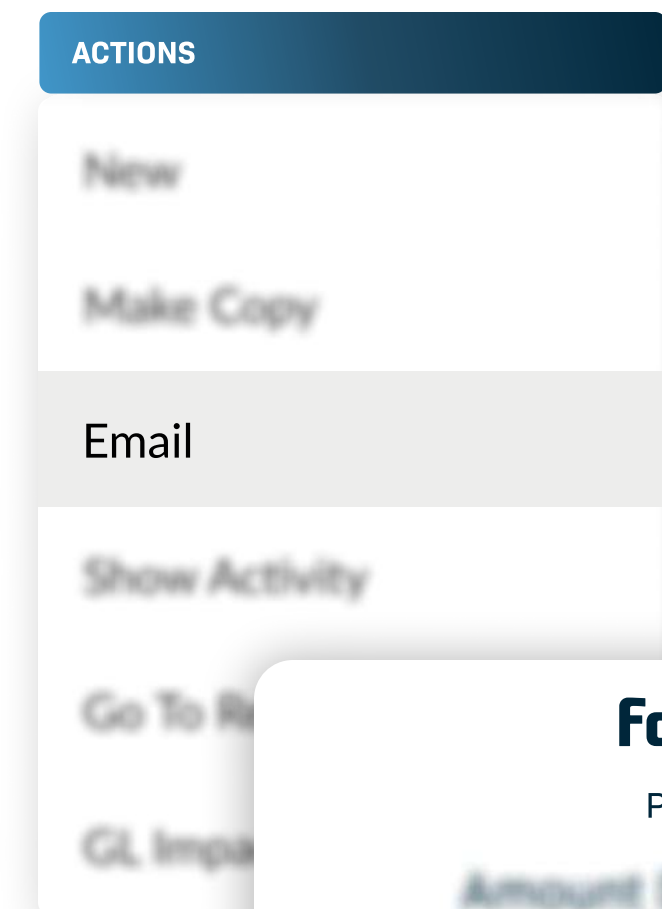
Automated invoice creation for recurring bills, ensuring speed and precision. Manual errors and dual entry are eliminated through native ERP integration.

Deliver invoices instantly

Forget printing and mailing invoices. With an automated payment processor embedded within your ERP platform, you can deliver invoices electronically in seconds.

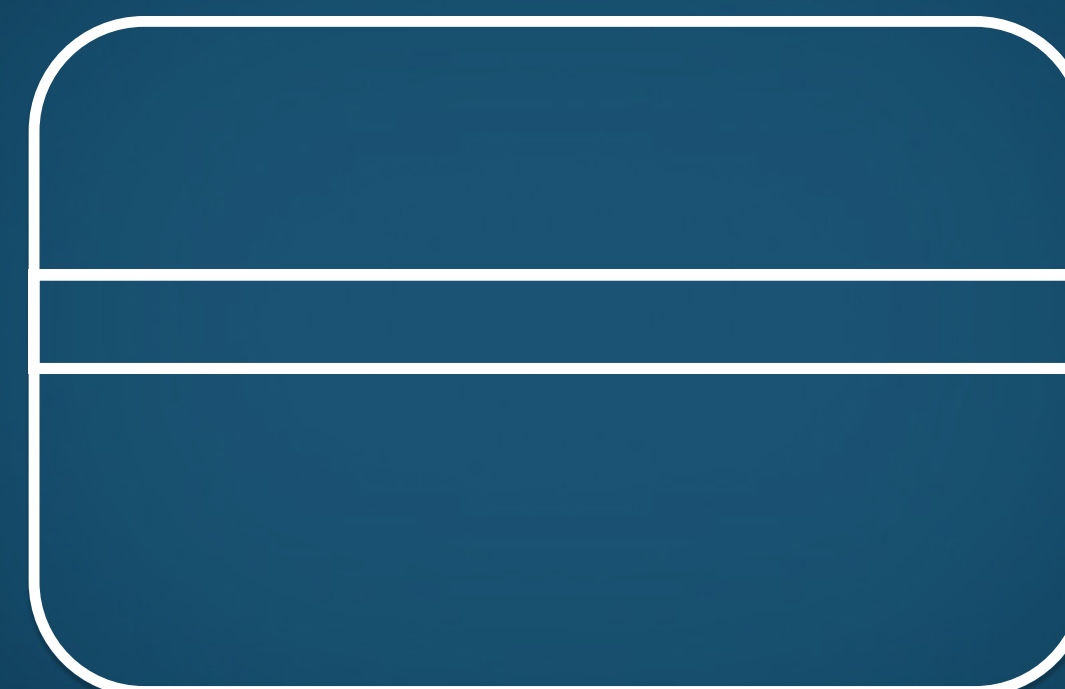
Automate payment reminders

Reduce late payments with automated reminders sent at intervals of your choosing.





Accelerate Payment



Problem

Payment Bottlenecks

Getting paid quickly and efficiently is crucial for maintaining a healthy cash flow. But many businesses still struggle with old-school payment processes that create friction for their customers and headaches for their AR teams. Accepting payments should be a seamless experience.

However, for many organizations, the payment process is a major bottleneck, hindering growth and putting their financial stability at risk.

Limited payment options

Restricting customers to a limited set of payment methods can lead to frustration and lost sales. Today's customers expect the flexibility to pay using their preferred method, whether it's a credit card, ACH transfer, digital wallet, or even a traditional check. Failing to offer these options can create friction in the customer experience and drive them to competitors who offer more convenient payment choices.

Reconciliation headaches

Reconciling payments from various sources adds unnecessary complexity and cost to your operations. The process of matching payments to invoices, tracking down discrepancies, and resolving errors can consume hours each week. This inefficiency increases the likelihood of mistakes and delays closing your books.

59%

of customers will abandon a transaction if their preferred payment method is unavailable

Source: PayPal

Solution

Embedded Payments

ERP platforms allow for embedded payment solutions that can transform how you accept and reconcile payments. Through seamless ERP integration, Fortis provides a frictionless payment experience for your customers and your AR team.

By streamlining every aspect of the payment process, Fortis empowers you to get paid faster and gain real-time control over your cash flow.

Choose Fortis to:

Accept all payment types

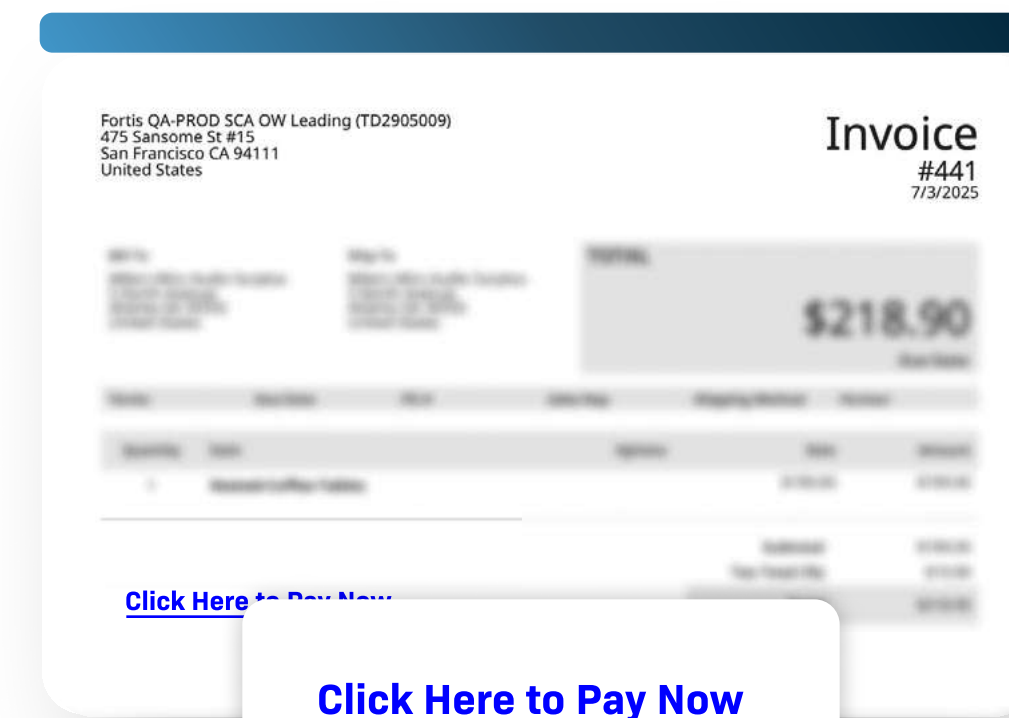
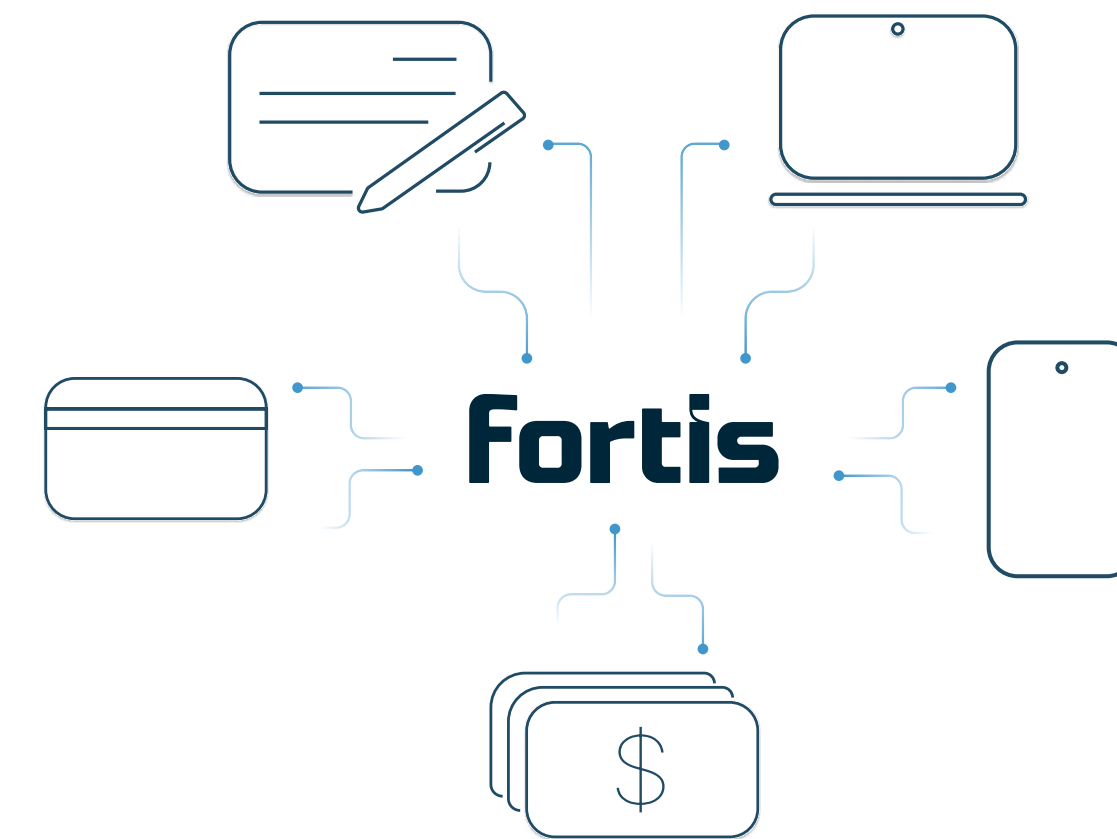
From checks and ACH transfers to credit cards and digital wallets, Fortis accepts a wide range of payment methods, catering to your customers' preferences and maximizing payment flexibility.

Offer convenient payment links

Simplify the payment process for your customers with easy-to-use payment links included directly on their invoices. This eliminates the need for manual data entry and reduces the risk of errors.

Enjoy instant reconciliation

Say goodbye to manual reconciliation pitfalls. Fortis automatically reconciles all payments within your ERP environment, providing real-time visibility into your cash flow and eliminating the need for time-consuming manual processes.





Accelerate Reporting



Problem

Accurate Data

In a data-driven world, access to accurate, up-to-date information is essential for making informed business decisions. For companies that use legacy reporting processes, it can be a daily battle just to get a clear understanding of their own financial performance. Manual data entry, disconnected systems, and delayed reporting cycles create a roadblock to effective analysis and strategic planning.

Lack of visibility

Knowing which invoices have been sent, which payments have been received, and which are overdue is fundamental to understanding your financial health as an organization. Without up-to-the-minute data on invoice and payment statuses, it's impossible to accurately gauge your cash flow position. These insights are crucial for calculating your Days Sales Outstanding (DSO), a key metric that measures how quickly your company collects payments.

Foggy forecasting

Understanding how your DSO is trending—whether it's improving or worsening—allows you to proactively address potential issues and optimize your collections strategies. Similarly, knowing whether your current AR workflow can handle increased volume is crucial for scaling your operations effectively. Can your existing processes handle new entities, currencies, or pricing models? Can you easily scale AR operations without significantly increasing headcount? These are critical questions that require accurate, real-time data to answer confidently. Without these insights, you risk being caught off guard by rapid growth, potentially leading to inefficiencies, errors, and missed opportunities.

Solution

Real-time Insights

Robust reporting capabilities, combined with the power of embedded payment solutions, offer an opportunity for transformative change in how you understand and manage both your financial data and your growth potential.

Fortis seamlessly integrates with your ERP to provide real-time insights for confident reporting, giving you clarity to make data-driven decisions.

Choose Fortis to:

Access real-time dashboards

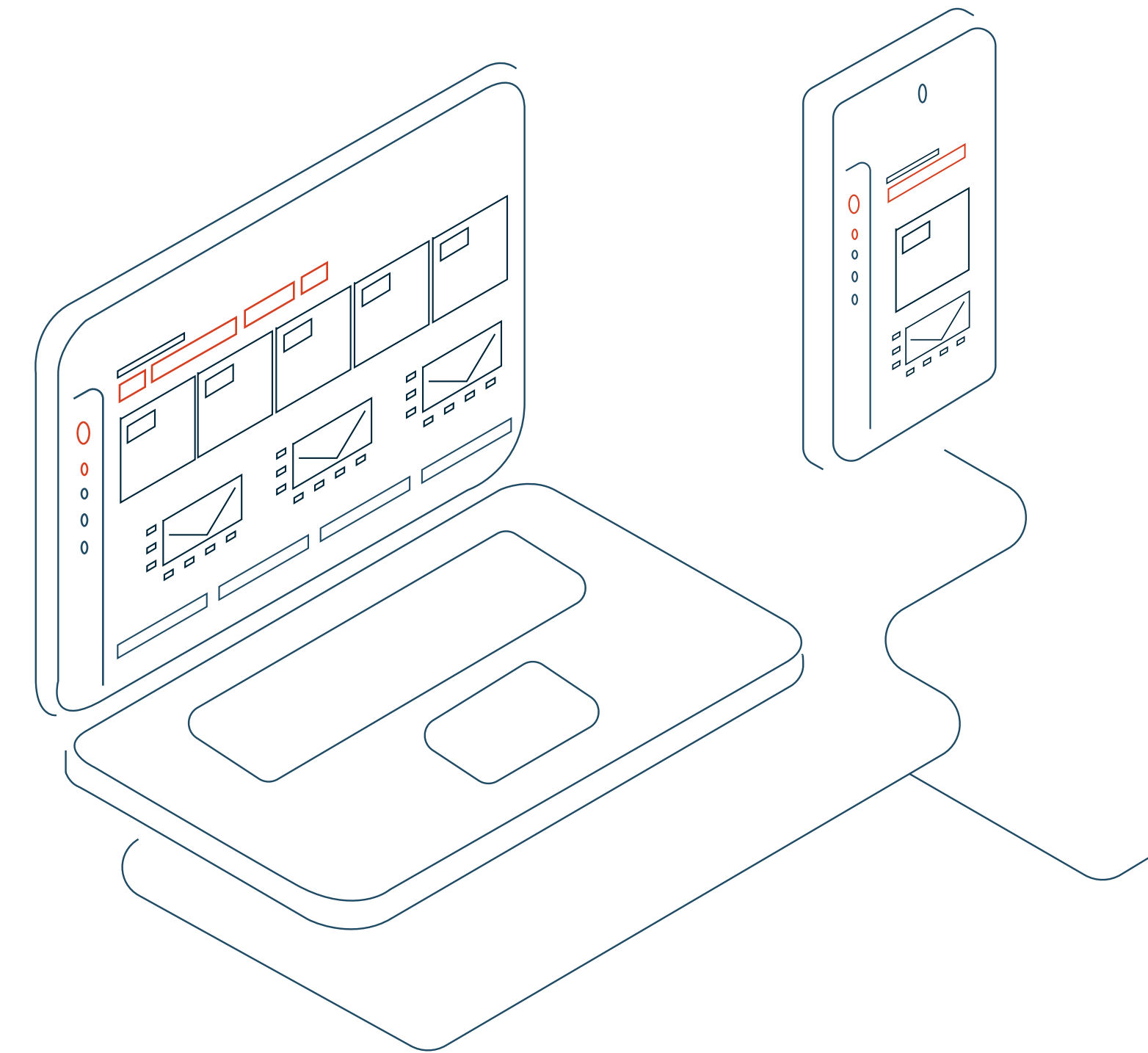
Seamless ERP integration offers accurate, instant visibility into key AR metrics. Our intuitive dashboards provide a wealth of insights into your financial performance, including the ability to track payments by customer.

Ensure data accuracy and consistency

With Fortis embedded directly within your ERP, your finance and AR teams share a single source of truth, eliminating data discrepancies and ensuring consistent reporting across the organization.

Gain strategic insights for growth

Leverage Fortis' powerful analytics to identify trends, optimize your AR processes, and make data-driven decisions that fuel sustainable growth. Confidently plan for the future, knowing that your data is accurate, reliable, and readily available.



Fast-track Your Financial Success with Fortis

The pressure on finance and AR teams has never been greater. Faster cycles, more complexity, and rising expectations are now the norm. Optimizing your AR process isn't just a good idea—it's essential for achieving sustainable growth and financial stability.

The key to activating better financial performance lies in embracing automation and integration. As an ERP user, you're already one step ahead to unlocking a high-performing workflow that elevates your current processes with notable improvements that make a real difference. Because with a simple "flip of the switch," you can embed Fortis' advanced payment processes directly inside your ERP platform in a matter of days.

91%

of mid-sized firms with fully automated AR systems report increased savings, cash flow, and growth

Source: PYMNTS

Ready to experience the Fortis difference?

Join the ranks of successful finance leaders who have transformed their AR processes into growth engines with embedded payments. Streamline your workflow, boost your cash flow, and gain actionable insights with Fortis.

Contact us today to
schedule a personalized
demo and discover how we
can help you ignite your AR
performance.



www.fortispay.com



Fortis

fortis

www.fortispay.com