



Building B2B Trust

Learn how digital solutions can help improve B2B relationships.

What are slow payments costing you?

Manual accounts receivable (AR) processes and paper payments can cause unneeded friction through the invoice-to-cash process, such as slow payment receipt and strain to buyer-supplier relationships. Many businesses are turning to digital solutions to manage invoices and cash flow, which can help improve payment efficiency — and take the pressure off B2B relationships.

60%

of respondents cited payment speed and effectiveness as their primary reasons for considering automation.¹

68%

of respondents said they plan to start automating payments within the next six months.²

Businesses that automated payments saved:

- ✓ 9.9 hours per week
- ✓ 500+ hours per year³



Better B2B starts with improved payments.

How can growing B2B businesses get ahead of time-consuming payments? Embracing digitization and automation can be the way forward for businesses still working with legacy or manual AR processes. Making the switch can save you time and money and help foster more productive buyer-supplier communication.

How can your business start improving AR processes? PYMNTS intelligence breaks down four actionable steps you can take to simplify your payments:



Embrace Automation

Take advantage of digital tools that provide AR/AP automation, self-service payment portals and real-time payments.



Unify Payment Platforms

Simplify cash management by moving to one holistic platform.



Partner with Financial Technology Providers

Partner with FinTechs and other technology providers for access to the latest AP/AR automation tools and real-time payment solutions.



Incentivize Your Invoices

Reward your B2B partners with dynamic discounts for prompt payments.



To learn more about payment digitization, visit [Business Class for Merchants](#)

Visit now

SOURCES

^{1,2,3}Amex Trendex Shows Payments Automation is Helping U.S. Businesses Save Time, Reduce Errors, and Get Paid More Quickly. Amex for Business, October 18, 2023.



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