

5 REASONS WHY FINANCIAL INSTITUTIONS SHOULD EMBRACE INTEGRATED RECEIVABLES

You may be tempted to think, “We can’t provide the sophisticated technology that our clients demand for improving their cash flow.” It’s time to banish these thoughts. Executives at growing commercial clients are getting serious about embracing a technology solution to improve their cash flow performance surrounding receivables – and what better partner to provide that solution than their financial institution.

Integrated receivables has been loosely identified with payment processing that results in a matched invoice file being provided back to the commercial client. FIS believes that alone is not enough value to convince your sophisticated clients to move. Here are five reasons to embrace FIS’ Integrated Receivables:

1 ACQUIRE NEW CUSTOMERS

Become a value-added solution provider to commercial clients by providing a solution rather than simply providing a service.

2 INCREASE WALLET SHARE

Boost revenue opportunities with existing clients with new products and drive increases in payment volumes through a bank certified platform.

3 RETAIN CUSTOMERS

Simple matching services are easy to replace between financial institutions. However, full integrated receivables solutions that incorporate cash application, collections, and deduction and dispute management are difficult to substitute.

4 REDUCE ERRORS

Eliminate manual lockbox keying errors and reduce overhead expense while gaining visibility to invoice data for validation and analysis.

5 STAY RELEVANT

Electronic payments are eating away at the revenue once enjoyed by lockbox providers. Effectively compete with some of the largest financial institutions by becoming a solution partner for your commercial clients.

ARE YOU READY TO BE MORE WITH INTEGRATED RECEIVABLES? WE ARE.
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