



Fast, easy and highly predictable accounts receivable automation

Collecting cash from customers is the lifeblood of any business. While many aspects of business – sales, inventory and operations, marketing, customer support – have been updated and automated, the basic functions of managing money and cash flow have largely been ignored. Many businesses are wasting time and resources on the day-to-day cash collection process including emailing, calling, sending invoices, sending statements, reconciling disputes and more.

There is a constant flow of incoming inquiries, receipts and requests, often in a combination of paper, voice and electronic forms. Correspondingly, an ongoing stream of outbound communications in the form of invoices, collections notices and customer service responses adds additional complexity.

Keeping it all straight is quite a task. Manual. Labor intensive. Detail oriented. Also, repetitive and exhausting.

YayPay by Quadient – a SaaS-based predictive and automated AR management platform – helps financial teams perform better, manage receivables more efficiently, and get payments from clients more quickly. By integrating with your existing ERP, CRM, accounting and billing systems, YayPay combines real-time accounts receivables, analytics, and payment predictions to help businesses increase and accelerate cash flow.

BACKED BY THE EXPERTS
Gartner, Forrester, and Aspire



EXPERIENCE
A rich history of world-class leadership



PROVEN RESULTS
96% customer satisfaction rate



EXPERTISE
8 billion personalized experiences annually



Today, only 5% of businesses have fully automated their credit to collections process.

YayPay

by Quadient



BOOST PRODUCTIVITY

By automating manual AR tasks through the power of AI and machine learning, you benefit from:

- **Accelerated collections** and improved cash flow
- **Happier employees** from reduced manual data entry
- **3X improvement** in team efficiency and productivity



GAIN TRANSPARENCY

One platform, one system, and one code base provides visibility across all your AR applications, resulting in:

- **Happier customers** through improved communications
- **Increased working capital** with easy to use collection tools
- **A single view** into all communications, task creation, invoices and payments



IMPROVE PREDICTABILITY

YayPay's unique predictive analytics engine means you get:

- **Smarter business decisions** through access to real-time data for credit and collections
- **A healthier business** with visibility into KPI's and forecasting
- **Improved cash flow** and productivity with the ability to identify high value vs. high risk accounts



BY INTEGRATING WITH YOUR EXISTING ERP, CRM, ACCOUNTING AND BILLING SYSTEMS, YAYPAY COMBINES REAL-TIME ACCOUNTS RECEIVABLES, ANALYTICS, AND PAYMENT PREDICTIONS TO HELP BUSINESSES INCREASE CASH FLOW.

Think strategically, act efficiently with a single source of truth

Many finance teams struggle to accurately report on cash position and collections metrics such as DSO, APT, AR aging and more. Data is pulled from a multitude of sources and stored in Excel spreadsheets that must be constantly updated and distributed to internal stakeholders.

YayPay empowers businesses to make smart decisions with simple, elegant displays and straightforward dashboards – a single source of truth. It includes pre-built, certified integrations with the most commonly used business applications such as ERP, billing and CRM applications providing the most

complete view of your customers' accounts. Whether you need data for the boardroom or day-to-day AR management, YayPay by Quadient gives you the time to plan and the information to act.

Dashboard features include:

- Real-time DSO
- Dynamic, current AR aging
- Payment prediction
- Payor trends
- Automated collection activity



**30% AVERAGE DSO
REDUCTION**

**OUR TOOLS -
ALERTS, ANALYTICS,
PREDICTIONS,
AUTOMATED
WORKFLOWS AND
MORE - MAKE
GETTING PAID
FASTER AND
EASIER.**

Improve reporting and cash flow with predictive AR analytics

YayPay combines comprehensive reporting with Smart AR algorithms to provide insight into future payor behavior and how it impacts your cash flow. Machine learning enables the finance team to reliably predict vendor payments so you can head off payment problems before they arise and plan intelligently for the future.

With YayPay, you have one place for all your customer intelligence in a clear, easy-to-use format. The solution combines data from your ERP, your CRM and other sources, and it's all updated in real-time. You'll always have the latest information at your fingertips.

Improve productivity and the customer experience with automated communications

Many businesses are still leveraging experienced personnel to manage collections with endless email communications resulting in a loss of productivity, human error, and increased costs.

YayPay automates manual AR collections communications, such as payment reminders, invoicing, and internal escalations, helping you increase productivity without adding additional resources. It provides a complete communications history all in one place, making it easier to monitor and take action to resolve outstanding receivables quickly. Centralized customer correspondence helps finance teams be more efficient and empowers sales teams by automatically alerting them to follow-up on their accounts as needed. Improved communications lead to faster payments and happier customers.

Get paid faster with click to pay

Keeping track of collections and payments manually is time consuming, costly and tedious work.

Speed up and simplify payments by giving customers more visibility, more options and more control. Our secure customer statement portal makes it easy for your customers to pay their invoices with a click. This anytime, anywhere access with payment flexibility means convenience for them and reduced DSO for you.

“ The consistency of how the business is running, knowing nothing is falling through the cracks . . . as a CEO, that’s priceless. I know that we have a world-class workflow and receivables operation because we have YayPay.”

— Rob Castaneda, CEO, Servicerocket



Make smarter credit decisions

YayPay's proprietary predictive analytics engine monitors your customers' internal credit scoring designations based on past payment performance. This helps you identify trends in your customers' payment behaviors which may indicate the need to dedicate more collector time

and attention to accounts falling behind on payments. It not only helps reduce potential revenue loss but provides you with another tool to determine the appropriate credit terms to extend to your clients.

“ We have seen payments come in faster, and a better customer experience because we are able to address things quickly.

— Chris Pearce, International Finance Director EMEA and APAC, Cheetah Digital

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YayPay has saved me having to hire a headcount and increased the number of accounts that can be handled each day by 4X, going from spreadsheets to complete automation.

— Jeff Cuthbertson, President, Servpro

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Because connections matter.

About Quadient®

Quadient, formerly Neopost, is the driving force behind the world's most meaningful customer experiences. By focusing on four key solution areas including Customer Experience Management, Business Process Automation, Mail-Related Solutions, and Parcel Locker Solutions, Quadient helps simplify the connection between people and what matters. Quadient supports hundreds of thousands of customers worldwide in their quest to create relevant, personalized connections and achieve customer experience excellence. Quadient is listed in compartment B of Euronext Paris (QDT) and is part of the CAC® Mid & Small index.

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