

Apnea Care

Goes Far Beyond Bill Pay

with MineralTree Invoice-to-Pay™

MINERALTREE INVOICE-TO-PAY MAKES AP FASTER, SAFER, AND MORE EFFICIENT — WITHOUT CHANGING SYSTEMS, PROCESSES, OR BANKS.

Thousands of customers across New York State rely on Apnea Care for top-of-the-line equipment for sleep and respiratory disorders, as well as other conditions. This thriving home medical equipment supplier is responsible for payments to 150 medical supply vendors, as well as refunds to the 12,000 patients they serve. It needs to be able to handle the critical payment process efficiently today – and needs to be ready for increased volume in the future.

In the past, Apnea Care used inefficient manual processes for payments – or its bank's less-than-robust online bill pay solution. Neither met its needs. In 2013, Apnea Care selected MineralTree Invoice-to-Pay to bring new efficiency, convenience, and security to its payments. The result? Streamlined payment processes, seamless integration with QuickBooks® and its bank account, powerful security, lower risk, and capacity for growth.

“We could not be happier with MineralTree Invoice-to-Pay,” says Ed Mis, Manager of Apnea Care. “Everything remains the same – our accounting system, our payments processes, and our bank. But it's all faster, safer, and more efficient.”

The Challenge:

Increase efficiency of payments

As a growing company, Apnea Care needs to bring efficiency to all of its core processes, including payments. Before MineralTree Invoice-to-Pay, Apnea Care found that it was spending too much time on payments. “Every month, we issue hundreds of checks,” says Mis. “The resources needed to review, produce, mail, and reconcile those payments was a huge burden. We were using an antiquated, expensive process fraught with risk at every step.”

At the suggestion of its bank, Apnea Care signed up for online bill pay but quickly faced issues with tracking, reconciliation, and dual entry. “With traditional bill pay, funds would automatically come out of our account, so we would never know when checks were cashed,” recalls Mis. “This led to angry vendors, lost payments, and an overall records-keeping nightmare.”

The Solution:

MineralTree Invoice-to-Pay streamlines AP, boosts security, and much more

In 2013, Apnea Care decided to bring new efficiency to its payments process with MineralTree Invoice-to-Pay. Frustrated by its manual processes and concerned about security, the company wanted the powerful combination of benefits that MineralTree Invoice-to-Pay offers,

“ We could not be happier with MineralTree Invoice-to-Pay. Everything remains the same – our accounting system, our payments processes, and our bank. But it’s all faster, safer, and more efficient. ”

- Ed Mis, Manager, Apnea Care

including efficiency, convenience, and security. Now MineralTree Invoice-to-Pay automates Apnea Care’s AP process from start to finish. It provides total integration with its QuickBooks accounting solution and its bank account without requiring changes to either. And while MineralTree Invoice-to-Pay offers greater convenience, it also ensures the high level of security that reduces risk.

The Benefits:

Automation, integration, security

MineralTree Invoice-to-Pay eliminates Apnea Care’s inefficient manual processes and streamlines Accounts Payable with a simple, powerful solution that automates three critical aspects of AP – invoice approval, payment approval, and payment execution. All from one powerful but intuitive interface.

MineralTree Invoice-to-Pay enables new operational efficiencies by improving cash management and reconciliation by providing Apnea Care with tight control over cash flow, an important consideration for a growing mid-sized business.

These convenient capabilities and efficiency leaps are matched by a major increase in security. Unlike other AP solutions, MineralTree Invoice-to-Pay does not sacrifice security for the sake of convenience. Instead, MineralTree protects Apnea Care from malware, fraud, identity theft, and other online threats. A locked-down architecture – combined with out-of-band, two-factor authentication and dual approval of payments – virtually eliminates the threat of online account takeover. Plus, MineralTree Invoice-to-Pay includes guarantees against online fraud, protecting Apnea Care up to \$100,000 annually.

The Bottom Line:

Why choose MineralTree Invoice-to-Pay?

These powerful benefits are changing the way Apnea Care handles AP, making it more efficient, professional, and secure. But unlike other solutions, MineralTree Invoice-to-Pay’s reasonable cost made the decision to switch simple – while its ease of use makes AP easier (and life better) for Mis and his team, every day.

Take the Next Step

FOR MORE INFORMATION
ABOUT HOW MINERALTREE
INVOICE-TO-PAY CAN
HELP YOUR BUSINESS
STREAMLINE THE PAYMENT
PROCESS, CALL US TODAY
AT 617.299.3399 OR
EMAIL info@mineraltree.com