



# MineralTree Invoice-to-Pay For Banks

With MineralTree Invoice-to-Pay for Banks, your business customers get the easy-to-use, secure, automated invoice-to-payment capabilities they want. And, financial institutions benefit from deeper relationships with these customers and a new source of non-interest fee income.

- **Opportunity to solve a painful problem that your customers have**
- **Create a significant non-interest fee revenue stream**
- **Drive payments onto business and commercial credit cards boosting interchange revenue**
- **Grow assets by enabling businesses to pay using credit**

MineralTree Invoice-to-Pay helps banks drive non-interest fee income by offering an Integrated Payables solution that solves an AP Automation problem for middle market customers.

## MineralTree Invoice-to-Pay: Integrated Payables Solutions For Banks

Many of your business customers are not using bank offered payment solutions. Consumer-oriented bill pay solutions don't offer the security and transaction detail businesses need, and enterprise-level solutions are too complex and expensive for middle market businesses. These customers are waiting for an easy-to-use solution that can handle their invoice payment workflow, integrate with their accounting software, and keep the whole process automated, efficient, and secure.

This gap provides an opportunity for your financial institution to increase revenue by meeting your customers' needs to automate business invoice processing and B2B payments. You can fill the gap by offering MineralTree Invoice-to-Pay; an Integrated Payables solution that solves an AP Automation problem for middle market customers.

Banks that partner with MineralTree offer their business customers powerful, differentiating online invoice payment solutions. With Invoice-to-Pay, you strengthen relationships with your business customers by providing a solution that matches their specific workflow and payment needs.

MineralTree offers accounts payable (AP) and payment automation solutions that are tailored to the needs of your middle-market commercial customers.

### **MineralTree Invoice-to-Pay**

Designed for growing middle-market businesses using NetSuite®, Microsoft Dynamics® GP, QuickBooks® or Sage Intacct® MineralTree Invoice-to-Pay automates and improves the entire AP and payments process: from invoice data capture and document management, invoice routing and approval, all the way to payment authorization and execution. This product gives your customers the ability to automate an extremely manual process while you benefit from an additional revenue stream.

### **MineralTree FlexPay**

An advanced Integrated Payables solution that is designed for businesses that have a high number of payments and a need to automate the payment process. Businesses using MineralTree FlexPay typically already have or do not require an invoice automation solution. Using a variety of transmission options, the solution allows batch import of invoice data and batch payment release while following approval controls that suit business and compliance needs.

## **Benefits To Your Bank**

### **Build New Revenue Streams**

Banks can leverage MineralTree invoice payment solutions to increase non-interest fee income through usage fees, interchange revenue from commercial card payments, and drive payments away from paper checks toward card payments. The flexible solution works with customers' existing commercial credit cards.

## **Ensure Loyalty And Increase Engagement With Customers**

MineralTree Invoice-to-Pay can be branded (white-labeled) as your own offering. The solution supports growing businesses by providing flexible workflow options that can be modified as the business scales. Providing a scalable, branded solution to your customers increases loyalty and retention, making you an even more valued partner for your business customers.

## **Provide Added Security Against Online Fraud**

MineralTree Invoice-to-Pay includes advanced payment security features such as two-factor authentication, two-factor payment verification, segregation of duties, payment limits and integration with bank Positive Pay. MineralTree also guarantees against online payment fraud up to \$100,000 per customer annually.

## **Increase Invoice-to-Payment Processing Efficiency For Customers**

Businesses automating accounts payable and payments with MineralTree Invoice-to-Pay and FlexPay experience several tangible benefits compared to manual AP processes, such as lower processing costs (up to 70%), control of outgoing cash flow, reduced payment risk, and improved internal accounting controls.