AUTOMATION SOLUTION

Focus on what really matters. Improve your total customer experience, accurately predict cash flow, and increase revenue through automated collection and communication workflows.

THE YAYPAY BY QUADIENT SOLUTION:

Powered by AI and data-driven insights to make teams more efficient and effective.
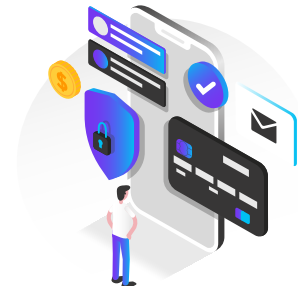

CREDIT ASSESSMENT

Our predictive analytics help you identify your at-risk customers, so you can work together and prevent problems before they start.

COLLECTIONS CRM

Our centralized portal lets you see all your collections and customer communications in one place. Put end-to-end account data at your fingertips.

PAYMENTS AND CASH APP

Speed up and simplify payments by giving your customers more visibility, more options, and more control - while improving your oversight.

"The true competitive edge that YayPay has, is the relationship they create with their clients. My team feels heard, feels appreciated, and we are active partners with YayPay. This results in success for both of us. We were able to scale rapidly when the unexpected hit, and we did so without increasing our operational expenses and while still hitting all our KPI's. This has been significant in supporting our business in 2020."

- Peter Roller Director of AR, LogMeIn

Read the Case Study

6 WAYS YAYPAY HELPS AR TEAMS

We combine all your accounts receivable and collections data, analytics, communications, and predictions to simplify the collections process, cut down your manual work, and turn your outstanding AR into cash.

01   **Increase team efficiency by 3x**
Customized workflows and automated manual tasks help your team function more efficiently, so you can do more with less.

02   **Strengthen customer relationships**
Make payments simple for your customers with a modern and secure statement portal.

03   **Improve cash flow forecasting with 94% accuracy**
Superior AR analytics use a payor's credit risk assessment and historical payment behavior to predict upcoming payments and identify where to focus attention.

04   **Promote internal collaboration**
Get all internal teams working towards a common goal by increasing visibility and communication with an intelligent CRM.
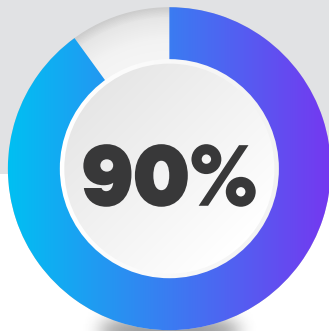
05   **Standardize the collections process**
One shared process means everyone is following the same set of rules, making goal setting and tracking a breeze.
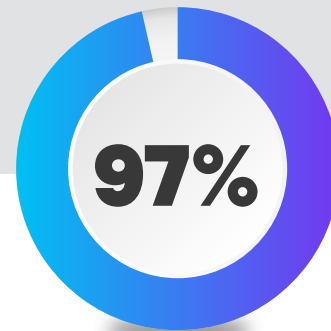
06   **Improve AR metrics**
An increase of up to 34% in payment speed equals a major decrease in Days Sales Outstanding (DSO) for most YayPay customers.

90%
OF CUSTOMERS PLAN TO MAINTAIN OR INCREASE THEIR USAGE OF YAYPAY IN THE NEXT 6 MONTHS*

97%
LIKELIHOOD OF EXISTING CUSTOMERS TO RECOMMEND YAYPAY*

"YayPay's reporting and customer communication capabilities have made a big difference. Our AR has become more transparent, making it easier for me and my team to understand the exact state of our accounts. Automated communication workflows have made our collections process simpler and more effective, improving our customer response rate and ultimately reducing our DSO."

- Eben Paul, Chief Financial Officer (CFO) Mammoth Carbon

Read the Case Study

*Source: 2020 Init Customer Survey Results

YayPay
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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, working capital, 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 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

TRUSTED BY 2300+ USERS

sage   LogMeIn

DocuSign   watermark

StackAdapt   CHEETAH DIGITAL

Trustwave   MAMMOTH CARBON PRODUCTS

Digital Remedy   jumio

INDUSTRIES WE SERVE

By understanding the nuances of your industry, YayPay will support your business in the ways that matter most.

Software
Become more efficient and improve margins without adding headcount.

Manufacturing
Reduce risks associated with a recurring payment model.

Adtech
Support your lean machine by helping you manage payments.

IT & Security Services
Proactive reminders minimize risk and increase on-time payments.

Construction
Flexible payment options that improve vendor-supplier relationships.

Business Services
Timely accounts receivable management for a multitude of clients.

Media/Publishers
Stay ahead with real-time updates and payor history.

Wholesale/Distribution
Manage large cash flow needs and get paid as quickly as possible.

Transportation/Logistics
Increase efficiency and speed with automated processes and visibility.

YayPay
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YAYPAY NAMED A LEADER IN THE 2020-2021 IDC MARKETSCAPE REPORT

Worldwide SaaS and Cloud-enabled Accounts Receivable Automation Applications

"YayPay is recognized by IDC for its focus on delivering superior user experience and customer service, communications capabilities for collections management and AI/machine learning applications for credit risk assessment and cash forecasting."

- Kevin M. Permenter, Research Manager,
  IDC Enterprise Applications
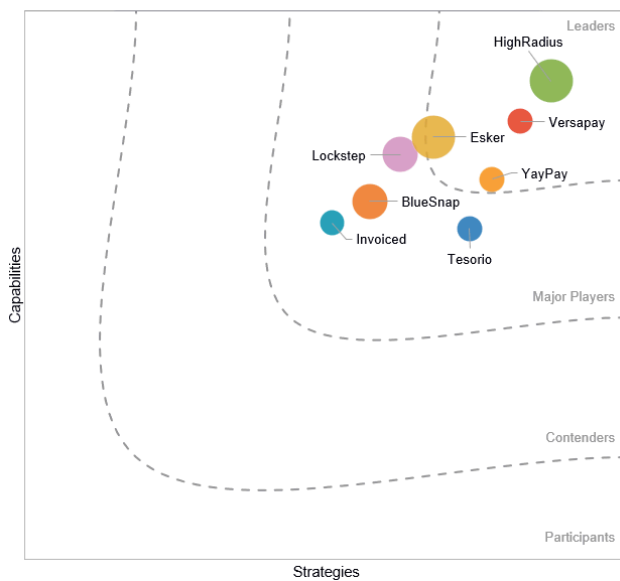
YayPay enables a unified AR collections process across an entire organization.

Key strengths are CRM for Collections, Payment Facilitation, Predictive Analytics and User Experience. YayPay has its finger on the pulse of what their customers are looking for in an automated AR solution.

- Kevin M. Permenter, Research Manager, IDC
  Enterprise Applications

IDC MarketScape vendor analysis model is designed to provide an overview of the competitive fitness of ICT suppliers in a given market. The research methodology utilizes a rigorous scoring methodology based on both qualitative and quantitative criteria that results in a single graphical illustration of each vendor's position within a given market. The Capabilities score measures vendor product, go-to-market and business execution in the short-term. The Strategy score measures alignment of vendor strategies with customer requirements in a 3-5-year timeframe. Vendor market share is represented by the size of the icons.

Read the excerpt

"Our business is cyclical. This means forecasting our peaks and troughs is critical to managing consistent business health. However when Covid-19 hit and some of our clients were unable to project their tuition cash flow, it impacted our ability to collect payment. Since our focus was on client retention, we needed a way to gauge their health - as well as our own."

- Harris Hwang, Chief Financial Officer (CFO) Watermark Insights
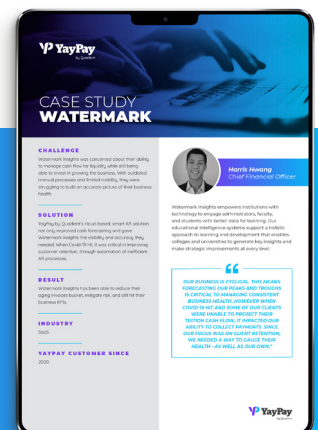
**Read the Case Study**

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SUPERCHARGE YOUR ACCOUNTS RECEIVABLE MANAGEMENT AND YOUR ERP

Wouldn't it be helpful if all your data - across all your systems - lived in a single place? YayPay by Quadient seamlessly consolidates data from your ERP and existing tech stack onto one platform. That means you spend less time on data management and more time driving business outcomes. It's that simple!

salesforce   **sage**   **ORACLE NETSUITE**

SAP   **Acumatica** The Cloud ERP   **ZUORA**
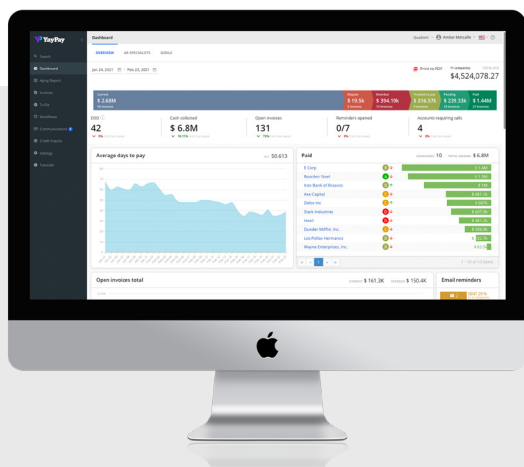
intuit quickbooks.   **Microsoft Dynamics**

WATCH OUR PRODUCT DEMO

Want to learn more about what YayPay can do for you. Watch our 5 minute demo on the heart of the YayPay platform, Collection Workflows and Emails.

Collection Workflows and Emails | YayPay by Quadient

YayPay by Quadient

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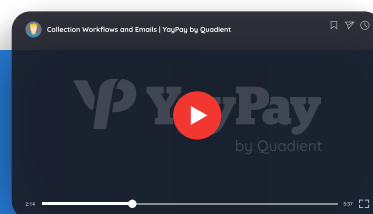
Watch our Demo

YayPay by Quadient is a leading accounts receivable automation solution providing intelligent credit-to-cash software, payment processing and industry best practice. YayPay is part of Quadient, the driving force behind the world's most meaningful customer experiences. Quadient supports hundreds of thousands of customers worldwide in their quest to create relevant, personalized connections and achieve customer experience excellence.

For more information, visit www.yaypay.com.

W W W . Y A Y P A Y . C O M

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