



The Largest and Fastest-Growing  
Online Payment Network

# Convert to Electronic Payments with the Largest and Fastest-Growing Online Payment Network

PayMode from Bottomline is the world's largest and fastest-growing online business-to-business payment network, helping companies convert from paper to electronic payments easily and securely. Organizations can send electronic payments and remittance detail to suppliers and other payees through a secure, user-friendly portal.

## Integrates With Your Systems & Processes, Works with Any Bank

Delivered via a hosted Software-as-a-Service model, PayMode eliminates the expense and hassle of hardware installation and upgrade fees. Our robust file-mapping capabilities ensure integration with your existing ERP and financial systems, dramatically reducing the implementation and support burden on IT. PayMode is also a completely bank-neutral solution—you can debit or credit accounts at any bank.

## Multiple Payment Types & Unlimited Remittance Detail

Supporting an array of payment types, the advantage of PayMode is that you need only send a single payment file for payments to be made in your suppliers' preferred formats. Unlimited digital remittance capabilities for both payments and collections are also included.

## Top-Notch Security for Regulatory Compliance and Fraud Protection

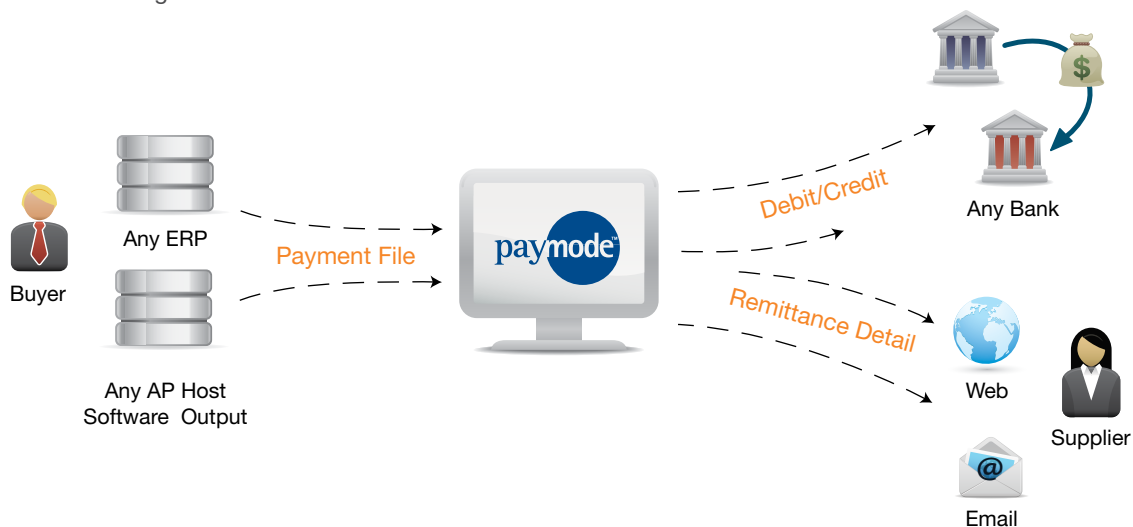
The multiple authentication steps PayMode takes during the enrollment process, coupled with its unique file mapping process, make PayMode the most fraud-proof electronic payment solution on the market. All PayMode enrollments are fully authenticated including: bank accounts, authorized signers, company name and address and an OFAC check. When a user makes a change to their bank account

### Paying Electronically with PayMode Helps You:

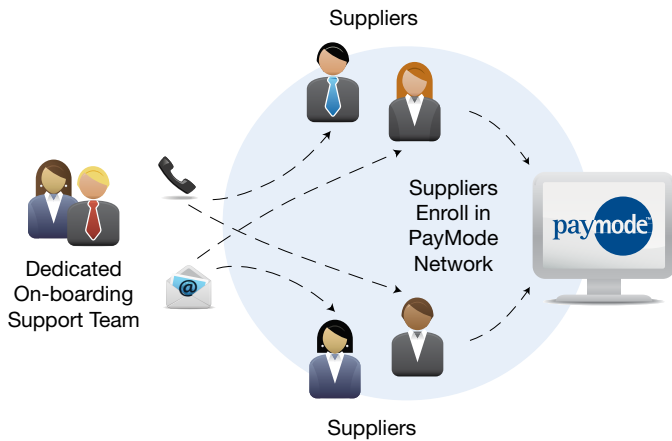
- » Convert from paper to electronic payments and remittances advice painlessly
- » Build stronger buyer-supplier relationships
- » Streamline payment processes to reduce operational and transactional costs, delays, processing errors and bank fees
- » Seize early payment discount opportunities
- » Protect against payment fraud
- » Achieve greater control & predictability of cash flows to optimize working capital

information the PayMode operations team re-authenticates the account. The team also notifies the company's PayMode account administrator, in case the change was fraudulent. Only authenticated users and bank accounts can be paid with PayMode. Further, in order for payments to be processed, payment files initiated by PayMode clients must be sent in their own unique format and be translated by customized parsers at Bottomline. Additional security features include digital signatures with 1024-bit encryption, client access controls and user-specified transaction limits.

*The multiple authentication steps PayMode takes during the original enrollment process, coupled with its unique file mapping process, make PayMode the most fraud-proof ACH solution on the market.*



# Overcome the Biggest E-Payment Challenge: Supplier Adoption



## Bottomline Brings Suppliers On Board for You to Accelerate Your ROI

Despite their many benefits (figure 2), many organizations do not adopt electronic payments because of the fear that suppliers and other trading partners will not accept them (figure 1). PayMode offers a customized on-boarding service, included for all new clients, to help you overcome this challenge. Clients new to PayMode typically find that 30-50% of their suppliers are already enrolled in the network. Our proven on-boarding program is designed to convert the remaining high-value, strategic suppliers so the benefits of electronic payments can be realized quickly and easily. The program includes customized marketing outreach and enrollment support for suppliers, and will accommodate any nuances of your trading relationships.

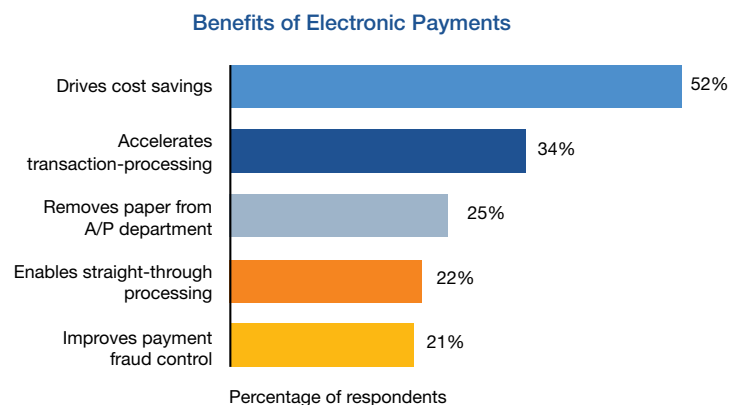
Figure 1.

Barriers to Adoption	The PayMode Solution
Suppliers not willing to accept e-payments	30-50% of new client's suppliers already on PayMode network; on-boarding support achieves 50-70% adoption in 12-16 weeks
Security concerns	3-step supplier authentication; OFAC & AML checks; transaction limits; digital signatures with 1024-bit encryption
Process changes /IT effort required for integration with existing financial systems	Any payment file type accepted; multiple payment types processed in a single file; no hardware to install; automatic upgrades
Need to maintain current supplier bank information	PayMode houses all account information; suppliers must keep their own information current in PayMode to receive payment
Cannot support proprietary e-payment solutions across individual banks	Credits and debits can be made to and from any bank through PayMode
Detailed remittance advices require paper delivery	Unlimited electronic remittance detail in multiple formats

## On-Boarding Support Program Process

- 1. An on-boarding project manager works with you to define your custom outreach program.** Together, we analyze your list of suppliers, considering key data elements such as the number, frequency and value of payments. We then select suppliers that, once enrolled, will return the greatest benefit to you in the least amount of time.
- 2. Bottomline helps you communicate that new electronic payment options are available via PayMode.** Bottomline mails or e-mails informational packets to your high-value suppliers. These packets include (i.) a letter on your company's letterhead announcing that PayMode is the preferred method of payment and enrollment instructions and (ii.) a PayMode brochure highlighting the benefits of receiving payments through PayMode. All of the materials are approved by you before communications are issued.
- 3. Suppliers self-enroll via an easy-to-use online portal, and Bottomline authenticates membership data including bank account information.** Suppliers can also use the portal to update account information anytime. For suppliers who do not self-enroll after the first outreach, Bottomline makes follow-up phone calls to answer any questions they may have and provide online enrollment support.
- 4. Bottomline works with you to enroll new suppliers on a continual basis, as your trading relationships evolve.** While our program produces significant conversion success rates in the first 12-16 weeks (as much as 70%), Bottomline continues to enroll suppliers on your behalf over the life of your relationship with us.

Figure 2.



Source: Aberdeen Group, July 2009

# Your Best Option for Electronic Payments

- PayMode is the largest and fastest-growing electronic payment network with over 90,000 members enrolled in 2009 (growing at a rate of 2,500-3,000 suppliers per month), and more than \$300 billion in spend processed.
- PayMode provides customized on-boarding support. Users of other electronic payment solutions typically end up paying only 5-7% of their suppliers electronically; PayMode clients achieve electronic payment adoption rates of as much as 70% in the first 12-16 weeks.
- PayMode users simply log-on to a secure portal to set up or change account information, initiate payments and configure email notifications and custom reports.
- PayMode authenticates and maintains supplier bank account information, eliminating supplier worries that any member of a paying organization can access this sensitive data.
- PayMode provides top-notch security including: company, bank account and user authentication; digital signatures with 1024-bit encryption; client access controls; user-specified transaction limits; multi-party security controls and OFAC checking.
- PayMode works with your existing ERP and financial systems and can debit or credit accounts at any bank.
- PayMode handles all Notices of Change and Payment Returns and is the first line of support for incoming supplier phone calls, eliminating your operational headaches.
- PayMode supports multiple electronic payment types and unlimited remittance detail.
- PayMode enables batch and single/exception payments.

## PayMode Helps You ...



Treasurer

- » Increase visibility to cash flows for more accurate forecasting
- » Reduce costs associated with checks and bank fees
- » Optimize working capital through payment scheduling tools



AP

- » Improve AP performance metrics (time to payment, discounts captured), etc.
- » Eliminate manual processes to focus on strategic, value-add activities
- » Issue payments with tight security and control for reduced risk of error and fraud



IT

- » Minimize resources required to support e-payment functionality (PayMode integrates easily with existing systems and SaaS upgrades are automatic)
- » Ensure secure data connectivity and payment transmission



Audit

- » Institute checks and balances
- » Track Positive Pay
- » Avoid escheatment
- » Conduct compliance reporting more easily



Purchasing

- » Manage spend and supplier relationships
- » Seize early payment discount opportunities
- » Ensure contract and regulatory compliance



# Reimburse Employees Faster & Easier Than Ever

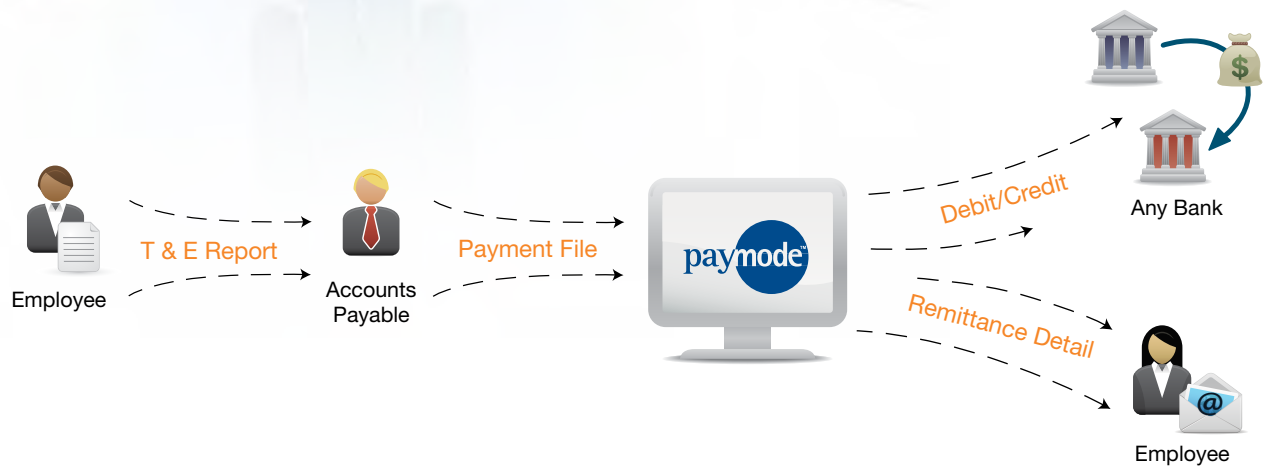
## PayMode for Employee Reimbursements

Reimbursing employees for travel, customer and other company-related expenses can be time-consuming, costly and frustrating for Accounts Payable. Often, different procedures and additional pay runs are required for vendor payments and employee reimbursements. PayMode enables employee reimbursement during your regular pay runs. PayMode for Reimbursements is designed to work with your existing T & E and accounts payable systems and features the same market-leading security and bank-neutrality as our business-to-business solution.

### With PayMode for Reimbursements you can:

- » Reduce reimbursement errors, delays and processing costs
- » Achieve greater payment visibility and control
- » Improve employee satisfaction

Authorized employee users simply log-on to PayMode to enter or update their personal profile, including bank account information. When a payment is issued, employees receive an e-mail with reimbursement details and the deposit date.



## Optimize Working Capital Through Automation of the Order-to-Pay Cycle

PayMode for electronic payments is one module of Bottomline's payables automation solution. For the ultimate in process efficiency, cost reduction, cash flow visibility and working capital management, Bottomline recommends automating the entire order-to-pay cycle. This empowers treasurers and other financial executives to access and act upon financial supply chain information in as close to real-time as possible. From e-invoicing to e-payments, Bottomline is your partner with the market-leading technology and expertise to deliver solutions that yield measurable ROI—in both hard dollars and process improvements—within weeks. To ensure you are doing all you can to optimize your financial supply chain and working capital, contact your Bottomline representative today.

### Customer Support

Live phone support and web support are available.

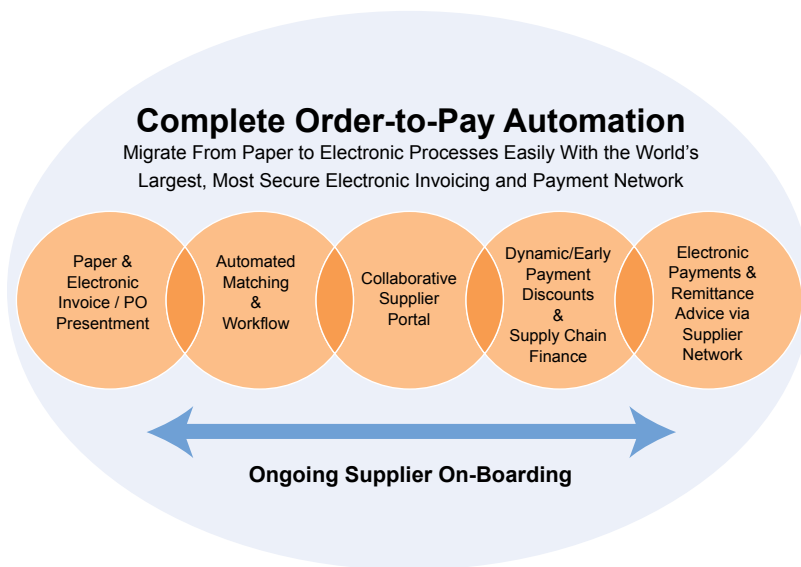
### To Learn More

Call: 1 800 472 1321

Email: [info@bottomline.com](mailto:info@bottomline.com)

Visit:

[www.bottomline.com/enterprise/paymode.html](http://www.bottomline.com/enterprise/paymode.html)



[www.bottomline.com](http://www.bottomline.com)

#### Corporate Headquarters

325 Corporate Drive  
Portsmouth, NH 03801, USA  
tel 1.800.472.1321, +1.603.436.0700  
fax +1.603.436.0300  
email [info@bottomline.com](mailto:info@bottomline.com)

#### Europe, Middle East, Africa

115 Chatham Street  
Reading, Berkshire RG17JX UK  
tel +44.118.925.8250  
fax +44.118.956.9990  
email [info@bottomline.co.uk](mailto:info@bottomline.co.uk)

#### Asia Pacific

206/12-14 Cato Street  
Hawthorn East, VIC, 3123 Australia  
tel +61.3.9824.6888  
fax +61.3.9824.6866  
email [ap\\_info@bottomlinetechnologies.com.au](mailto:ap_info@bottomlinetechnologies.com.au)