

Bottomline Business eXchange™

Collaborative Solution Automates the Financial Supply Chain
to Improve Visibility and Deliver Working Capital Gains



Bottomline
Technologies

Pay Smarter®

Bottomline Business eXchange

Interactive Portal Reduces Barriers to Invoice Automation and Improves Cash Flow

An innovative AP automation platform, the Bottomline Business eXchange combines software and complementary services to facilitate the flow of financial documents and information between buyers and suppliers for greater control throughout the payables process. With online transmission and tracking of electronic purchase orders, invoices and settlement information, Bottomline Business eXchange increases visibility and collaboration between financial partners in a secure, Web-based environment.

Together with automated invoice approval workflow and data capture services, Bottomline Business eXchange offers a pragmatic, modular approach for achieving 100% electronic payables. Organizations benefit from lower transaction processing costs, faster approval cycles and stronger supplier relationships, while enjoying working capital improvements through use of the eXchange's embedded discount management tools.

Key Features of the Bottomline Business eXchange:

- Purchase order (PO) presentment for online viewing and file download
- PO 'flip' to invoice
- Supplier invoice creation and presentment via automated conversion of paper invoices to electronic data, manual data entry via an integrated Web form, or data file upload
- 2- and 3-way invoice matching
- Electronic review and approval workflow of both invoice data and images
- Supplier invoice status
- Early payment discount and financing facilities
- Posting of payment status with remittance file download
- Online discussion threads to facilitate dispute resolution and other collaborative interactions between buyers and suppliers

Seamless Integration with ERP and Invoice Workflow Systems

The Bottomline Business eXchange integrates with major ERP systems and workflow solutions, including Bottomline's own invoice workflow module, available as a portal extension. Data files are transferred between systems via secure file transmission, exchanging supplier and purchase order data as well as invoice and payment status, timing and remittance details.

Capabilities to view and execute various features and functions of the Bottomline Business eXchange are assigned based on a user's unique profile and privileges, including roles for buyers, suppliers, portal system administrators and third-party financiers. Role-based access privileges are maintained at both the organization and individual user level, including 'view-only' rights to certain documents.

SaaS Deployment Model Delivers Accelerated Time to Value

A Web-based Software-as-a-Service solution, the Bottomline Business eXchange is managed in a secure, SAS 70-certified data center to ensure high availability and data security. Compared with competitive invoice automation solutions deployed in-house via traditional licensed software models, the Business eXchange offers predictable financial and resource investment levels while removing the hassles required to acquire, maintain, deploy, update and maintain an installed software solution. Other benefits include:

- Accelerated solution deployment with less risk;
- No additional hardware costs, plus lower internal IT staffing requirements;
- Greater reliability, security and privacy;
- Higher productivity and accelerated ROI at a lower total cost of ownership (TCO); and
- Greater agility to scale the solution to meet changing business requirements.

Typical Benefits of Invoice Automation

Improvement Area	Performance Impact
Invoice Processing Cost	Reduced 30% - 90%
Processing Cycle Time	Reduced by 65%
Accounts Payable Labor	Reduced 25% - 40%
On-time Payment Percentage	Improved from 15% to 59%
On-time Payments Earning Discounts	Increased up to 500%
Supplier Participation	70% - 90% on average
Invoices Received in Electronic Format	Improved 55% to 90%

100% Electronic Invoicing and Payment Advice Processing

Extensive Range of Automation Options and Software-as-a-Service Architecture Speeds the Transition from Paper to Electronic

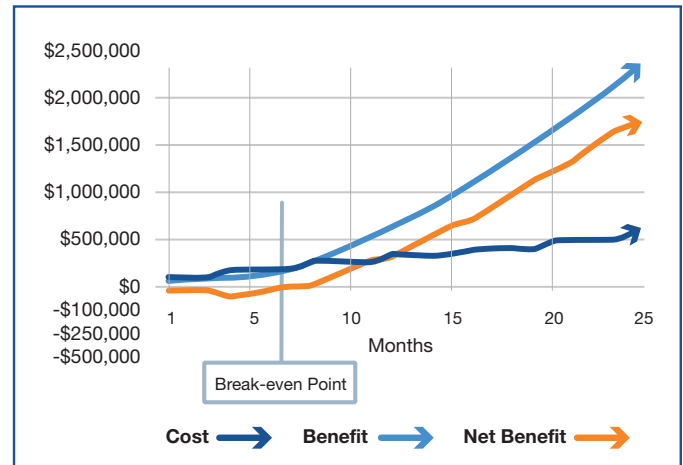
With a majority of invoices still delivered on paper, accounts payable processes remain plagued with inefficiency. Persuading suppliers to change their practices to align with a buyer's needs however, can be challenging and time-consuming. In addition, solutions that require integration of additional hardware and software, extensive business process re-engineering, and cyclical upgrades can extend timeframes and limit return on investment. Bottomline Business eXchange removes these barriers to success by providing a comprehensive solution for electronic invoicing and payment advice processing delivered as a service.

More than twenty years of financial automation experience has made it clear that no single approach to supplier on-boarding is suitable for every trading partner. Bottomline delivers a comprehensive migration strategy for achieving the benefits of electronic invoicing more rapidly. This approach addresses the needs of suppliers — large and small — with capabilities that allow any supplier to enter or upload electronic invoices directly from their existing ERP or accounting system, or to submit them as paper to Bottomline's Invoice Data Capture Service. As suppliers gain increased visibility into invoice and payment status, they realize added value which can be achieved through electronic payables.

Integrated Invoice Data Capture and Workflow Solutions

Bottomline's Invoice Data Capture Service converts essential information from paper invoices into standardized electronic data. This convenient service is optimized to accept all types of incoming invoices and provides a cost-effective alternative to in-house document scanning and archiving systems. Once captured, line-item level data can be fed directly into the eXchange's optional invoice workflow module, or an existing ERP for automated matching and approval.

Company/Value Justification



Invoice automation via Software-as-a-Service minimizes investment, speeds ROI and enhances supplier collaboration.

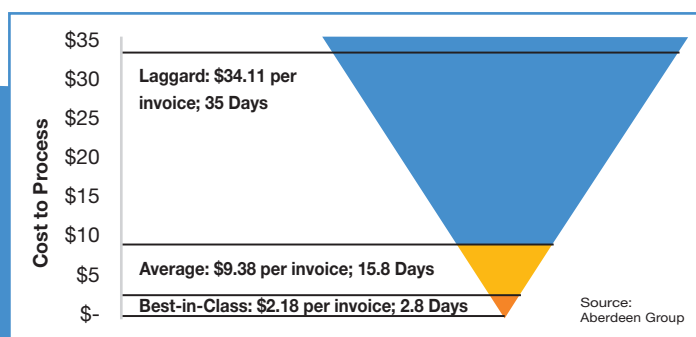
The Business eXchange's workflow module offers complete invoice review and approval functionality for buyer organizations. Following data upload and validation, each invoice is matched against existing purchase order data. Mismatches or other non-PO supported invoices are subsequently routed for coding against the buyer's general ledger structure according to the company's unique business rules. The workflow engine automatically analyzes and routes invoice data at line-item level, making it easy to split costs across multiple cost centers or general ledger codes. Invoice workflow queues also have their own security controls, allowing for role-based visibility of data.

Workflow actions are tracked within the Business eXchange's audit record for maximum visibility and compliance, highlighting both the action performed and the specific date and time the action is executed.

Better Service, Stronger Relationships

Once validated and approved, invoice data and workflow status is displayed through the portal to enrolled suppliers. By taking advantage of the Business eXchange, discount offers for early settlement and other payment information may also be made available to suppliers. By allowing suppliers to monitor the status of each transaction online, Bottomline Business eXchange offers suppliers greater visibility into and control of their accounts receivable processes. This level of self-service also delivers substantial reduction, up to 30%, in the amount of time your AP staff must spend responding to supplier inquiries and resolving customer disputes, benefits which further enhance return on investment for the Business eXchange.

Invoice Processing Cost: Best-in-Class Advantage



Invoice automation can deliver up to a 90% reduction in costs and dramatically improve cash flow.

Value-Driven Supplier Services

Improved Visibility and Ease of Use Ensures Supplier Adoption

The Bottomline Business eXchange has been designed to create significant value for buyers and suppliers. To drive adoption throughout a buyer's supplier network, Bottomline provides an extensive range of services that facilitate enrollment and provide phased on-boarding strategies that deliver successful supplier enablement and support. By utilizing the Bottomline Business eXchange, suppliers receive significant benefits including:

- Unlimited usage without subscription charges
- A wide range of invoice submission options, including automated paper-to-data conversion, Web submission, file transfer and direct integration with leading ERP applications
- Convenient, Web-based access to view the status of all invoices in-process;
- Access to payment information, including early payment and financing opportunities

Rapid Enrollment with Ongoing Supplier Support

Bottomline Business eXchange includes a variety of online tools as well as complementary services to introduce suppliers to the portal and provide ongoing education and cost management support. Uploading the customer's vendor master file into the Business eXchange triggers an automated email that welcomes suppliers to begin the enrollment process and directs them to an intuitive, online self-enrollment portal.

Once validated, suppliers can control security settings for their users, submit invoices in the multiple formats described above, view the status of their invoice, negotiate payment terms and view remittance information. These capabilities streamline dispute resolution and dramatically reduce the number of supplier inquiries the buyer's AP staff must handle.

The self-service features of the Bottomline Business eXchange are accompanied by value-added services, such as on-boarding strategy consulting, "high-touch" supplier on-boarding programs and support for global suppliers. Bottomline's on-staff experts can help support enrollment success by providing vendor segmentation analysis that identifies the best supplier targets for migration using variables such as invoice volume, invoice value and readiness to adopt electronic invoicing.

Additional supplier community support is delivered via collaboration tools that facilitate detailed views of in-process transactions as well as accelerated dispute resolution to further enhance the efficiency of the buyer-supplier relationship.

Data Archiving

The Bottomline Business eXchange also features a secure data archive which stores invoice and payment information for as long as buyers require, providing a unique online search and retrieval mechanism to facilitate payment verification and dispute history. This self-service option delivers accurate information in a uniform format to both buyers and suppliers, while supporting many organizations' compliance regulations for both short- or long-term document storage.

Bottomline Business eXchange[™]
Supplier Enrollment Portal Logout

Listing | Edit | Documentation

Buyer: AEB Buyer Company

Company Information

Tax Identifier: * TIN-B1

Name: * MOOSE CORP

Administrator User

Name: * Jim Ierardi

Email Address: * jimbo@bottomline.com

Confirm Email Address: * jimbo@bottomline.com

Telephone: * 6035017777

Alternate Telephone: 2073245795

Locale: * English (United States)

Company Address

Building: Room: Floor:

Department: Sales

PO Box:

House Number: Street: 325 Corporate Road

City: Nashua State: NH Postal Code: 11209

County: Region:

Country: UNITED STATES

Save
Certify
 Display Tips

Ease of enrollment, improved visibility and improved cash flow assures supplier adoption.

Discount and Financing Capabilities Enhance Working Capital Gains

Shortened Approval Cycles Increase Trade Discount Realization and Support Third Party Supply Chain Financing Opportunities

The Bottomline Business eXchange’s “QuickPay” capability enables administrators to offer early payment discounts on some or all of their approved invoices at any point up to the payment term maturity date. A simple, intuitive Web interface provides visibility to all parties, and gives administrators the ability to modify discount rates and terms. Discount offers can be managed at group or individual invoice levels.

Buyer Benefits

Leading consultants estimate that buyers are able to take advantage of less than 66% of negotiated discounts available within procurement contracts due to the inefficiencies of manual processes. These analysts also estimate that automation of these processes will improve on-time payments by up to 59%, which can drive dramatic savings by assuring that existing contractual discounts are always exercised.

In situations where early settlement discounts are not already in place through procurement contracts, the Bottomline Business eXchange better positions buyers and suppliers to negotiate additional discount options. Buyers, for example, can take advantage of the opportunity to further optimize working capital by utilizing the early payment capabilities that facilitate ad hoc offers to their suppliers for early payment discounts on approved invoices.

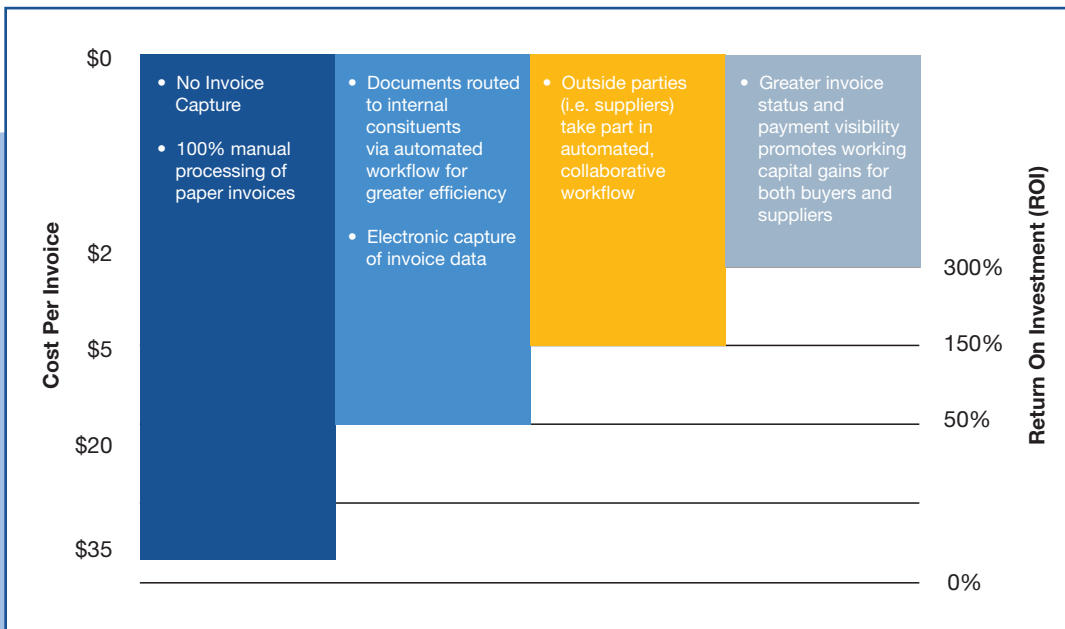
Supplier Benefits

The Bottomline Business eXchange’s supplier visibility and early settlement capabilities also mitigate uncertainty surrounding the timing and amount of payments, contributing to improved cash flow forecasting for suppliers. Not only does this capability shorten payment cycles, it can also help suppliers avoid the need to secure bridge loans from third-party financiers in support of cash requirements.

Opportunities for Third-Party Trade Financing

For buyers who do not have the cash position to fund accelerated payments, or who are concerned with lowering their Days Payable Outstanding (DPO), Bottomline Business eXchange offers buyers the opportunity to work with third-party financing organizations to provide alternative funding options. Once entitled by a buyer, an administrator from a financing company can configure and manage discounts directly within the system to allow buyers to negotiate early payment discounts with their suppliers without requiring reconfiguration of the buyer’s cash forecasting.

Market Stages of Automation



Bottomline Business eXchange is a complete automation, collaboration and cash management solution.

About Bottomline Technologies

Bottomline Technologies (NASDAQ: EPAY) provides collaborative payment, invoice and document automation solutions to corporations, financial institutions and banks around the world. The company's solutions are used to streamline, automate and manage processes involving payments, global cash management, transactional documents and invoice approval. Organizations trust these solutions to meet their needs for cost reduction, competitive differentiation and optimization of working capital. Headquartered in the United States, Bottomline also maintains offices in Europe and Asia-Pacific. For more information, visit www.bottomline.com.



Ranked #1 for Best Accounts Payable Services

Bottomline has been consistently ranked by *Global Finance* magazine as the Best Accounts Payable Service for 2005, 2006, 2007 and 2008. Among the factors considered were market leadership, customer service, competitive pricing and technology innovation.



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