Integrated Payables

BREMER
BANK

Unlock the full benefits
of electronic payments

Leave the check behind: Integrated Payables

When it comes to B2B payments, check printing is still a prevalent practice, racking up a staggering $25 Billion in processing costs annually at an average cost greater than $10.00 per check[1]. With figures that high, there is an opportunity to substantially decrease costs by migrating away from checks to electronic payments.

Electronic payment solutions offer many benefits including reduced processing costs, elimination of non-core activities and improved controls. However, when it comes to actually implementing a payments migration project, there are several hurdles that need to be overcome:

- How will vendor's bank account details be obtained?

- Where will banking details be stored? Is it secure?

- Who will manage the ongoing vendor support inquiries?

These questions can be answered simply: Bremer offers an integrated payables solution powered by FIS. Bremer Integrated Payables comes with value-added services such as vendor enrollment, data management, and ongoing support services to help your AP team and your vendors. By instituting these vendor enrollment and support services, the solution then becomes a real option and you unlock the full benefits of electronic payments.
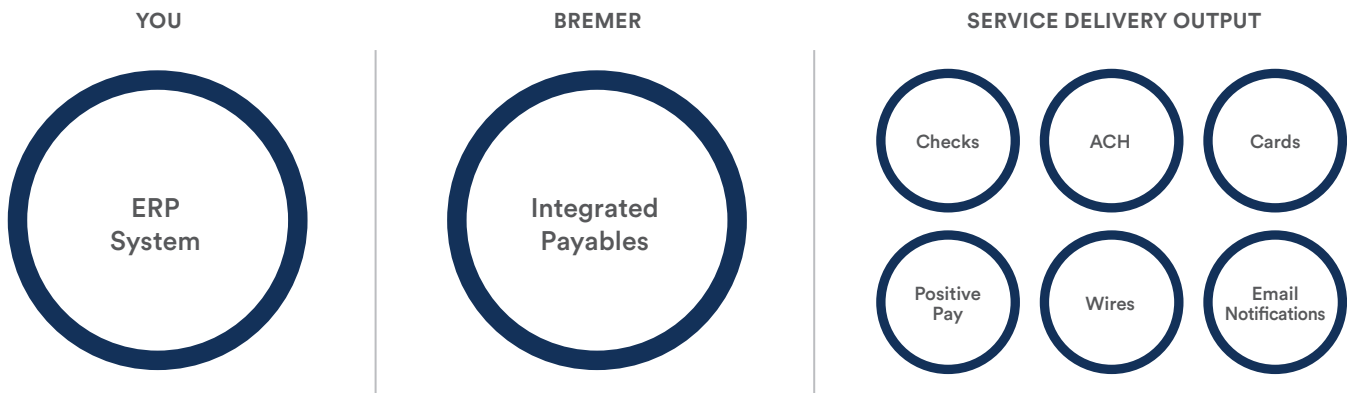
[1] Source: Aberdeen Group
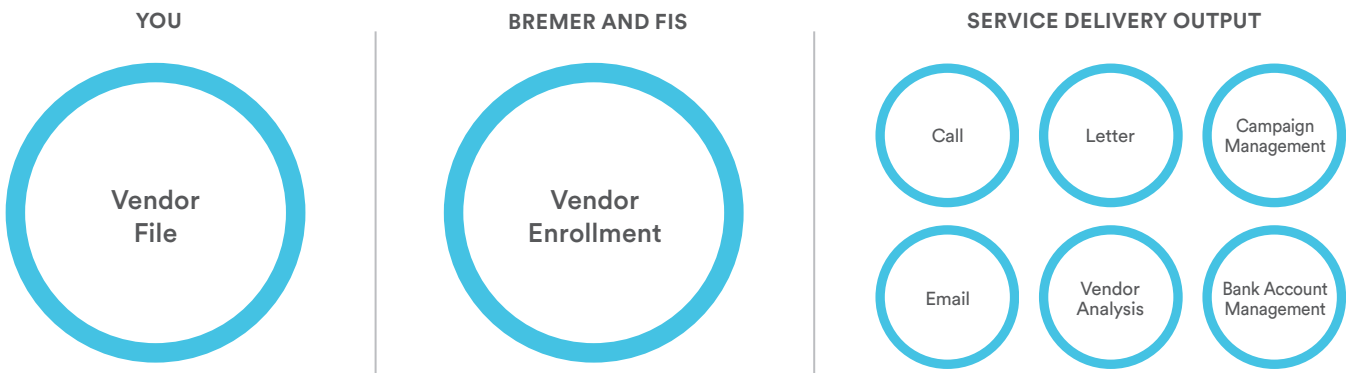
Integrated Payables can reduce AP costs

Integrated Payables

Integrated Payables is a web-based integrated payables platform that can take a payment feed from your Accounts Payable team and process it as checks, ACH, wires or cards through a single online portal.
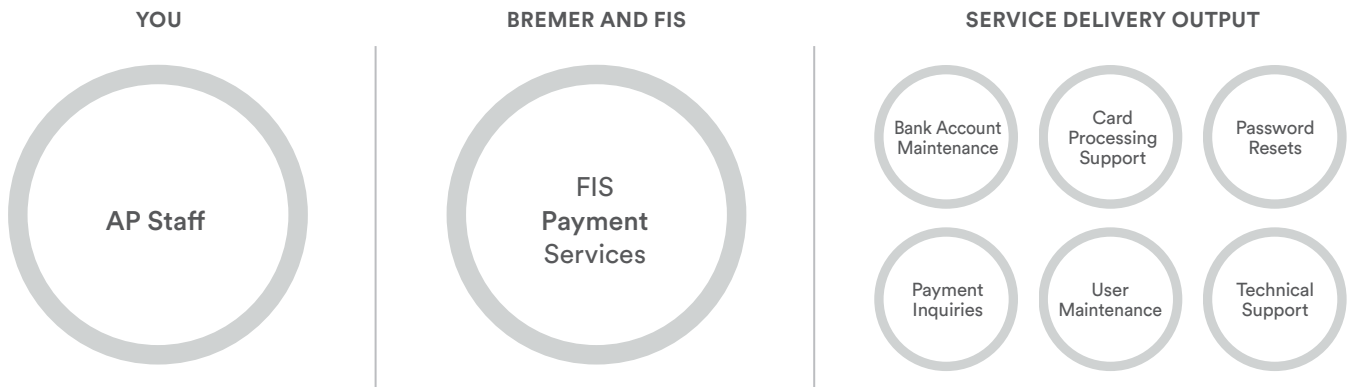
YOU	BREMER	SERVICE DELIVERY OUTPUT
ERP System	Integrated Payables	Checks · ACH · Cards · Positive Pay · Wires · Email Notifications

Vendor Enrollment Service

Everyone recognizes that one of the biggest challenges is simply contacting the vendors, and getting their payment details. Our partner, FIS, provides a vendor enrollment center in the US, focused on creating custom tailored campaigns to migrate your vendors.

YOU	BREMER AND FIS	SERVICE DELIVERY OUTPUT
Vendor File	Vendor Enrollment	Call · Letter · Campaign Management · Email · Vendor Analysis · Bank Account Management

Vendor Support Center

Acting as an extension of your AP department, Bremer and FIS will support your vendors out of our call center; managing inquiries, card processing issues and more.

YOU	BREMER AND FIS	SERVICE DELIVERY OUTPUT
AP Staff	FIS Payment Services	Bank Account Maintenance · Card Processing Support · Password Resets · Payment Inquiries · User Maintenance · Technical Support

Integrated Payables:
A fully integrated
model covers all your
payment needs

Reduce your payments processing costs

Bremer Integrated Payables is a SaaS solution; a web-enabled service that provides payment execution services for all payment types for a variety of industries and state and local governments (B2B and G2B). Payment execution includes traditional check printing and delivery in a secure facility as well as the migration of vendors to electronic payments and the associated processing of electronic payments such as ACH, wires and cards.

Payers submit a single payment file with multiple payment types in variable file formats as generated by their accounting or ERP system. This is a single file sent electronically.

Send a single file with multiple payment types

The Integrated Payables platform manages the printing and mailing of the checks, creates and transmits NACHA-formatted ACH origination files to the bank, formats wire payments in the required bank format of the bank and, obtains credit card numbers that may be used for payments to vendors.

Reduced Fees
This approach helps companies realize significant cost savings from reduced per check costs to decreased ACH processing fees... there are many operational efficiencies to be gained by using a consolidated platform.

Online Access
Enhance relationships with trading partners and employees through well-defined controls and innovative processes, allowing payments and remittance details to be delivered electronically.

Migrate Away from Checks
Integrated Payables manages all of the various secure bank connections for the customer. Integrated Payables also enables corporations to transition from printing and mailing checks with remittances to either ACH electronic payments or card payments with electronic remittances, without requiring changes to existing AP processes.

Vendor Enrollment
Trading partners or vendors can easily sign up to receive electronic payments. A simple, easy-to-use, self-enrollment website is available for vendors to indicate their preferred payment method (card or ACH). Vendors can provide and maintain their banking information for ACH payments without any involvement from the Payer.

Ongoing Support
Electronic remittance advice may be viewed by vendors via this same secure website. Payment and remittance information is downloadable in a variety of industry standard file formats for input to the Vendor's AR system. FIS also assists with routine inquiries and maintenance of the vendor relationships.

FIS has developed a proven vendor enablement methodology that utilizes a comprehensive approach based on best practices to sign up vendors to accept either ACH or Card payments. FIS Payment Services provides and manages vendor enablement campaigns to help drive vendor adoption of electronic payments, and will work closely with you to establish the frequency and methods of communication.

Handling exceptions

While many payments can be converted to electronic payments like ACH, wire or virtual card, there are still those that must be paid by paper check. However, printing and mailing checks is time-consuming, expensive and takes resources away from your core activities.

Integrated Payables provides the ability to outsource the printing and mailing of any checks, including:

- Accounts payable (AP) checks – eliminate the hassles of producing payments to your suppliers, service providers and other trading partners.

- Payroll checks – relieve the stress of printing payroll checks. Securely process, print and deliver direct deposit advices or present them online.

- Rebate and refund checks – manage rebates and refunds efficiently

- Commission checks

- Employee reimbursement checks

- Settlement checks

- Tax checks

Integrated Payables can reduce costs via address cleansing and postal sorting, which helps produce the lowest possible postage costs. Job splitting allows the printing and mailing of select items, while providing the option to display other items online. Customers and their suppliers can easily view payment and remittance documentation in PDF format. Security controls can be used to limit access to appropriate individuals.

Learn more about virtual cards; another means of electronic settlement

Many suppliers are not comfortable sharing their banking information due to security concerns. For these trading partners, credit cards can provide another acceptable method of electronic settlement. However, rather than using a traditional credit card, they can instead use a virtual card. This method allows the payer to issue a specific card number for a single-time use to a specific vendor for a specific value.

Not only is this a highly secure method, it also comes with an added benefit. Much like any affinity card program, virtual cards offer a revenue sharing opportunity.

> **Revenues from virtual card payments can turn a cost center into a revenue center.**

Adopting an electronic B2B payment strategy that takes advantage of highly secure virtual cards will help your company to reduce your payment processing costs, streamline your payables process, and generate revenue through virtual card revenue sharing programs. Your company will earn revenue from check disbursements that are migrated to virtual card payments based on a defined percentage of your total monthly spend. Using card revenue to offset the cost of additional automation makes the ROI in your business case even more compelling.

5 steps to reducing your AP costs

Take Data Feed

Data file feeds from existing ERP or AP system to the Integrated Payables platform.

Mockup Checks/ e-Signatures

Mockup of existing checks and e-Signature; this allows us to create a look and feel that is tailored to your business and format.

Positive Pay Connected

Easily facilitate Positive Pay and receipt of documentation and remittance data, further strengthening your fraud protections.

FTP or File Upload Process Established

The file transmission or file upload process is established allowing Bremer to accept payment instructions from you for processing.

Test, Deploy, Go-Live

The Bremer Implementation team will be working closely with your AP group; once the service is established, it will go through a testing phase and then go live.

Turnkey vendor enrollment and support services maximizes efficiency

Vendor enrollment: getting over the hurdle

A formal vendor enrollment program is a highly targeted campaign to help educate and convert vendors from check to electronic payment. Vendor enrollment is the single biggest hurdle for companies seeking to migrate from checks to electronic payments such as ACH or virtual card. FIS has developed a proven vendor enrollment methodology that utilizes a comprehensive best practices approach to optimize conversion to electronic payments. When companies attempt to handle vendor enrollment in-house, time and staff constraints often limit the rate at which they are able to invite their vendors to receive electronic payments.

As Bremer's strategic Integrated Payables partner, FIS will provide the services of their vendor enrollment team. This group designs comprehensive campaigns tailored to the preferences of each company and manages the onboarding process for your customers. FIS will call according to your desired frequency, and can tailor the conversations to your preference. One of the key benefits is that the vendor enrollment team can offer a choice of electronic payment methods; if a vendor declines virtual cards, the same enroller can offer ACH payments. This approach maximizes campaign results when migrating to electronic payments.

With you at every step

To seamlessly implement Integrated Payables in your operation, Bremer guides you through every step of the process. From vendor enrollment and data management to useful recommendations and ongoing support, we work with you to answer questions and resolve issues. Your local relationship manager and our implementation team will work together to provide the personal attention you've come to trust as a valued Bremer customer.

Vendor Response Tracking

Reporting/ Analytics

Campaign Execution

Vendor Enrollment

Campaign Design

Vendor Segmentation

Vendor support services: white glove treatment

An extension of your AP group
Vendor enrollment is just the beginning. FIS also makes available their Vendor Support Services team to handle inbound calls and servicing. The representative can walk you suppliers through the process and handle any questions that may arise. This is all handled in a secure PCI-compliant facility in the U.S.

Online vendor portal for simple reconciliation
Effectively reconciling payments to corresponding invoices can be a huge challenge for corporate AR departments, because the details for payments and invoices are often received separately. Without the means to identify which invoice is associated with any given payment, difficult and time consuming research is required to determine how to properly apply and account for payments.

The Integrated Payables Vendor Portal helps corporations improve visibility into cash flow, reduce internal processing costs and accelerate payment collections for increased availability of funds. Payees in the Integrated Payables network receive automated email notifications concerning new payments posted to their registered accounts. Users are also able to receive payment and remittance information electronically and to download payment/ remittance data in a variety of industry standard formats for upload to an accounting system.

Improve visibility to incoming payments
The Integrated Payables online vendor portal helps improve visibility into cash flow and accelerate payment collections for quick availability of funds. The system automatically sends corporations notifications once payments are processed within the FIS network. This functionality improves visibility and allows the corporate receivable department to accurately forecast incoming payments— leaving more time for staff to focus collection efforts on customers with outstanding invoices.

- Calling campaigns
- Tailored emails
- Print & mail letter campaigns
- Vendor analysis
- Campaign management
- Bank account management

You can be secure knowing that your data is secure

Maintaining a database of vendor bank routing and account numbers is a massive responsibility

The potential for a data breach is a real risk and the loss of vendor data can lead to irreparable damage to your brand and reputation. FIS removes the burden of maintaining secure information in your location.

With Integrates Payables, the entire process was designed around availability and security. Understanding the importance of data privacy and security, the system provides a rigid, complete infrastructure designed to provide extensive security and control over payment and remittance data received from our customers.

Integrated Payables is compliant with the Payment Card Industry Data Security Standard v2.0 (PCI DSS).

Taking the burden of security off your shoulders
The US-based Data Center provides secure facilities for the Payment Services business-critical computing. The Data Center offers redundant environmental and electrical facilities to ensure that single component failures do not affect customer's operations. FIS' private network backbone is designed to deliver continuous availability. FIS Managed Security Services provides the tools and support to safeguard the system from internal and external attacks. A FIS dedicated Security Operations Center provides 24/7 vulnerability monitoring and management.

Keeping the payment archive online and impenetrable
Access to historical payment data is a key requirement for many organizations. With Integrated Payables, payment information is stored in a secure archive that can be viewed online. Payers can also use the power of the Integrated Payables archive to store information from wire transfers

and financial electronic data interchange (EDI) records. By allowing the online presentment of these other payment mechanisms, the Integrated Payables archive can provide a single, secure warehouse for all payment transactions, leading to improvements in accounts payable processes.

Full HIPAA policy and training
In addition to data security and data protection policies and controls that are provided through FIS' Information Security Policy and its supporting procedures and operations, FIS has in place a full HIPAA Policy and undertakes HIPAA training for staff. Staff is trained in data protection and privacy for PII, PHI, and sensitive data. Annual security training for all staff includes data protection and security.

Keep control, lose the hassle

Send files your way
Payers can submit data files using a variety of file formats, minimizing the IT involvement necessary to pull and format the files from your system. Many payment service providers require a specific file format, which requires development and IT involvement, in order to produce a suitable file.

Centralized administration – an extension of your AP group
Integrated Payables allows centralized users where companies can set up an unlimited number of users within the corporation who would require access to the service. The service also offers configurable security controls that can restrict access levels of specific users within the application. This functionality allows corporate receivable departments to unify the processing of payments and also grant access to remote users if necessary.

Accelerate collection of funds
With Integrated Payables, corporations are enabled to receive both payment and remittance information at the same time, so payments are reconciled to invoices quickly and accurately. The service offers on-demand electronic payment images and invoice remittance details that are accessible to corporations via a secure supplier web portal.

In addition, the payment and remittance data download option provides users the flexibility of obtaining payment and remittance data in any of the following file formats: CSV, XML, STP820, BAI2 and the standard FIS Receivables (GETPAID) format. This ability eliminates the time-consuming process of reconciling payments to invoices and entering data by hand. Instead, downloaded files can be easily uploaded to the corporate accounting system for accurate and efficient posting to customer accounts.
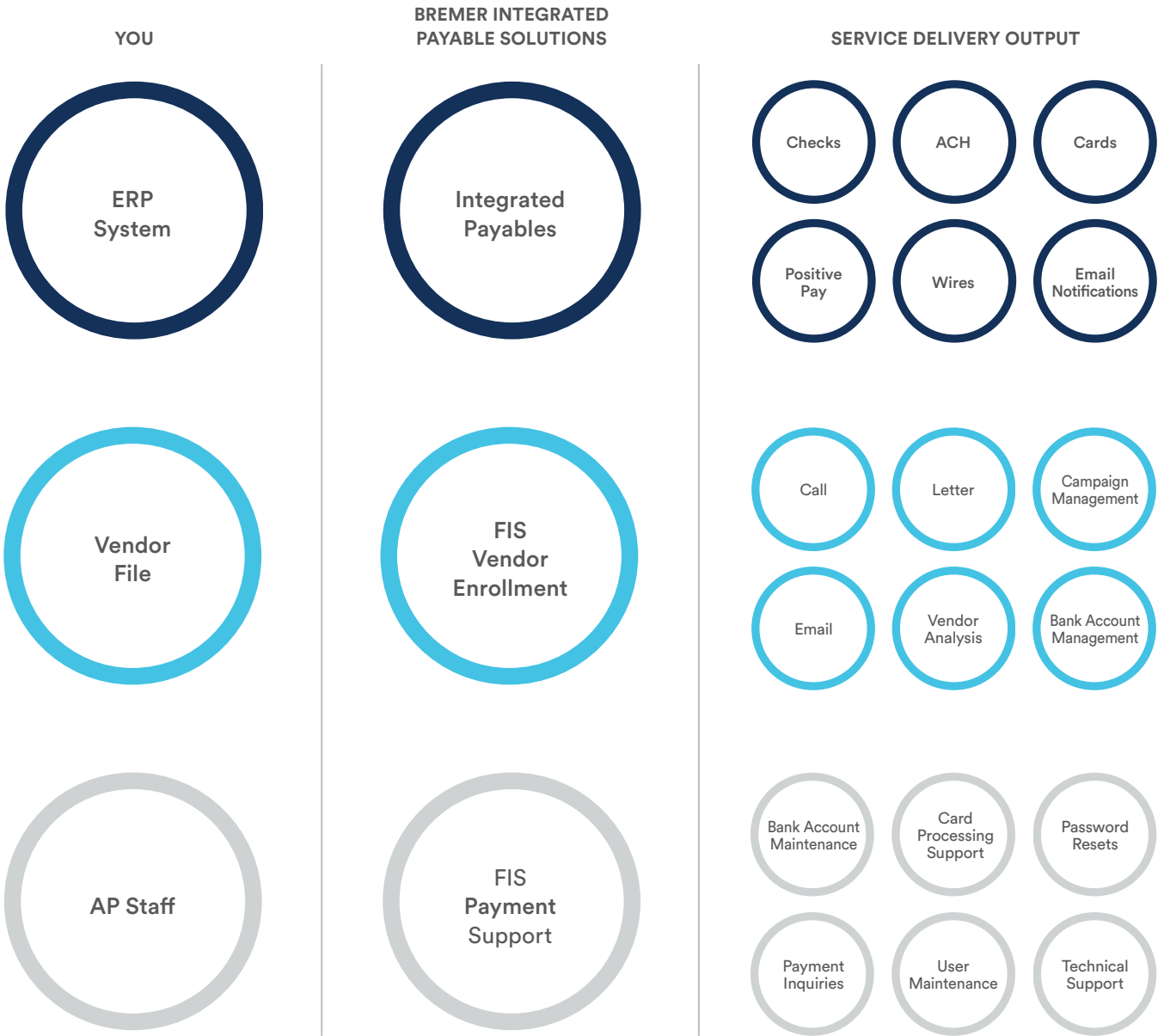
Leave the check behind

Corporates are seeking ways to improve efficiencies, reduce costs and increase revenue. Common challenges are:

- Reducing budgets
- Finding new revenue opportunities
- Improving cash management
- Centralizing AP operations
- Consolidating multiple ERP systems
- Outsourcing non-core business functions
- Reducing banking costs

Core business functions create a value stream and give companies a competitive edge. Spending time and resources on non-core activities detract from what they do best. For organizations that print paper checks, the process of printing checks, stuffing envelopes and mailing can overwhelm even the most efficient accounting team. Maintaining banking connections and managing vendor banking information does nothing to help keep up with competitors, enhance productivity and most importantly, increase profitability.

YOU

BREMER INTEGRATED PAYABLE SOLUTIONS

SERVICE DELIVERY OUTPUT

ERP System

Integrated Payables

Checks

ACH

Cards

Positive Pay

Wires

Email Notifications

Vendor File

FIS Vendor Enrollment

Call

Letter

Campaign Management

Email

Vendor Analysis

Bank Account Management

AP Staff

FIS Payment Support

Bank Account Maintenance

Card Processing Support

Password Resets

Payment Inquiries

User Maintenance

Technical Support

B

Straight answers, smart solutions and solid advice.

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