

## Ten reasons to integrate receivable payments with your accounting solution



### 1. Improve cash flow

When you integrate all your points of payment directly to your bank for settlement—and to your accounting system for reconciliation—you maximize your cash flow. Sitting on checks and receipts minimizes your cash position, which impacts your business's liquidity.

### 2. Optimize sales channels

Check/ACH and credit card payments that don't integrate directly to your accounting system are not optimized for sales execution and back-office efficiencies, therefore increasing costs of sales.

### 3. Eliminate manual data entry

Manually entering data in both a payment solution and an accounting solution doubles the time it takes to complete the payments process. By integrating your payments environment, you can reduce time spent on accounts receivable (A/R) processing so you can spend more time on revenue-generating opportunities.

### 4. Automate the reconciliation process

Duplicate data entry also results in more manual errors, which someone has to untangle and reconcile. When payments automatically synch with the accounting system, errors are reduced, and posting and reconciliation are streamlined, saving time and money.

### 5. Organize your payments environment

Managing and reconciling multiple payment types can be a hassle. An advanced, integrated payments portal can offer web and mobile access to a reporting dashboard, merchant statement, billing support, a single toll-free customer support line, and administration of all your connected payment devices, applications, and services, including your accounting system.

### 6. Improve your PCI compliance situation

Payment Card Industry (PCI)-certified payment platforms can improve your PCI compliance as a merchant. These payment platforms ensure all connected solutions, like your accounting software, never store or transmit unencrypted credit card data, removing them from the scope of PCI or PA-DSS. In return, your PCI audit is more streamlined. More importantly, your business is secure, and your customers' data is safe.

### 7. Improve your audit position

Manual processes, like duplicate data entry, increase auditor scrutiny and require additional sampling of data and processes, driving up your costs and use of resources. Automating those manual payment processes can cut costs on financial and regulatory audits.

### 8. Gain the value of consolidation

When an automated and integrated payments environment is offered by a single vendor or consortium, you benefit from price efficiencies across a spectrum of payment services and reduced cost and complexity of managing multiple vendors.

### 9. Take advantage of what's next

As the needs of your company grow and change, a scalable, sophisticated payments platform is more capable of adding advanced features and solutions, such as mobile payment apps, remote deposit capture, and prepaid credit cards. Traditional merchant accounts are standalone solutions that don't "connect" or offer opportunities to add additional payment services.

### 10. Do it because you can

High costs and heavy IT requirements for building custom solutions have previously made integrated payment systems an option for only larger businesses. Now, Sage offers an integrated payment solution so that you can easily and cost effectively streamline your receivable payment processing.

For more info, visit: [na.sage.com/us/sage-payment-solutions](http://na.sage.com/us/sage-payment-solutions) or contact us at 800-628-6583

For more information, contact your Sage business partner or customer account manager at 800-858-7095.