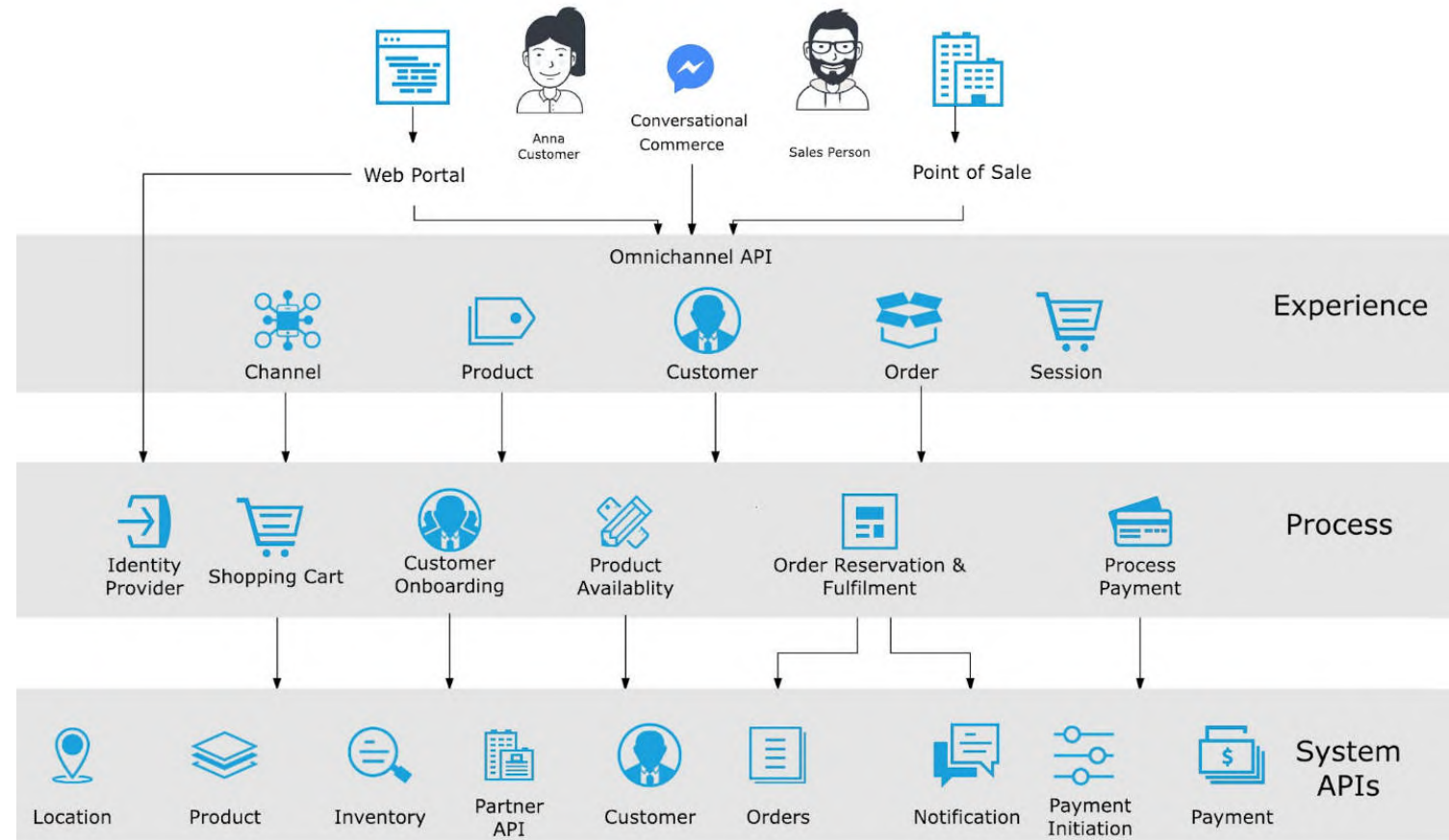




# B2B Onboarding

- The all-in-one solution that pushes your growth

There are many business models based on the B2B business which is characterized by long-term framework agreements. Digital design of this process significantly improves the speed and quality of onboarding with a valid contract as the result. Automation is particularly valuable for business models in which many business partners are to be taken on board in a short time.



# Digital Onboarding B2B

## Digitalization challenge

### ◆ B2B processes are more complex

When onboarding a company, the process is essentially the same as when onboarding private individuals. However, it is more demanding and extensive, because the additional information must be evaluated: the extract from the commercial register or tax information about the company. There is also a sanction and other blacklists check, as well as a money laundering check.

### ◆ Intelligent follow-up onboarding

A central key for the optimization of this process is the digital mapping of the roles or competence profiles of the people involved in the process. Because contracting requests from the business partner can only be automated and legally secure if the acting persons are known as "signatories" and are also "authorized".

### ◆ Digitalization with an early scan approach

With the so-called late scan, the paper documents are usually given to the service provider and centrally handled before so the scans can then be processed. But only the early scan, in which the end user is effectively included in the digitalization, saves manual and time-consuming handling of incoming documents.

# Digital Document Management

- **Configurable**

The necessary information about which documents must be provided by the customer in the course of the process is supplied via configuration

- **Self-served**

These can then be collected via upload snippets by customers as part of the corresponding process workflows

- **Legally secured**

Submission either via web upload with digital signing, or bankID document sharing

- **Transparent**

On the one hand, the customer can see very transparently which documents he has submitted; on the other hand, the service provider checks and approve the incoming documents in a revision-proof manner

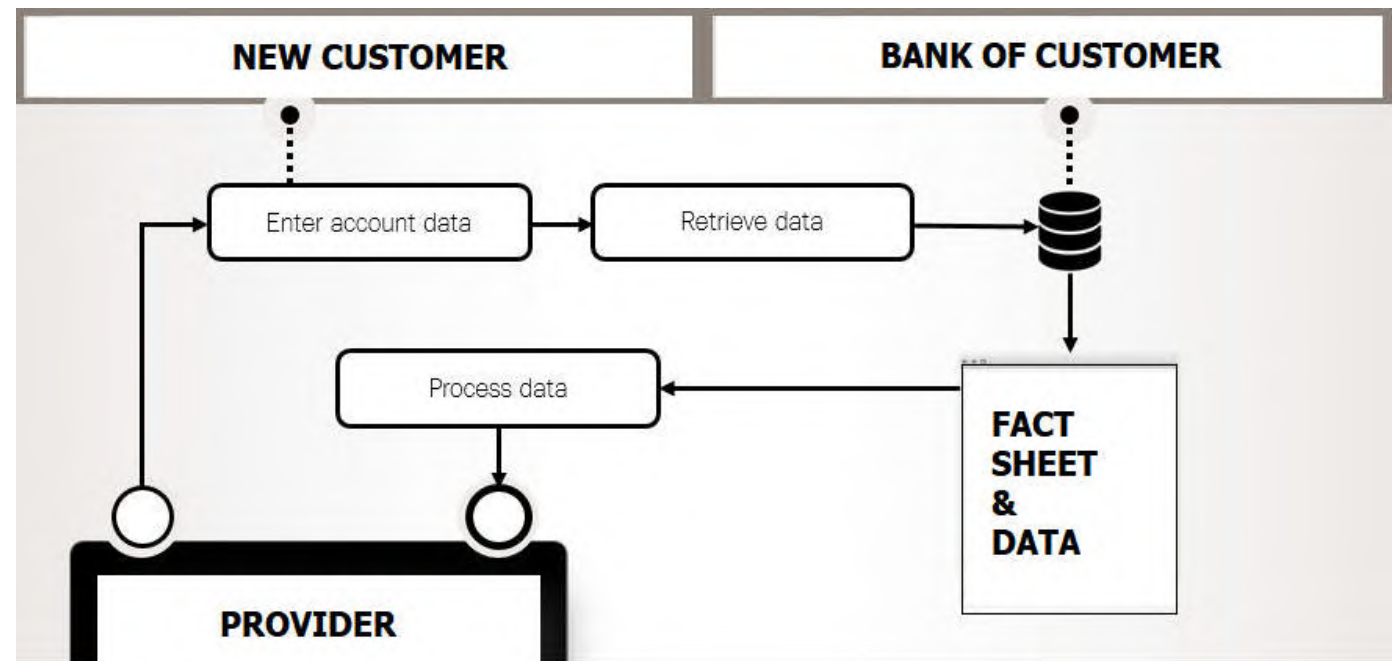
- **Automated**

As soon as all documents have been fully checked, the further process steps, e.g. installation payments can be initiated

The services provider, in turn, can only evaluate the data on the basis of their plausibility. Digital solutions can simplify the collecting of standard and special documents process for all parties involved and lead to an increase in the services provider's closure rate

- Validation check of the account holder's financial situation
- Data in application for onboarding are directly processed, no need for manual input or checks

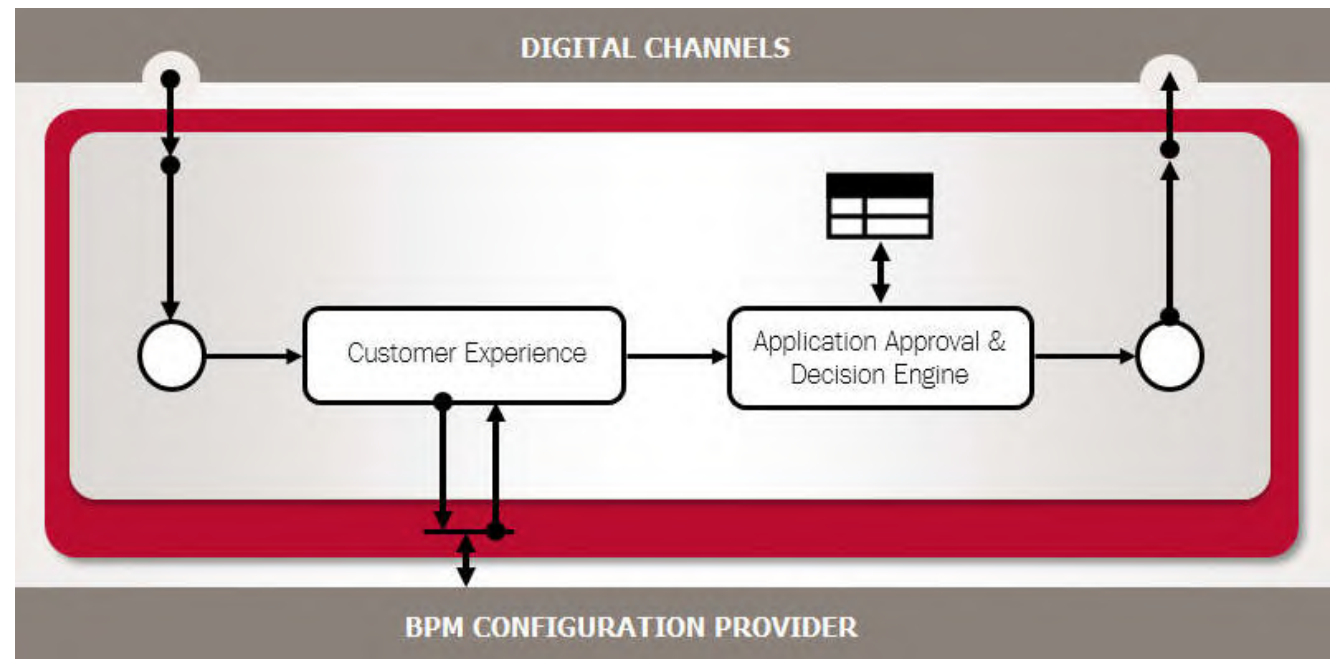
## Digital BankID Check



The business process "Approval Management" supports all risk-oriented decisions relating to the business relationship with customers and other stakeholders. Binding approvals can be granted with the aid of external checks (bankID information), assessment and risk-aware decision-making on the basis of individual B2B guidelines

- Automated processing of data by means of rule-based decision-making processes including identification and approval
- Customization for updating decision-making parameters and workflows for individual customers (e.g. determination of decision-making subject to subscriber's base)
- Simple integration into digital channels systems through REST interface

## Approval Management





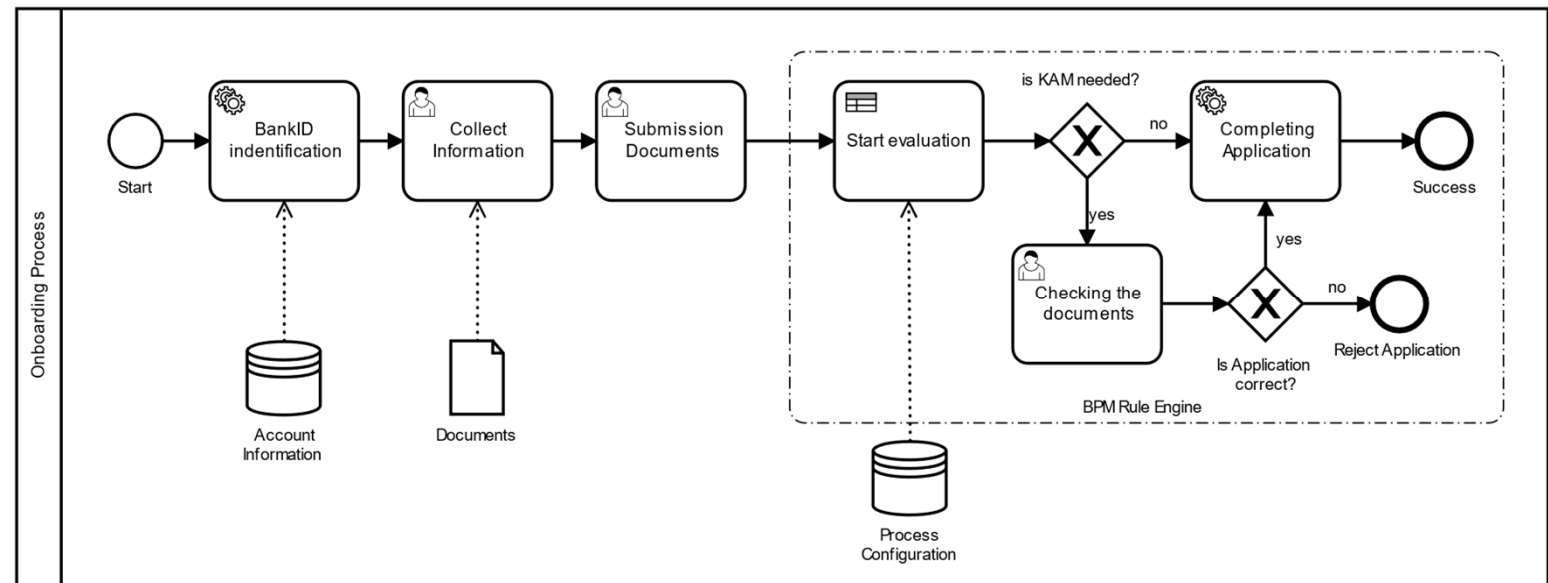
## ◆ BPM process management

Modern customer onboarding consistently supports the goals of optimum market, customer and quality orientation. In this respect structured BPM are capable of reacting dynamically to changes at any given time

## ◆ BankID

The identification and document sharing together with Approval makes possible comprehensive scrutiny of companies participating in the B2B onboarding process.

### Case: Application Processes





# Advantages at a Glance

Make diversification of  
your business with  
WideCoup BSS

Convergent billing to  
account all services within  
one system

All-in-one billing of Your  
Core Business

- **Specific workflows** with BPMN
- **Individual input parameters** from the BSS system
- **Simple integration** with domain-driven architecture
- **Predictive analysis possibility** from typical user behaviour
- **Cost optimisation** with the modular structure of the MEF.DEV platform





# Automate onboarding routine

Get rid of boring and time-consuming accounting tasks with automated onboarding for legal entities

Account Number: 101022018171  
Mode: Core Account

Account Balance: 35.00  
Currency: USD

Creation Date: 2021-12-26  
Last Update: 2022-01-04

Account Type: Juridical Person

Tax Profile: VAT 20% Change

Legal Entity Form: Limited Liability Company

Company Name: Simple Company Inc. Change

Delivery Method: PDF by email Change Language: English

Contact Person: Adam Smith

Contact Email: adamsmith@simplecompany.com Change

Contact Phone: 1 (101) 123-45-67

Additional Attribute: Invoice delivery email (PDF)

Attribute Value: accountant@simplecompany.com

Payment type: Bank & Cash Change Business UID: 1022919801 Change

Country: USA

Registration Address: 501 Silverside Rd Str. 105  
Wilmington, DE 19809  
USA Change

Delivery Address: 501 Silverside Rd Str. 105  
Wilmington, DE 19809  
USA Change

Registration Data:

DATA	VALUE
Taxpayer Identification Number:	102816109201
VAT Payer Certificate Number:	102201-91AD

Contracts:

NUMBER	SIGN DATE	TYPE	START	END
12-0AS	Sign now	Main (inactive)	21/10/22	21/10/23
1-0AS	21/10/21	Main (closed)	21/10/21	21/10/22

Save Cancel

# Contact Us

---

R&D office  
Kyiv, Ukraine

E-mail: [sales@natec.tech](mailto:sales@natec.tech)  
Web-site:  
<https://natec.tech>

Request a demo to find out more about the  
solution and how it could be applied to  
solving your business issues

