

AvidXchange Talking Points for Relyco

June 19, 2013

What does AvidXchange do?

AvidXchange revolutionizes the way companies pay their bills by automating invoice and bill payment processing. We are automation experts and have been automating companies' bill payment processes for more than 10 years to reduce costs, improve productivity, and eliminate paper from their bill payment process.

Our team of automation experts can automate your bill payment process in 45 days--guaranteed!

AvidXchange provides accounts payable solutions that streamlines invoice capture, intelligently routes approvals and automates payments reducing costs, improving productivity and eliminating paper from the process.

As the first SaaS technology vendor to automate invoice processing, AvidXchange works with vendors to electronically send and receive invoices and has standard integration to over 35+ accounting systems.

Our specialized analytics, Energy and Telecom services, provide increased visibility into hidden costs to reduce operating expenses.

AvidInvoice

Top 5 talking points:

1. Save up to 60% in Bill Pay processing costs and triple your productivity, taking your invoice processing time from an average of 28 days to 2.7 days.
2. Eliminate 100% of paper invoices.
3. Specialized services can help you reduce costs and gain control of your energy spend and utility bills.
4. Easy to implement with a 45-day implementation guarantee.
5. Seamlessly integrated to over 35+ accounting systems.

Keywords/phrases to listen for: accounts payable automation, paperless, tired of dealing with paper invoices, eliminating paper invoices, making my business more efficient.

Questions to prompt conversation:

How many invoices do you process per month?

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Do you still process paper invoices?

What processes would you like to improve to increase productivity within your company?

Do you know how much it costs to process one invoice?

What would you like to change about your current AP process?

AvidPay

Top 5 talking points:

1. Eliminate printing, paper check, postage and fraud costs. AvidPay can handle 100% of your payments. You never have to print, stuff, or mail another check again, which will reduce your payment costs by an average of 50% or more.
2. Works with every vendor, every bank, and every invoice.
3. Real-time access and full visibility into payment status so you can easily pay, track and reconcile.
4. Eliminates the need to manage vendor ACH banking information. AvidPay maintains vendor payment information and preferences for you, and actively enrolls vendors for ePayments.
5. Seamlessly integrated to over 35+ accounting systems.

Keywords/phrases to listen for: payment automation, e-payments, tired of dealing with paper checks, electronic payments, eliminating paper checks.

Questions to prompt conversation:

How many payments do you process per month?

Are you interesting in eliminating the process of printing paper checks?

Are you looking for ways to improve productivity within your company?

Do you know how much it costs to process one check?

What would you change about your current payment process?