



# THE 7

## Biggest B2B Payments *Myths*



# DEBUNKED



## MYTH Nº 1

# “Paper checks aren’t so bad”

## IN PRACTICE

Compared to paper checks, B2B payments made and received electronically **through an A2A solution cost less**, create fewer errors, provide better visibility, and are less likely to be bogus.



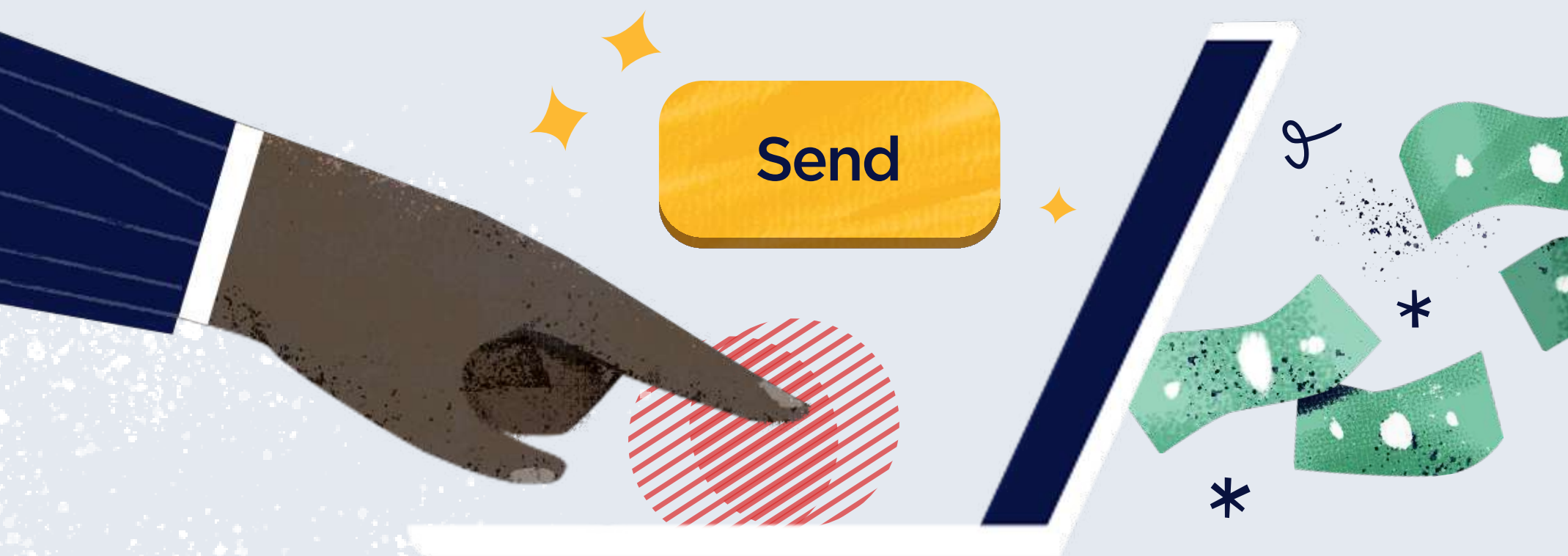


## MYTH Nº 2

“Making and receiving electronic payments costs too much.”

### IN PRACTICE

Paying a supplier with a paper check can cost 30 times more than an Automated Clearing House (ACH) transaction, NACHA research finds. **And compared to electronic processes, manual payment processes costs +\$22 per transaction.**





## MYTH N° 3

“My suppliers will not accept electronic payments.”

### IN PRACTICE

60%



OF CORPORATE TREASURERS SAY MANUAL PROCESSES ARE THEIR TOP CHALLENGE.

Treasurers from large corporations to small businesses are looking for ways to streamline their finance operations.



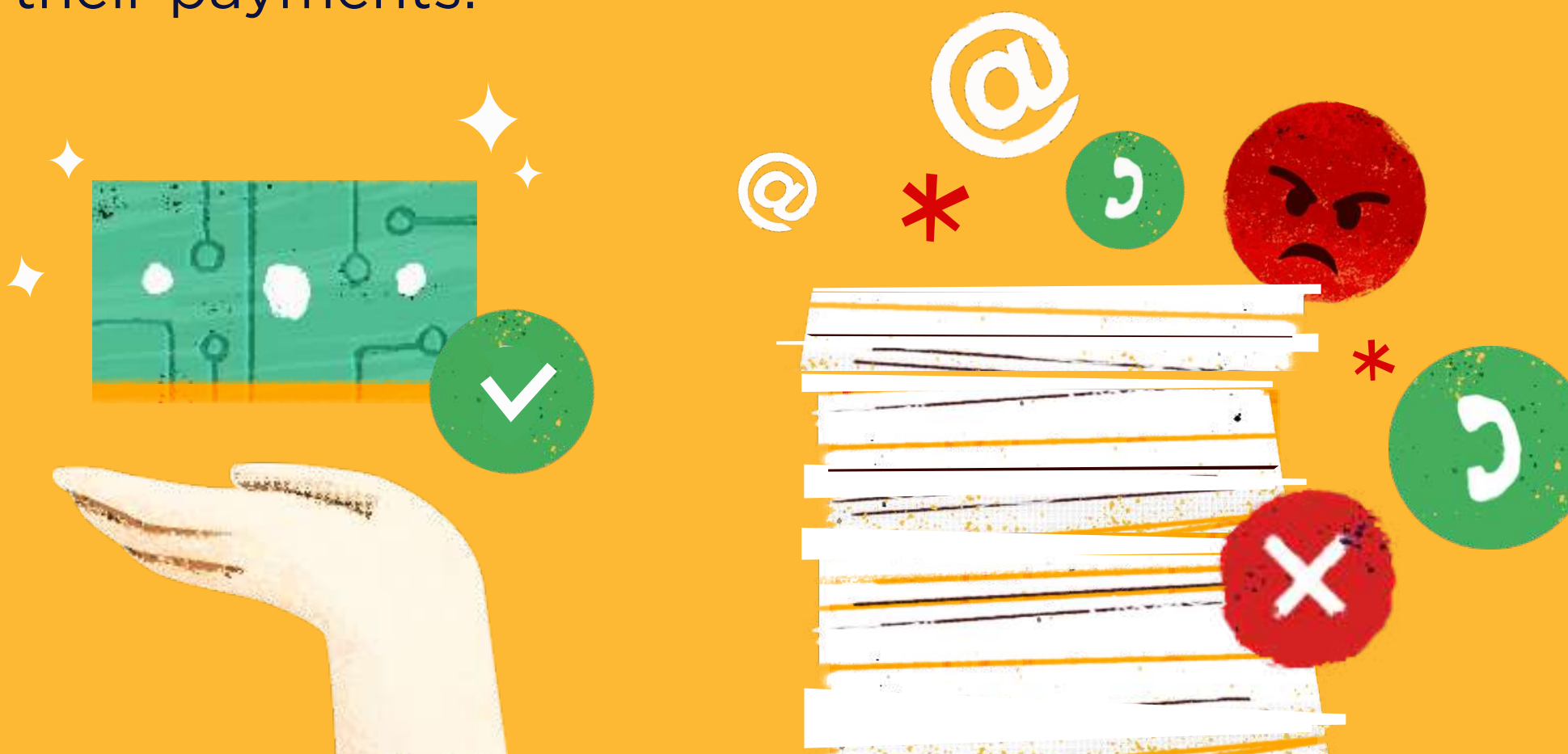
## MYTH Nº 4

“My internal stakeholders won’t adopt electronic payments.”

### IN PRACTICE

Accounts payable & receivable professionals spend their days bogged down by a seemingly endless list of repetitive manual payments.

Slow check payments result in stakeholders across the enterprise receiving lots of phone calls and e-mails from frustrated suppliers about the status of their payments.



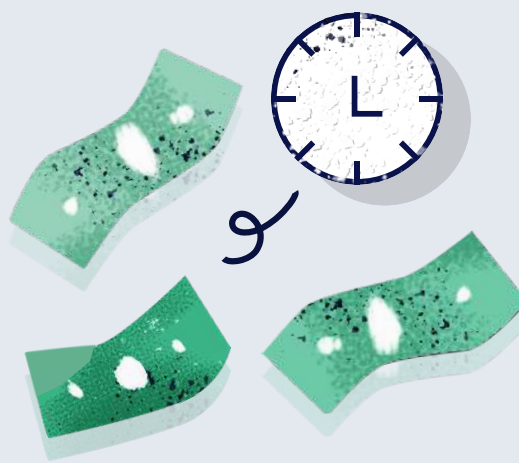


## MYTH Nº 5

“My CFO thinks paper checks are good enough.”

### IN PRACTICE

91%



**OF B2B MERCHANTS IN THE UNITED STATES EXPERIENCE LATE PAYMENTS BY THEIR B2B CUSTOMERS.**

The inefficiencies and mail float associated with paper checks is a big cause of payment delays.



## MYTH N° 6

“My legacy systems won’t support electronic payments.”

### IN PRACTICE

Paper processes, closed-loop systems and a lack of ERP integration make it difficult for buyers and suppliers.

Leading **A2A solutions** provide integration tools for connecting to any bank and ERP or accounting system with minimal IT involvement.





MYTH Nº 7

# “Electronic payments are too risky.”

IN PRACTICE

BUSINESS HAVE LOST A TOTAL OF

**\$3 Billion**



FROM PAYMENTS MADE TO FRAUDSTERS  
THROUGH BUSINESS EMAIL COMPROMISE.

**A2A solutions** mitigate the risk of payment fraud. A centralized business directory validates a supplier's identity. Unlike paper check payments, real-time payments (RTP) cannot be intercepted or whitewashed.





**FOR MORE INSIGHTS ALL AROUND  
PAYMENTS AND HOW YOUR BUSINESS,  
CORPORATION OR INSTITUTION CAN  
LEVERAGE TECHNOLOGY TO IMPROVE  
PAYMENTS PROCESSES,**

**HEAD  
TO OUR  
BLOG**