

Digitize to thrive

How digitizing the order-to-cash cycle can benefit customers, employees and business finances in the transportation sector

STATE OF THE INDUSTRY	MISSED OPPORTUNITY
DRIVER SHORTAGES U.S. transportation was 60,000 drivers short in 2018	PROCESS INTEGRATION Transform inefficient financial processes into a single seamless order-to-cash cycle
RISING COSTS Driver wages have risen more than 15% in the last five years	OPERATIONAL EFFICIENCY Cut the time and cost of manual processes and improve accuracy through automation
HIGHER EXPECTATIONS Customers want to order online and pay on their terms	CUSTOMER SATISFACTION Let customers order online, get bills electronically and pay by credit card
INEFFICIENT PROCESSES 70% of transportation CEOs say fixing them is their #1 priority	ACCELERATE CASH Speed up the whole order-to-cash process and release cash to the business faster

How to digitize order-to-cash



CREDIT

Digitize by putting credit applications online to improve risk management and reduce friction between sales and finance.

Billtrust helps you process credit applications quickly and automatically, monitor your whole portfolio, and combine internal and external data.



ORDER

Digitize by letting customers order online to speed up purchasing, improve customer satisfaction and get data right from the start.

Billtrust helps you build your own web store, add your branding and link data across the lifecycle.



INVOICING

Automating invoicing cuts out manual work, makes invoices more accurate, reduces queries and disputes, and speeds up payment and reconciliation.

Billtrust helps you offer your customers every billing format: print, mail, fax, email, EIPP and even directly into their accounts payable portal.



PAYMENTS

Digitizing payments lets you offer credit card payments without prohibitive costs, reduces labor through automation, and means payments are secure and compliant.

Billtrust helps you capture virtual card numbers and apply cash automatically, integrate with ERP systems and encourage electronic payment methods.



CASH APPLICATION

Digitizing cash application improves accuracy and speed of reconciliation, allowing faster access to cash.

Billtrust helps you cut data entry costs, perform smart matching, investigate exceptions and post to an ERP system.



COLLECTIONS

Replacing spreadsheets helps you prioritize accounts, automate customer contact and improve success rates.

Billtrust helps you prioritize accounts strategically, reduce the average age of debt and give customers a good experience.

\$85k

reduction in remote capture fees and total elimination of manual data entry for Southeastern Freight Lines.

[Read the full case study >](#)

21%

boost in auto-posting and \$60,000 saved in bank fees by an international transportation company.

[Learn about Billtrust and transportation >](#)

It's critical to digitize the entire order-to-cash cycle as an integrated process. With Billtrust you will get the scalability you need, mitigate rising cost and secure competitive advantage.

