VERSAPAY

MOVE FORWARD WITH CONFIDENCE

The cost of staying is higher than the cost of switching

56% of finance leaders expect accounts receivable automation to deliver $1 million or more in annual cash and cost benefits. These gains remain unrealized when platforms and partners don't deliver.

What feels safe today is quietly stalling progress

BARRIER 1 Disconnected modules	When invoicing, collections, and payments live in separate logins, you end up filling the gap manually. Every hand-off between modules is a place where data is lost and time is wasted.
BARRIER 2 Cash application match rates	Low match rates mean more exceptions, more manual reviews, and more time spent on work that could be automated. You end up compensating with spreadsheets and inbox triage.
BARRIER 3 Ticket-based support	First-come, first-served isn't built for outcomes. When complex issues are triaged the same way password resets are, operators are left waiting in queues while momentum stalls and DSO climbs.
BARRIER 4 Implementation drag	Time-and-materials billing models lead to delays and unexpected costs. When implementations lag, and you're penalized, it's clear your partner is more focused on revenue than your success.

The biggest risk isn't change, it's inertia

~60% The typical cash application match rate for teams relying on legacy automation platforms.

60+ days Reported delays in file exchanges during implementations; time you're paying for without seeing value.

$1M+ Annual cash and cost benefits finance leaders expect from automation. The gap between expectation and reality is the support model.

Build the case

The cost of staying put is compounding. Every quarter you spend working around a broken support model is a quarter of unrealized automation value. DSO won't improve on its own, and the gap between what automation should deliver and what it is delivering widens over time.

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What switching to Versapay actually looks like

	Your current platform	What Versapay delivers
Platform architecture	Separate modules with distinct logins, limited data sharing, and expensive middleware required for ERP integration	A connected platform where invoicing, collections, cash application, and payments share context — no middleware, no manual stitching
Cash application	Match rates at or below 60%, with high exception volumes requiring manual review and inbox triage	AI-powered matching with 90%+ processing rates, fewer exceptions, and faster postings
Support model	Ticket queues, first-come, first-served triage, limited strategic guidance, and support that's disconnected from outcomes	From implementation through go-live and beyond, you have named contacts, a clear roadmap, and a team that measures its success by yours, not by ticket resolution time
Implementation	Time-and-materials billing, extended timelines, and a high internal lift requirement from IT	From contract-to-cash in 90-days, and a dedicated implementation team that owns the outcome alongside you
Ongoing partnership	Reactive support that responds to problems after they surface	Proactive guidance: roadmaps, check-ins, and a team that stays accountable through adoption, not just go-live

> "Getting up and running with Versapay was seamless. The implementation process went incredibly smooth and knowing we had a dedicated person at Versapay to support us through it was huge. **They are a true example of what customer service looks like.**"
>
> **Shirley Grimes**, Accounts Receivable Supervisor, Gulf Coast Panama Jack

Build the case

You're not just choosing a new software, you're choosing a new partner. The question isn't just which software has better features, it's which vendor will stay accountable to outcomes, through implementation and beyond.

Connect your day-to-day work to real outcomes with a unified accounts receivable automation platform built for flexibility

Partner with a vendor who understands where you're starting, maps the path forward, and guides you through change without disruption or heroics. Versapay's faster, more collaborative, and lower-risk path to accounts receivable transformation delivers measurable results in as little as 3 months.

What to expect in the first 90-days:

10 to 20%

Average improvement in days sales outstanding

Gulf Coast Panama Jack reduced their DSO 67%, lowering it from 30 to 10

70 to 85%

Customer adoption of electronic payments

97% of Laticrete's customers are using Versapay to access invoices and make payments

+50%

Reduction in paper checks

According to Forrester, Versapay reduced paper check payments for a composite customer by 70%

What to expect long-term*:

* Based on aggregate customer outcomes

50%

Less time managing receivables

25%

Faster payments

30%

Fewer past-due invoices

60%

Reduction in DSO

> "We've transformed our **finance operations from a manual mess to a streamlined, strategic advantage**; saved the cost of an FTE; and reduced DSO significantly."
>
> **Danny Ng**, VP of Finance, Crystorama

Build the case

Implementation risks are lower than advertised. The biggest fear to switching is disruption, but implementation drag is already happening. A partner with a defined onboarding process, named contacts, and a faster time-to-value track record de-risks a move significantly.

Talk with an expert about migrating to Versapay