

# REPAY<sup>®</sup>

Realtime Electronic Payments

**Revolutionize** AR and AP  
Payment Processes

# Nicole Benitez

Account Executive



# Our Company

- ⌘ Founded in 2006
- ⌘ Headquartered in Atlanta, with staff located across the U.S.
- ⌘ Publicly traded as of July 2019, **NASDAQ: RPAY**
- ⌘ Experienced board with deep payments expertise
- ⌘ Relationships with multiple banks for uninterrupted processing and access to funds
- ⌘ Industry compliance and member of over 30 state and national associations



**Certified as a Great  
Place to Work**  
2017-2022



**Proud PayTech  
Women supporter**

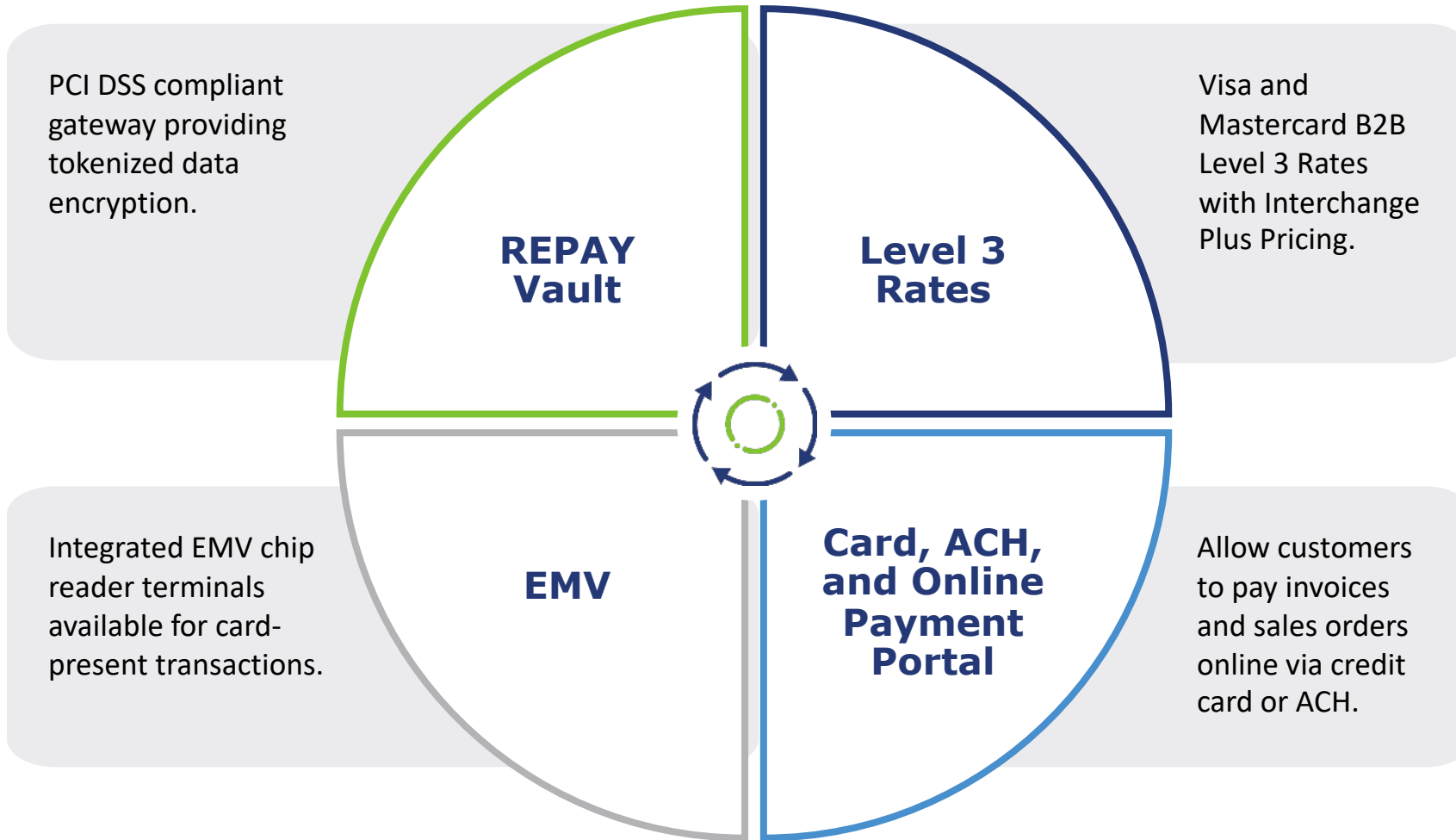


**Are your accounts payable and accounts receivable teams wasting hours manually processing payments and paper checks?**

REPAY's all-in-one payment solutions simplify AP and AR processes to automate workflows, optimize cash flow and improve vendor relations.

# Payment Acceptance

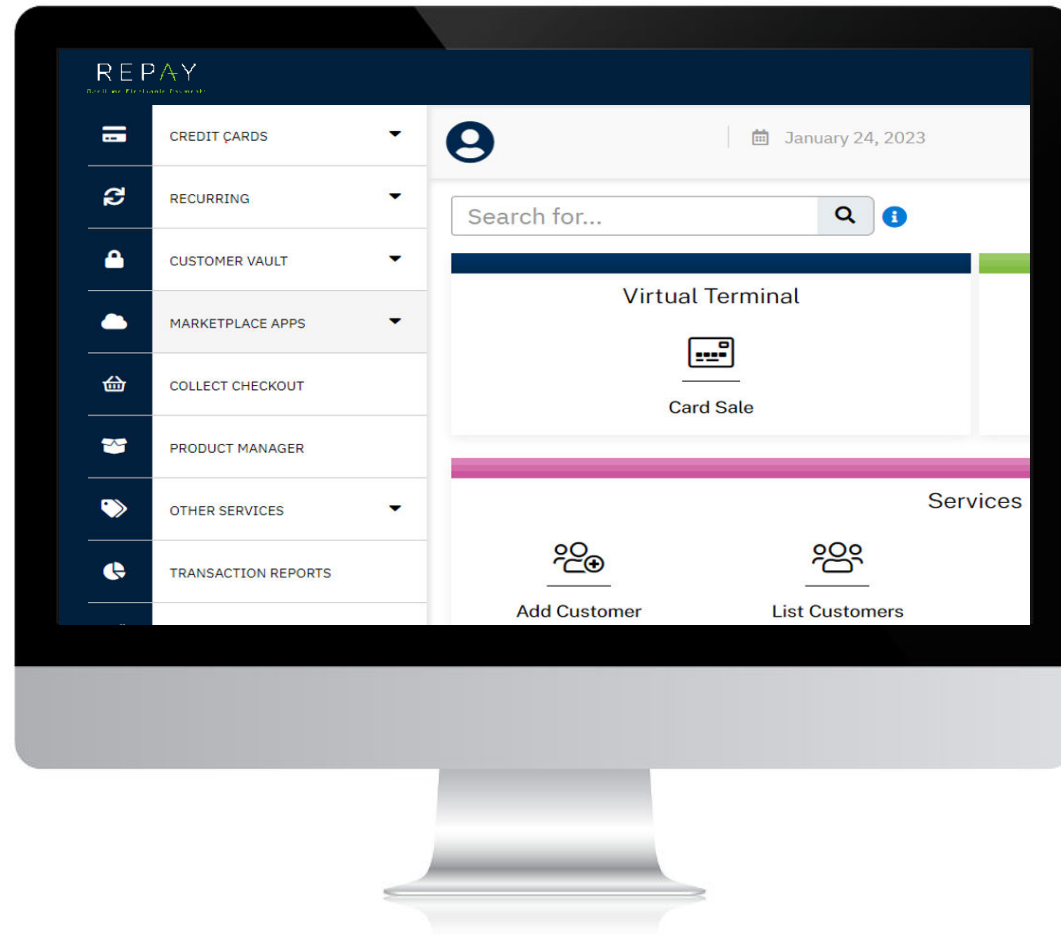
## What You've Known REPAY for...



# Integrated with REPAY

Sage 100

**Sage** Tech Partner



 **Magento®**  
An Adobe Company

 **BIGCOMMERCE**

**MIVA**

 **WOO COMMERCE**

 **PrestaShop**

 **salesforce**

**REPAY**  
Realtime Electronic Payments



# Experience **AR** Efficiencies

REPAY's AR payment solutions simplify how businesses accept payments to optimize cash flow and eliminate complicated processes.



- ⌘ Digital payment capabilities enable business customers to pay their preferred way
  - ⌘ Credit and debit card, ACH, Level 3, multi-currency
  - ⌘ Omni channel payment options including ERP Integrated Payments, ClickToPay, Customer Portal, Customizable Virtual Terminal, E-commerce integrated payments, and even EMV integrated devices and hardware
- ⌘ Comprehensive reporting tools reduce time spent tracking and managing payments
- ⌘ Turnkey integrations eliminate time-consuming file imports and software updates
- ⌘ PCI DSS and industry compliant for secure processing

# What is an **All-In-One** Payment Provider?

Whether you make B2B payments or collect them, REPAY's payment technology can simplify and optimize all payments without requiring separate systems.

- ⌘ One-stop shop for making and receiving payments
- ⌘ A trusted advisor to verify and enable transactions, regardless of payment channel

***The payment industry is constantly changing and evolving. To stay ahead of the curve, partner with an **all-in-one payment provider who can be your single-source for all things payment-related.*****



# The Benefits of **Simplifying** Payment Processes



**19**

Number of hours per  
week saved spent  
processing invoices



**59%**

Decline in delayed  
payment and  
reimbursement approval



**60%**

Reduction in  
instances of  
missing invoices

# Established & Always Growing



**\$27.2B**

Annual Card  
Payment Volume



**252**

Software  
Integrations



**24,500+**

Active  
Clients



**195,000+**

Vendors and  
Suppliers Enrolled

# **REGAIN CONTROL WITH AP AUTOMATION**



# Automated AP Payments

REPAY's AP automation digitizes the entire outbound payment process to vendors and suppliers, leveraging technology to streamline operations, improve accuracy and reduce costs.

- ⌘ Eliminate paper checks and processing costs
- ⌘ Pay vendors using their preferred method
- ⌘ Improve vendor relations by paying on time
- ⌘ Track and update payments automatically
- ⌘ Reconcile easily with robust reporting
- ⌘ Remove double reconciliation and human error

**Save an average of \$8 per transaction  
when you eliminate paper processes!**



# Streamlined Enrollment and Processes



## Vendor Enablement

- ⌵ Our team conducts vendor setup by contacting them to verify their payment preferences, including ACH and virtual card.
- ⌵ From within your accounting platform, simply click approve to send the funds and track each payment in real time.



## Virtual Cards

- ⌵ Minimize risk and maximize rebates through virtual cards for vendor payments.
- ⌵ Earn significant rebates to put back into your business.





# Performance Automotive Case Study

- ⌘ Performance Automotive Network saw drastic savings and improvement in the payables process.
- ⌘ In the first month, 76% of payments were processed electronically and 56% of the volume was paid via virtual credit card - which earned Performance Automotive back a rebate.

*"We spend much less time logging into websites to pay bills, tracking down open payments, and signing and stuffing hundreds of checks every month."*  
Jayson Kincaid, CFO

- ⌘ Read More! <https://info.repay.com/performanceautomotiveocasestudy>

The graphic is a customer case study for REPAY and Performance Automotive Network. It features a blue header with the REPAY logo (Realtime Electronic Payments) and the Performance Automotive Network logo. Below the header is a circular image showing a car's interior. The main title is 'Customer Case Study' with the subtitle 'Wholesaler/Distributor Streamlines and Automates Payment Processing'. The content is divided into two columns. The left column lists customer details: Performance Automotive Network, DMS DealerBuilt, Average Savings per Transaction \$4, New Vendor Discounts \$9, Typical Savings per Transaction \$11, and Payments By Amount (24% for Check Payments, 20% for ACH Payments, 56% for Virtual Card Payments). The right column is titled 'Performance Automotive Simplifies AP and Cuts Significant Cost In Just One Month' and describes the company's history and the challenges they faced with manual payment processing. It includes a quote from Jayson Kincaid, CFO, about the efficiency gains from using REPAY. The footer contains the REPAY logo and contact information: repay.com and info@repay.com.

**REPAY** + **PERFORMANCE AUTOMOTIVE NETWORK**  
Realtime Electronic Payments

## Customer Case Study

Wholesaler/Distributor Streamlines and Automates Payment Processing

**Customer**  
Performance Automotive Network

**DMS**  
DealerBuilt

**Average Savings per Transaction**  
\$4

**New Vendor Discounts**  
\$9

**Typical Savings per Transaction**  
\$11

**Payments By Amount**

24% Amount for Check Payments  
20% Amount for ACH Payments  
56% Amount for Virtual Card Payments

**Performance Automotive Simplifies AP and Cuts Significant Cost In Just One Month**

Performance Automotive Network is a family-owned business operating for over 40 years. Based in Cincinnati, OH, the automotive company also has franchise locations in the Centerville, OH, Columbus, OH, and Greater Salt Lake City, UT areas. Recent expansions to their operation have brought the total number of franchises to 26, with a growing number of customers as well.

**The Challenge**

Performance Automotive was sending payments to vendors using multiple methods. They were cutting checks for many vendors, using credit cards when possible, and sending ACH payments to others. With hundreds of payments every month and different methods for multiple vendors, the process was lengthy and complicated. Authorizing and reconciling all of the payments across the different methods required many hours of labor. They spent many hours manually notifying vendors who paid electronically of the detailed remittance data.

*"Their integration to DealerBuilt made it possible to start processing payments quickly without any IT or Accounting resources from us. We have experienced dramatic efficiency gains by paying our vendors. We spend much less time logging into websites to pay bills, tracking down open payments, and signing and stuffing hundreds of checks every month."*

-Jayson Kincaid, CFO

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# Integrated Sage 100 AP Vendor Payments

- Your Sage 100 ERP solution is the backbone to your business. REPAY provides you with a simple and effective Sage Accounts Payable (AP) Vendor Payments integration that allows you to reduce accounts payable costs, streamline AP, automatically capture discounts, and mitigate risk by preventing fraud.
- Look us up! <https://partners.repay.com/sage100-ap-vendor-payments?ref=chortek23>



The image shows a promotional banner for REPAY's Sage 100 Vendor Payments Automation. The banner features the REPAY logo, the Sage 100 logo, and a 'Sage Tech Partner' badge. Below the logos, there is a circular image of three people looking at a laptop. The main text on the banner reads 'Sage 100 Vendor Payments Automation'.

**Streamline Vendor Payments to Save Time**

REPAY's automated accounts payable (AP) solution allows you to reduce the costs of paying vendors by check. From within Sage 100, approve invoices remotely, pay vendors and reduce AP costs.

- Maximize monthly rebates from virtual card spend
- Approve large payment batches quickly and efficiently
- Easily reconcile payables immediately after approval
- Manage payments from multiple bank accounts through a single interface
- Automate emails for approvals and transfer of funds
- No module or subscription fees
- Set invoice approval user limits for tighter payment control

**Simplified and Optimized**

Checks are inefficient, time-consuming and costly. Our AP automation solution is a free service that simplifies and optimizes vendor payments without changing current accounting practices. Reconcile payables immediately after approval rather than waiting weeks for vendors to cash checks.

When it's time to pay an invoice, you review and approve the payment directly within Sage 100, then we handle the rest.

**Reduce Cost**

**Streamline Payments**

**Automatically Capture Discounts**

**Mitigate Risk & Prevent Fraud**

[partners.repay.com/sage100-ap-vendor-payments](https://partners.repay.com/sage100-ap-vendor-payments)

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# **Revolutionize Business**

**Integrate modern payment solutions into your  
existing accounting software or ERP.**

**REPAY is your single source for  
end-to-end payment management.**

**“I love that I don’t have to do double entry into my ERP system. The process for taking cards is so easy and there are so many ways to do it! The cost savings are amazing too!”**

- Michelle F



# Questions?

⌘ Your Payment Expert

⌘ Nicole Benitez  
Account Executive  
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# DRAWING!

## \$50 Gift Card



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