

SUPPLIER PERSPECTIVE

# The case for corporate card acceptance:

## Are you missing the benefits?



When suppliers accept corporate card payment options, they introduce a wealth of benefits. Corporate card acceptance increases total spend per buyer, encourages buyers to purchase more frequently, increases the likelihood of vendor selection in the RFP process and decreases buyer churn by increasing satisfaction.

### Streamline Collections



Eliminate invoice production and delivery



Reduce processing errors



Eliminate costly background checks

### Capture the Time Value of Money



Accelerate Day Sales Outstanding (DSO)

Offer substitute to early pay discounts



Improve spend visibility

with 24/7 online information, including enhanced reporting

### Reduce Risk of Non-Payment



Provide revenue assurance for risky accounts



Facilitate collections more cost effectively than using a third party

### Cost of Collections Methods



Wire: \$43.22



check: \$33.17



ACH: \$32.80



card: \$20.38

### Your Buyers' Preferences

49%  
of buyers

indicated they would increase purchasing if current non-accepting suppliers accepted card

82%  
of buyers

indicated an increase in satisfaction due to card acceptance

57%  
of buyers

indicated they would increase ordering frequency if suppliers accepted card

55%  
of buyers

indicated they were more likely to select a supplier that accepts card