



# COMMERCIAL SOLUTIONS

## How Can Businesses Improve Their Payment Processes?

Commercial customers are continually looking for ways to streamline their banking and payment efficiencies. In addition to dissatisfaction with slow, outdated paper-based processes, most financial decision makers already know that business-to-business (B2B) payment automation can reduce error rates and costs. Still, B2B payments have largely relied on paper checks simply due to familiarity despite its many friction points.<sup>1</sup>

However, check usage is on the decline <sup>2</sup> as businesses turn to faster electronic payment methods and less labor-intensive processes. The shift toward digital experiences is driving commercial businesses to digitize, automate, and optimize their entire payment, invoice-to-cash, and expense management processes.

Your business customers want to reduce their inefficient and outdated manual, paper-based payment processes and streamline purchasing. They seek to establish spending controls and limits to better manage cash flow, make purchases easily and quickly from anywhere through digital wallet integration, and tie spending data directly into their back-end systems to make payments more trackable.

### Issuer Benefits

- Provide a digital-first, customized payment experience
- Quickly deliver any physical and digital payment product via a single platform
- Reduce expensive, time-consuming check processing
- Provision virtual cards immediately to increase spend and possible interchange fees
- Drive greater card usage by offering relevant incentives and rewards to loyal customers

<sup>1</sup> Deep Dive: Why Paper Checks Still Factor Into B2B Firms' Payment Optimization Plans", PYMNTS.com, June 24, 2021 <https://bit.ly/3jZYsE>

<sup>2</sup> Survey: Check Use Drops to a New Low for B2B Payments", Association For Financial Professionals, September 10, 2019 <https://bit.ly/3xVkr5Z>

To stay competitive and protect against losing your customers to new payment entrants, you should ensure that you are providing business customers with alternative digital payment options. You can drive bank efficiencies by offering your commercial customers alternative forms of payments, including digital wallets, smartphone apps, and both virtual and physical cards.

## Corporate Customers Expect Consumer-Like Experiences



Corporate employees are consumers too, and expect the same kind of consumer-like experiences at work. And that extends to payments. Your business customers look for turnkey solutions that offer convenience, speed, security, and flexibility through intelligent front-end spend control management, flexible rewards, and digital payment solutions that reduce the friction of expense reconciliation and compliance issues. This is the payment experience business customers expect today.

## Drive Digital Experiences on a Single, Global Platform

i2c commercial payment solutions enable you to provide your commercial and small business customers a digital-first payment experience with capabilities like digital payments, spend control management, multi-currency support, and flexible rewards – all with the goal of simplifying your business customers' payment processes, while easing expense reconciliation and helping them manage cash flow more efficiently

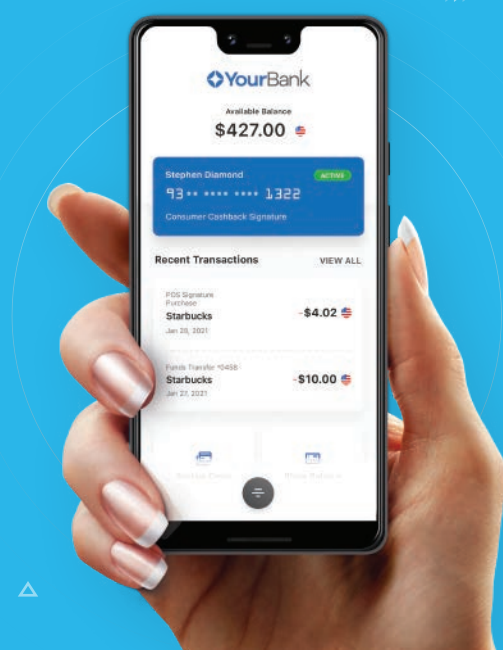


Configurable commercial payment capabilities through cloud-based API services from i2c solve the most fundamental barrier to widespread adoption and usage of digital solutions and commercial cards. Partnering with i2c eliminates the need for trade-offs between the control and security you need and the ease of access your customers expect when they want to make a payment or reconcile expenses.

Issuers can deliver any payment product quickly through program configurations and extensions rather than spend time on new product development. Your business customers gain the benefit of end-to-end digital life-cycle management, virtual cards, mobile wallet integration, digital spend controls, security, and spend data that seamlessly integrate into their accounting platform to simplify expense reconciliation.

# Differentiate Through a Customizable Mobile Wallet

Make it easy for your business customers to make purchases from anywhere with their mobile wallet. Enhance your digital banking capabilities by enabling your commercial customers to provision virtual cards – whether credit, debit, or prepaid cards – directly into their branded mobile wallet application and turn their smartphones into a digital payment tool. The i2c white-label mobile banking application provides businesses with card controls, alerts, account management capabilities, in-app payments, and support depositing paper checks (mobile remote deposit capture).



## Deliver Virtual Cards to Help Customers Manage Expenses

An individual corporate employee or department can use virtual cards to pay a specific vendor — using them once or multiple times, establish for recurring subscriptions, or for a specific time frame — all configurable by an administrator. Zero-balance virtual cards make it easy for your commercial customers to transfer funds through card controls that fund cards when they need to pay vendors, gig workers, contractors, temporary employees, or freelancers. Real-time funding helps your commercial customers:

Monitor cash

Track expenses and projects

Manage spending limits

Prevent card misuse and fraud

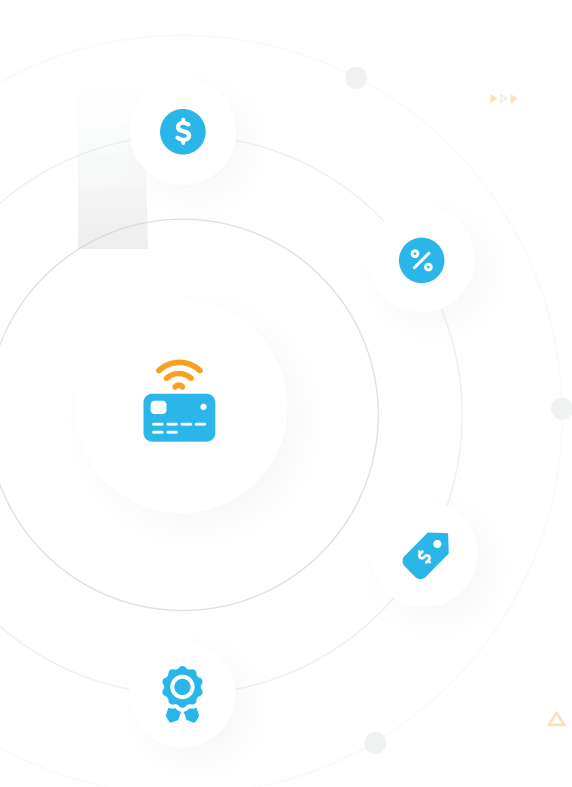
Aid in reporting

Enable your corporate customers to establish budget and spend controls to help them mitigate risk and limit exposure. Your corporate customers can better track spend, manage expenses, budget, and forecast by establishing controls and applying intelligent rules during the transaction authorization process.

## Alleviate the Burden Of Expense Capture and Reconciliation

You can ease the burden of expense reconciliation for your commercial customers by enabling their employees to digitally capture receipts and attach them to transaction records for payment via your branded mobile app. By automating the process for your business customers, you can help them reduce paperwork, decrease errors, and lower processing costs. Their expense submittal, review, and approval process are now more simplified and streamlined, and they can tie expense reconciliation directly into their back-end accounts payable system for real-time budget monitoring.



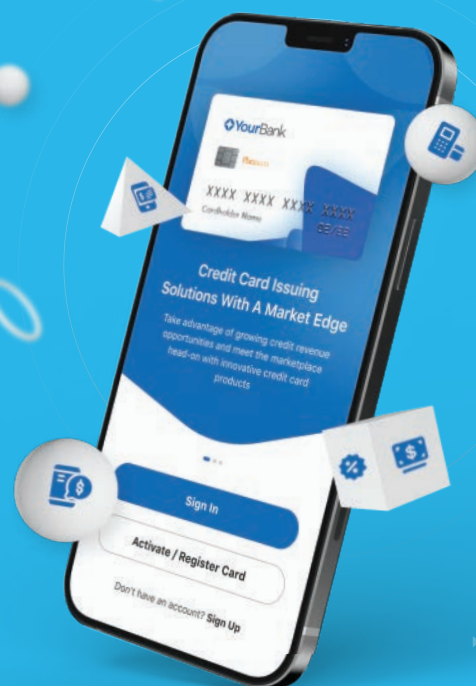


# Offer Instant Rewards when Customers make Purchases

Commercial customers can receive relevant incentives based on their purchase history, behavior, and location, and earn rewards on vendor and business payments. Deliver loyalty and reward programs that are highly targeted, personalized, and context-aware by segmenting business customer payment history data to present the right offer at the right time and place. That way you can stay top-of-mind with your business customers through positive loyalty experiences that build brand affinity.

## Commercial Benefits

- Make purchases and payments from anywhere at any time
- Quickly pay vendors, suppliers, and contractors
- Set card controls to optimize spend management and compliance
- Track expenses and spend in real-time to help manage budget and cashflow
- Simplify reconciliation through enriched transaction data and seamless accounting integration
- Digitally capture receipts for faster submittal, approval, and reimbursement
- Gain instant rewards and discounts when making card purchases



To learn more about i2c Commercial Solutions, please email us at [connect@i2cinc.com](mailto:connect@i2cinc.com).

