

PushPay

A straight-through processing solution for automated commercial card payments



B2B Payments

Business-to-business (B2B) payments are experiencing rapid growth, reaching an estimated \$100 trillion globally. Large enterprise payments are also expected to continue to grow year on year, with the UK, France, and Germany accounting for approximately 25% of global B2B spend.

Digital payments, or more specifically, the card networks, are benefiting from the increased demand for B2B payments. Corporate buyers are paying their suppliers by commercial card to extend their days payable outstanding (DPO) and, therefore, maximise working capital while minimising the supplier's days sales outstanding (DSO) and removing the cost of cash collection.

While B2B payments are expanding, commercial card growth has been hampered by security concerns, incompatibility with existing financial systems and supplier acceptance, with many benefits giving preference to the buyer only.

Adflex has changed the landscape through seamless integration with commercial cards, driving AP automation efficiencies and reducing costs to buyers and suppliers.

Introduction to PushPay

Adflex PushPay is an automated straight-through processing (STP) service that simplifies supplier payments using either a new or existing commercial card programme.

Traditionally, buyers would rely on their suppliers 'pulling' payments from their commercial cards using gateway solutions provided by a payment processor. This creates extra work for the supplier, who controls when they take payment and the value processed. STP allows buyers to automatically 'push' payments to their suppliers – increasing security, control and speeding up payments.

Key features and benefits

- ✓ Fully automated payments.
- ✓ Minimal to no development to current processes.
- ✓ Greater control over cash flow.
- ✓ Improved supplier relationships.
- ✓ Significant operational efficiencies and financial savings.
- ✓ Better financial decisions through enhanced data capture.
- ✓ Highly secure and reduced scope with PCI and scheme compliance.
- ✓ Enhances new and existing commercial card programmes.
- ✓ Automatic transaction splitting to support large ticket transactions and avoid ceiling limits.



Adding value to the supplier

Supplier relationships benefit significantly from payment automation as the speed of payments increases, and payment confirmation is sent instantly for reconciliation. The overall process is straightforward; the supplier will send an invoice to the buyer. Once approved, the buyer will instruct Adflex to issue a payment straight to the supplier's merchant ID with their acquiring bank.

Despite the increased speed and automation of payments, some suppliers are reluctant to accept card payments due to the merchant service charge associated with commercial cards. Adflex has changed the game, leveraging significant buying power with many global acquirers. As a result, Adflex can offer competitive merchant service fees, and suppliers can reduce their charges across their organisation. Alternatively, Adflex can work with an existing merchant ID and have a supplier up and running in hours.



Supplier benefits

- Prompt payment.
- Automatic card acceptance and no handling of raw card data, reducing PCI scope.
- Detailed and customisable email remittances in the supplier's local language.
- No payment gateway fees.
- Favourable merchant service fees in over 150 currencies.

Seamless integration

PushPay can integrate with the buyer's existing back-office system and commercial card programme to drive the payment process whilst minimising any development effort and changes to internal processes. For example, buyers can issue payment instructions to Adflex via virtual card email or API. Alternatively, buyers can generate their bespoke payment files in any format, including .csv, .xml, or proprietary files from other services used for BACS, EDI and cheque payments.

Supplier enablement

Supplier acceptance is crucial, and enabling more suppliers to accept STP is vital for any buyer. Adflex offers an array of services, from AP analysis to supplier engagement, to assist with this. Our AP tools can identify known card acceptors for prompt enablement. Secondly, we can help draft supplier communications, host bespoke microsites for supplier registration and offer a proactive outreach (telephone and email) campaign to drive acceptance.



Enhanced data and control

PushPay gives buyers complete control over supplier spend by ensuring that the exact amount is paid to each supplier according to payment terms and approved invoices. This, combined with consistent enhanced data, provides CFOs with increased visibility and control over cash flow, enabling more accurate financial planning and true payment automation.

Operational efficiency

By eliminating manual AP processes, buyers can reallocate internal resources, reducing operating costs by up to 60%. The automation also allows for out-of-hours payments. Human error in the payments process is eliminated, and detailed result responses are supplied to buyers to aid in card payment reconciliation. Unlike many alternative solutions, PushPay can also process refunds, removing further friction from managing supplier payments.

Security and compliance

Adflex offers full compliance with PCI-DSS and card scheme requirements as they evolve. PushPay maintains the highest levels of security by utilising Adflex tokenization. Furthermore, PushPay enhances issuers' existing tools, such as the issuance of virtual card emails. As a result, neither party is exposed to card details, removing both merchant and purchaser from the scope of PCI-DSS.



The process

The end-to-end payment flow is straightforward for both buyer and supplier, making secure and fully automated commercial card payments a reality.

Step 1

The supplier is enabled, and their merchant ID and AR information are registered within the STP supplier portal.

Step 2

The buyer creates a payment instruction which can reference multiple invoices and credits and include all relevant transaction information, such as PO number.

Step 3

The payment instruction is sent to Adflex automatically. For example, via email, API or file upload.

Step 4

PushPay processes the transaction and executes the payments to each supplier. If the buyer uses virtual cards, the payment card will be generated by Adflex from the existing card pool.

Step 5

Each supplier receives the buyer's branded email remittance confirming the payment amount and transaction information.

Step 6

The buyer receives a report detailing all payments made for each invoice.

About Adflex

Adflex simplifies B2B payments, making them straightforward and fast. Its payments-as-a-service (PaaS) platform, built on easily-integrated and flexible APIs, saves businesses time and money.

Adflex's specialist consultancy and technology helps businesses convert unsuccessful programmes into successful ones: onboarding more suppliers, increasing working capital, establishing preferred partner status and reducing overall costs.

Adflex is known for fostering innovation that overcomes payment and acceptance challenges. Its embedded platform provides access to competitive merchant service rates and speeds up B2B payment flows. It provides an industry-leading gateway, straight-through processing service, supports virtual cards, boosts fraud mitigation and makes buying and selling simple. Businesses can accept and send payments quickly, resulting in better business relationships and faster growth.

For more information,
visit www.adflex.co.uk



Helping businesses to issue and accept digital payments