



Paymode 



**THE LARGEST & FASTEST-GROWING
ELECTRONIC PAYMENT NETWORK
FOR BUSINESS**



Convert to Electronic Payments with the Largest and Fastest-Growing Business Payment Network

Paymode-X from Bottomline is the world's largest and fastest-growing online electronic payment network for business, helping companies convert from paper to electronic payments easily and securely. Organizations can send electronic payments and remittance detail to vendors and other payees through a secure, user-friendly portal.

Integrates With Your Systems & Processes, Works with Any Bank

Delivered via a hosted Software-as-a-Service model, Paymode-X eliminates the expense and hassle of hardware installation and upgrade fees. Our robust file-mapping capabilities ensure integration with your existing ERP and financial systems, dramatically reducing the implementation and support burden on IT. Paymode-X is also a completely bank-neutral solution—you can debit or credit accounts at any bank.

Multiple Payment Types & Unlimited Remittance Detail

Supporting an array of payment types, the advantage of Paymode-X is that you need only send a single payment file for payments to be made in your vendors' preferred formats. Unlimited digital remittance capabilities for both payments and collections are also included.

Top-Notch Security for Regulatory Compliance and Fraud Protection

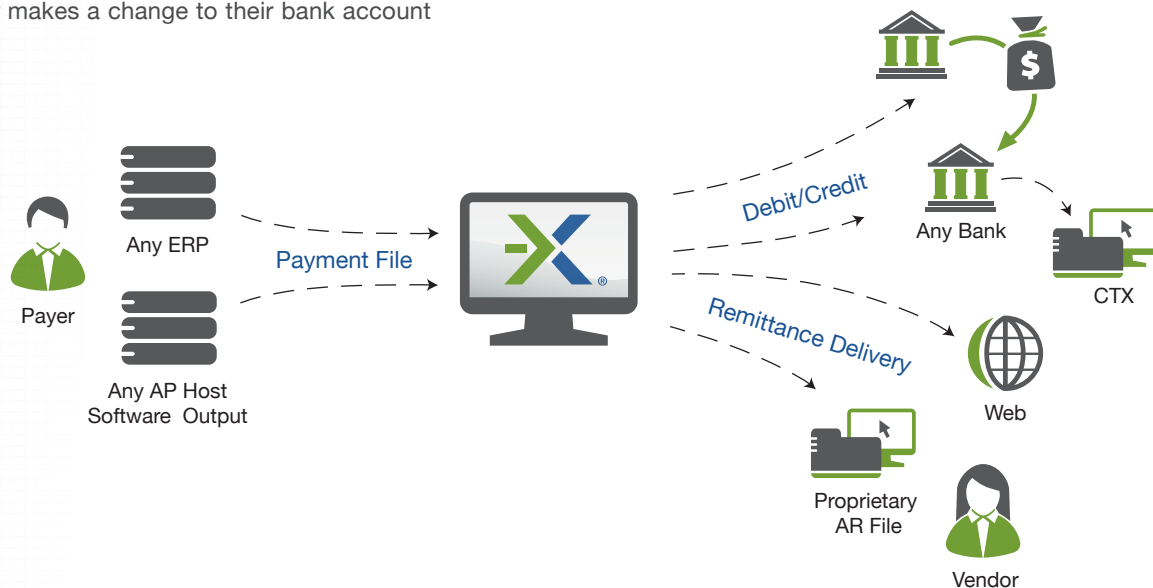
The multiple authentication steps Paymode-X takes during the enrollment process, coupled with its unique file mapping process, make Paymode-X the most fraud-proof electronic payment solution on the market. All Paymode-X enrollments are fully authenticated including: bank accounts, authorized signers, company name and address and an OFAC check. When a user makes a change to their bank account

Paying Electronically with Paymode-X Helps You:

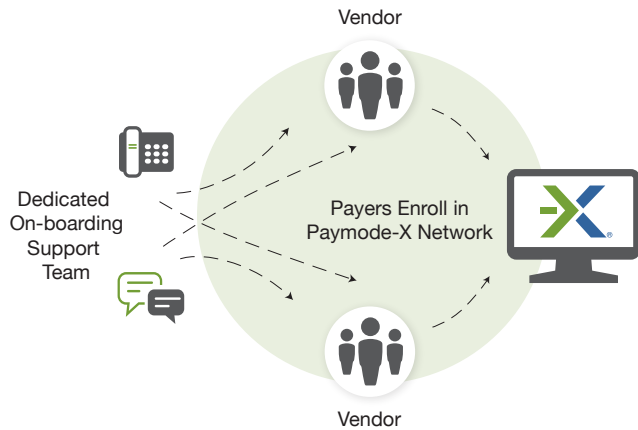
- » Convert from paper to electronic payments and remittances advice painlessly
- » Build stronger payer-vendor relationships
- » Streamline payment processes to reduce operational and transactional costs, delays, processing errors and bank fees
- » Seize early payment discount opportunities
- » Protect against payment fraud
- » Achieve greater control and predictability of cash flows to optimize working capital

information the Paymode-X operations team re-authenticates the account. The team also notifies the company's Paymode-X account administrator, in case the change was fraudulent. Only authenticated users and bank accounts can be paid with Paymode-X. Further, in order for payments to be processed, payment files initiated by Paymode-X clients must be sent in their own unique format and translated by customized parsers at Bottomline. Additional security features include digital signatures with 1024-bit encryption, client access controls and user-specified transaction limits.

The multiple authentication steps Paymode-X takes—during the original enrollment process and on an ongoing basis—coupled with its unique file mapping process make Paymode-X the most fraud-proof electronic payment solution on the market.



Overcome the Biggest e-Payment Challenge: Vendor Adoption



Bottomline Brings Vendors On Board for You to Accelerate Your ROI

Despite their many benefits (figure 2), many organizations do not adopt electronic payments because of the fear that vendors and other trading partners will not accept them (figure 1). Paymode-X offers a customized on-boarding service, included for all new clients, to help you overcome this challenge. Clients new to Paymode-X typically find that 30-50% of their strategic vendors are already enrolled in the network. Our proven on-boarding program is designed to convert the high-value vendors you have relationships with so the benefits of electronic payments can be realized quickly and easily. The program includes customized marketing outreach and enrollment support for vendors, and will accommodate any nuances of your trading relationships.

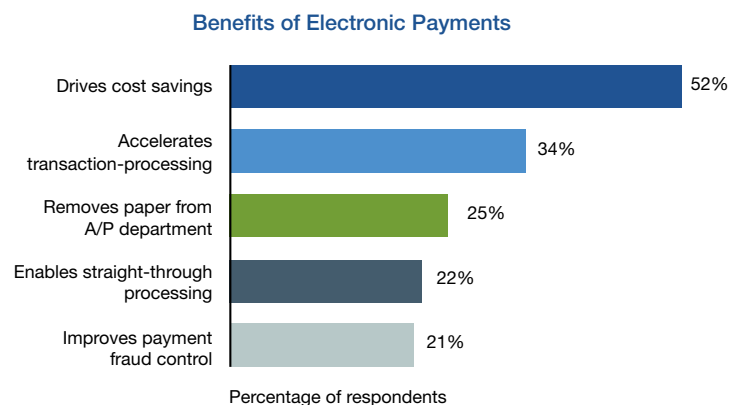
Figure 1.

Barriers to Adoption	The Paymode-X Solution
Vendors not willing to accept e-payments	30-50% of new client's strategic vendors already on Paymode-X network; on-boarding support achieves 50-70% payment conversion in 12-16 weeks
Security concerns	3-step vendor authentication; OFAC & AML checks; transaction limits; digital signatures with 1024-bit encryption
Process changes /IT effort required for integration with existing financial systems	Any payment file type accepted; multiple payment types processed in a single file; no hardware to install; automatic upgrades
Need to maintain current vendor bank information	Paymode-X houses all account information; vendors must keep their own information current in Paymode-X to receive payment
Cannot support proprietary e-payment solutions across individual banks	Credits and debits can be made to and from any bank through Paymode-X
Detailed remittance advices require paper delivery	Unlimited electronic remittance detail in multiple formats

On-Boarding Support Program Process

- 1. An on-boarding project manager works with you to define your custom outreach program.** Together, we analyze your list of vendors, considering key data elements such as the number, frequency and value of payments. We then select vendors that, once enrolled, will return the greatest benefit to you in the least amount of time.
- 2. Bottomline helps you communicate that new electronic payment options are available via Paymode-X.** Bottomline mails or e-mails informational packets to your high-value vendors. These packets include (i.) a letter on your company's letterhead announcing that Paymode-X is the preferred method of payment and enrollment instructions and (ii.) a Paymode-X brochure highlighting the benefits of receiving payments through Paymode-X. All of the materials are approved by you before communications are issued.
- 3. Vendors self-enroll via an easy-to-use online portal, and Bottomline authenticates membership data including bank account information.** Vendors can also use the portal to update account information anytime. For vendors who do not self-enroll after the first outreach, Bottomline makes follow-up phone calls to answer any questions they may have and provide online enrollment support.
- 4. Bottomline works with you to enroll new vendors on a continual basis, as your trading relationships evolve.** While our program produces significant conversion success rates in the first 12-16 weeks (as much as 70%), Bottomline continues to enroll vendors on your behalf over the life of your relationship with us.

Figure 2.



Source: Aberdeen Group, July 2009

Paymode-X for Reimbursements

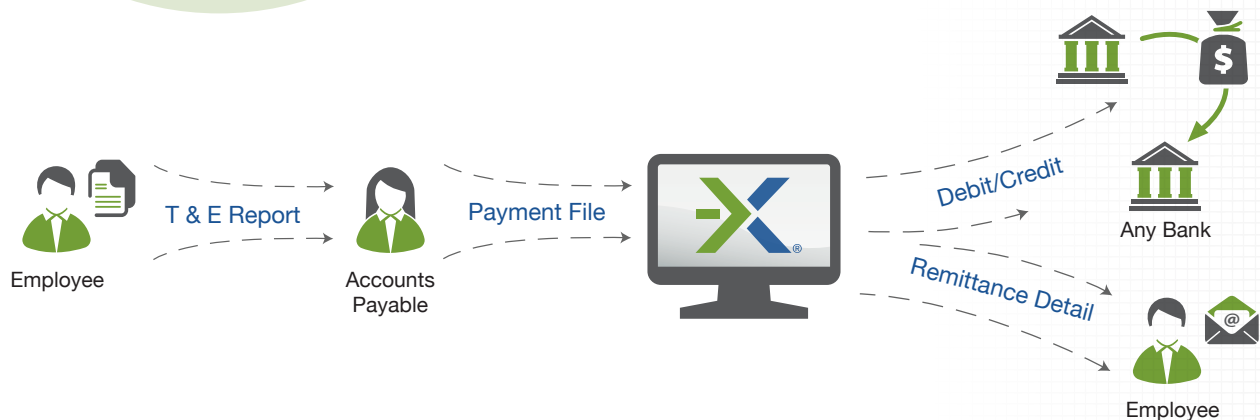
Reimbursing employees for travel, customer and other company-related expenses can be time-consuming, costly and frustrating for Accounts Payable. Often, different procedures and additional pay runs are required for vendor payments and employee reimbursements. Paymode-X enables employee reimbursement during your regular pay runs. Paymode-X for Reimbursements is designed to work with your existing T & E and accounts payable systems and features the same market-leading security and bank neutrality as our business-to-business solution.



With Paymode-X for Reimbursements you can:

- » Reduce reimbursement errors, delays and processing costs
- » Achieve greater payment visibility and control
- » Improve employee satisfaction

Authorized administrator users simply log-on to Paymode-X to enter or update employees' profiles, including bank account information. When a payment is issued, employees receive an e-mail with reimbursement details and the deposit date.



Your Best Option for Electronic Payments

- Paymode-X is the largest and fastest-growing electronic payment network for business with over 140,000 members enrolled to date (growing at a rate of 2,500-3,000 vendors per month), and more than \$300 billion in spend processed.
- Paymode-X provides customized on-boarding support. Users of other electronic payment solutions typically end up paying only 5-7% of their vendors electronically; Paymode-X clients achieve electronic payment conversion rates of as much as 50-70% in the first 12-16 weeks.
- Paymode-X users simply log-on to a secure portal to set up or change account information, initiate payments and configure email notifications and custom reports.
- Paymode-X authenticates and maintains vendor bank account information, eliminating vendor worries that any member of a paying organization can access this sensitive data.
- Paymode-X provides top-notch security including: company, bank account and user authentication; digital signatures with 1024-bit encryption; client access controls; user-specified transaction limits; multi-party security controls and OFAC checking.
- Paymode-X works with your existing ERP and financial systems and can debit or credit accounts at any bank.
- Paymode-X handles all notices of change and payment returns and is the first line of support for incoming vendor phone calls, eliminating your operational headaches.
- Paymode-X supports multiple electronic payment types and unlimited remittance detail.
- Paymode-X enables batch and single/exception payments.

Paymode-X Helps You...



- » Increase visibility to cash flows for more accurate forecasting
- » Reduce costs associated with checks and bank fees
- » Optimize working capital through payment scheduling tools



- » Improve AP performance metrics (time to payment, discounts captured), etc.
- » Eliminate manual processes to focus on strategic, value-add activities
- » Issue payments with tight security and control for reduced risk of error and fraud



- » Minimize resources required to support e-payment functionality (Paymode-X integrates easily with existing systems and SaaS upgrades are automatic)
- » Ensure secure data connectivity and payment transmission



- » Institute checks and balances
- » Track Positive Pay
- » Avoid escheatment
- » Conduct compliance reporting more easily



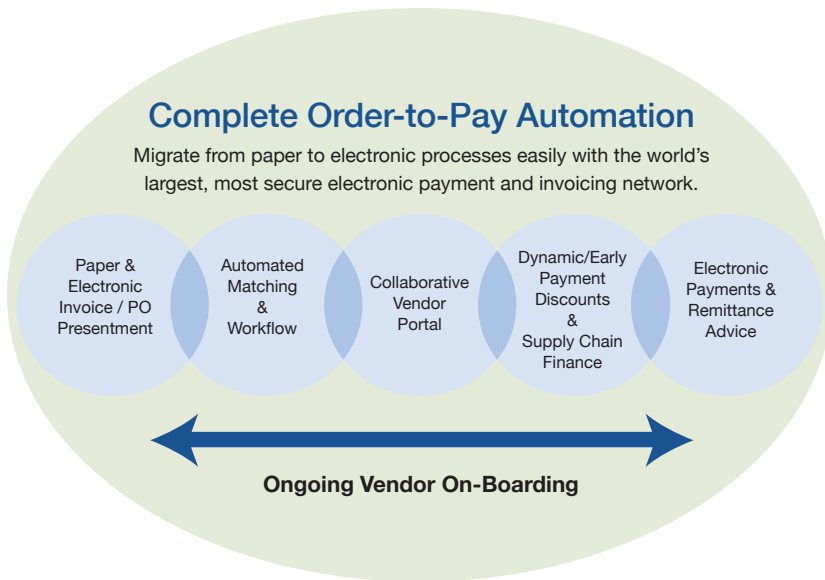
- » Manage spend and vendor relationships
- » Seize early payment discount opportunities
- » Ensure contract and regulatory compliance

“Vendor/payment networks were designed as a ‘set-it-and-forget-it’ solution; a web-based connection between the enterprise and its vendor base encourages a seamless transfer of sensitive payment information and quickens the settlement process.”

-The Aberdeen Group



Optimize Working Capital Through Automation of the Order-to-Pay Cycle



Paymode-X for electronic payments is one module of Bottomline's integrated payables automation solution. For the ultimate in process efficiency, cost reduction, cash flow visibility and working capital management, Bottomline recommends automating the entire order-to-pay cycle. This empowers treasurers and other financial executives to access and act upon financial supply chain information in as close to real-time as possible.

From e-invoicing to e-payments, Bottomline is your partner with the market-leading technology and expertise to deliver solutions that yield measurable ROI—in both hard dollars and process improvements—within weeks. To ensure you are doing all you can to optimize your financial supply chain and working capital, contact your Bottomline representative today.

Paymode-X
www.Paymode-X.com



Bottomline Corporate Headquarters
Portsmouth, NH 03801, USA
tel 1 800 472 1321, +1 603 436 0700
fax +1 603 436 0300
email info@bottomline.com

www.Bottomline.com



Relyco Corporate Headquarters
Dover, NH 03820
tel 1 800 777 7359, +1 603 742 0999
email info@relyco.com

www.Relyco.com