

# THE FUTURE OF B2B PAYMENTS? VIRTUAL CARDS.

Virtual cards are becoming an increasingly popular way for B2B businesses to handle payments.<sup>1</sup> Here's how virtual cards can help your business stay protected and efficient.



## THE BENEFITS OF VIRTUAL CARDS

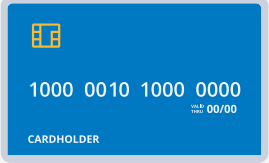
Virtual cards are less impacted by fraud than other payment methods.

Payment Methods Impacted by Fraud in 2021<sup>2</sup>

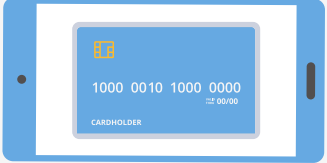
66%  
CHECKS



37%  
ACH DEBITS



3%  
VIRTUAL CARDS



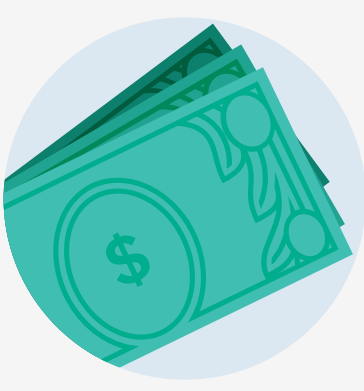
Virtual cards can help businesses optimize working capital<sup>3</sup>



Virtual cards allow for payments to be made fast



Finance and accounts payable teams hold on to funds for a short period



B2B businesses enjoy steady cash flow

That's why a growing number of B2B businesses are adopting virtual cards<sup>3</sup>

By 2026, the **global value of virtual cards** is anticipated to reach **\$6.8 trillion**<sup>4</sup>

It has been predicted that **B2B payments will amount to 71%** of the total virtual card transaction value in 2026<sup>5</sup>

## OPPORTUNITY FOR CHANGE

B2B companies should consider incorporating virtual cards into their operations to help:<sup>6</sup>



- ✓ Decrease fraud
- ✓ Improve vendor relationships
- ✓ Provide insight into spending

To process these virtual card payments automatically, accounts receivable teams will need a solution.

## THE SOLUTION: BILLTRUST

Automatically process virtual card payments with Billtrust's Business Payments Network (BPN) card solution.



Daily remittance file in CSV, XML, EDI or BAI format sent to your team for uploading to your AR system.<sup>7</sup>



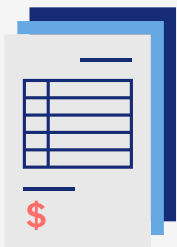
Billtrust is **PCI and NACHA compliant**, as well as **Privacy Shield certified**.<sup>8</sup>



Automate email credit card payment processing and eliminate manual keying.<sup>9</sup>



BPN portal for convenient **viewing of all remittances and payments in real time**.<sup>10</sup>



Fewer paper invoices lead to more **cost-effective electronic billing and payments**.<sup>11</sup>

**Make it easy for customers to pay you, while minimizing your AR team's workload.** Let Billtrust handle the heavy lifting through virtual card processing.

Contact your American Express® Client Manager today to schedule a training call to get started.

### SOURCES

<sup>1</sup> B2B.Digital Payments Tracker, PYMNTS.com, Page 13, January 2022.  
<sup>2</sup> 2022 AFP® Payments Fraud and Control Report Key Highlights, Association for Financial Professionals, Page 11, April 2022.  
<sup>3</sup> B2B.Digital Payments Tracker, PYMNTS.com, Page 4, January 2022.  
<sup>4</sup> B2B.Digital Payments Tracker, PYMNTS.com, Page 7, January 2022.  
<sup>5</sup> Juniper Research: Virtual card transactions to reach \$6.8 trillion in 2026, IBS Intelligence, June 28, 2021.  
<sup>6</sup> B2B.Digital Payments Tracker, PYMNTS.com, Page 17, January 2022.  
<sup>7</sup> Optimizing ACH payments with Business Payments Network, Billtrust, Page 3, August 2022.  
<sup>8</sup> Security and Compliance Certifications, Billtrust, February 2023.  
<sup>9</sup> Accepting card payments, Billtrust, Page 3, June 2020.  
<sup>10</sup> Optimizing ACH payments with Business Payments Network, Billtrust, Page 4, August 2022.  
<sup>11</sup> How to go paperless and get paid faster, Billtrust, Page 3, June 2021.



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