



Top Tools and Technology for Cash Management

Highlights

It's important for business owners to leverage technology to improve cash flow management:

- Monitoring, predicting and managing cash flow are essential business functions
- Searching for new ways to maximize cash flow can create new revenue streams and improve business performance

Three tools that can help you improve your cash position:

 | **Remote Deposit Capture**

- Accelerate cash conversion by depositing funds upon receipt for next-day availability

 | **Electronic Payments**

- Make it easier for customers to pay you and help reduce fraud

 | **Automated Clearing House**

- Hold onto cash longer by automatically making payments on due dates
- Collect cash more efficiently through electronic funds transfer and prioritize monies owed to your business

Advanced bank technology has been accelerating, changing the small business/banking relationship by providing large-scale cash management solutions once only available to big companies. Now any business can have access to technology that can streamline their processes, improve cash flow, reduce operational costs and strengthen customer relationships. And because these are digital solutions, a small business can implement them within days.



With the array of tools and technologies available, small businesses can target specific cash issues or opt for a complete overhaul of its processes. Working closely with their bank, businesses can tailor technology solutions to their needs, adopting them as their growth requires.

Here are three solutions that could help your small business improve your cash position:

Optimize Receivables and Payables

Small businesses experiencing consistent cash flow problems probably have ineffective receivables and payables processes. It can be especially problematic for businesses that allow their receivables to stretch out past 30 days. And, businesses

that tend to bunch up their payables to pay them once or twice a month, may be letting too much cash flow leave the business unnecessarily. Cash management tools available through a business bank can streamline both processes, accelerating receivables and timing payables to optimize cash on hand at all times.

Receivables can be accelerated by utilizing an automated collection system linked to a bank's Automated Clearing House (ACH). The system provides your billing person with a daily report sorted by age and amount owed so receivables can be prioritized. Payment is then collected using electronic funds transfer through the bank's ACH system.

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Highlights (cont'd)

To help you improve your business performance, a Treasury Specialist can:

- Review your receivables and payables needs to determine the types and volume of each
- Determine if you're maximizing your cash flow and efficiency
- Develop a recommendation of services that will work for you
- Jointly develop an implementation plan

An automated payables system allows a business to time their payments around the actual due dates instead of an arbitrary internal payment schedule. This enables a business to hold on to cash as long as possible and then have payments automatically sent by electronic funds transfers.

Accept electronic payments

For resource-strapped small business, chasing down and processing payments is unnecessarily burdensome and time-consuming. By offering customers a digital payment option using electronic funds transfer, you can streamline the receivables process with greater protections against fraud.

Collect payments remotely

Remote Deposit Capture (RDC) technology enables businesses to more quickly process and deposit checks for quicker

availability of funds. Instead of expending resources and time collecting and batching checks from multiple locations, a business can use a scanner to transmit them as a batch file to its bank over an encrypted internet connection. Banks are able to process and clear RDC deposits more quickly, making them available within a day or two. With most RDC systems, businesses can integrate their accounting system which can streamline recordkeeping and reconciliation.

With the advent of secure technology and business automation, small businesses can now partner affordably with their bank as expert solution providers for all of their cash management needs. Our business banking specialists can evaluate your needs and recommend customized solutions that can put you in control of your cash flow. We invite you to schedule an appointment today at one of our branch locations.

Know-how makes your business a success story.

For over 175 years, People's United Bank has begun every business banking relationship by taking the time to listen and learn about each individual business. That's how we're able to craft superior solutions that specifically address our customers' needs.

We recognize that successful businesses require a variety of financial services, and we deliver these services locally. Our business banking experts serve as your key point of contact. All of which sets the stage for a relationship based on trust and expertise.

Business Deposit Products

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- Premier Business Checking
- Business Money Market, Savings and Certificates of Deposit (CDs)
- Treasury Management
- E-Treasury+ Online Banking
- Remote Deposit Capture
- Business Mobile Banking

Business Credit Products*

- Business Credit Lines and Term Loans
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- Equipment Financing
- Asset-Based Lending
- Business Credit Cards with Rewards

Business Financial Services

- Merchant Card Processing¹
- Business Insurance²
- Retirement/401(k) Plan Services
- Business Succession Planning
- Workplace Banking

^{*}Application and credit approval required.

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