



CLIENT LOGIN

TREASURY RESOURCES

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This presentation was originally given by:

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At the 2001 B2B E-Commerce Conference

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Learning from the Doers:

Overcoming Real-World EBPP Snafus

Stefanie Kiley

Mellon Financial Corporation



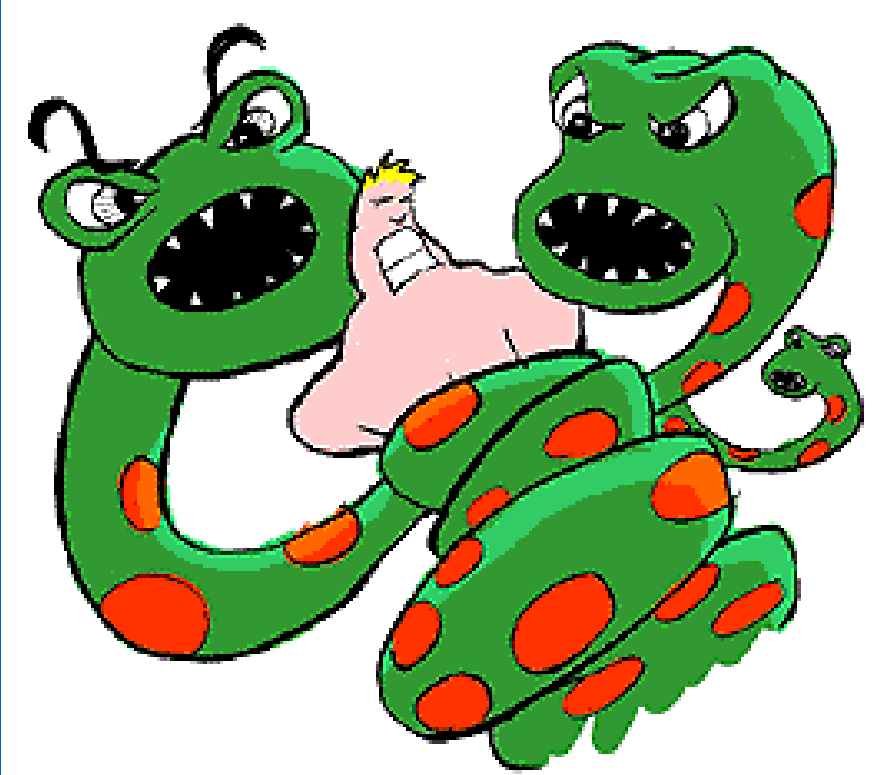
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The Steps Involved

- Billing System Integration
- eBill Design
- Payment Processing
- Accounts Receivable
- Cash Application
- Roll-out

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Twelve Labors of Hercules



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Billing System Integration

- Data Extract
- User Identification
- Billing Media Indicator

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Data Extract

- Print Stream
 - Intelligent print stream
- Defined File Formats
 - Bill stream data vs. bill itself

Original Invoice

E-COMMERCE
JUST GOT EASIER

Sold To	Ship To

Invoice Date	Invoice Number	Account Number	Customer PO Number	DEA Number

Item Number	Qty Ordered	Units	Qty Shipped	Description	Unit Price	Amount
Subtotal						

Total Amount: \$

Create Payment

Invoice File in X12 810 Format

```
"ISA", "00", "      ", "00", "      ", "01", "023904428", "01", "043000261", " "
      , "001006", "1156", "U", "00303", "000000024", "0", "P", "|"
"GS", "IN", "023904428", "STEFANIE", "001006", "1156", "15", "X", "003020"
"ST", "810", "000000150\"
"BIG", "990105", "703580", "", "120104", "", "", "DI\"
"N1", "ST", "STEFANIE'S CARE CENTER", "92", "04181231\"
"N3", "476 HARDING PL\"
"N4", "NASHVILLE, TN. 37211\"
"DTM", "011", "990105\"
"IT1", "", "1", "CS", "26.68", "", "VC", "113117\"
"QTY", "38", "1\"
"PID", "F", "", "", "", "PAPER, TABLE SMTH 21 X230' (12RL/CS)\"
"TDS", "2668\"
"CTT", "1\"
"SE", "12", "000000150\"
"GE", "1", "15"
"IEA", "1", "000000024"
```

User Identification



**Division A
Customer Master**

Account #: 123

**Division B
Customer Master**

Account #: 456

**Division C
Customer Master**

Account #: 789

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User Identification - Scenario 1



**Division A
Customer Master**

**Account #: 123
Parent #: A5465**

**Division B
Customer Master**

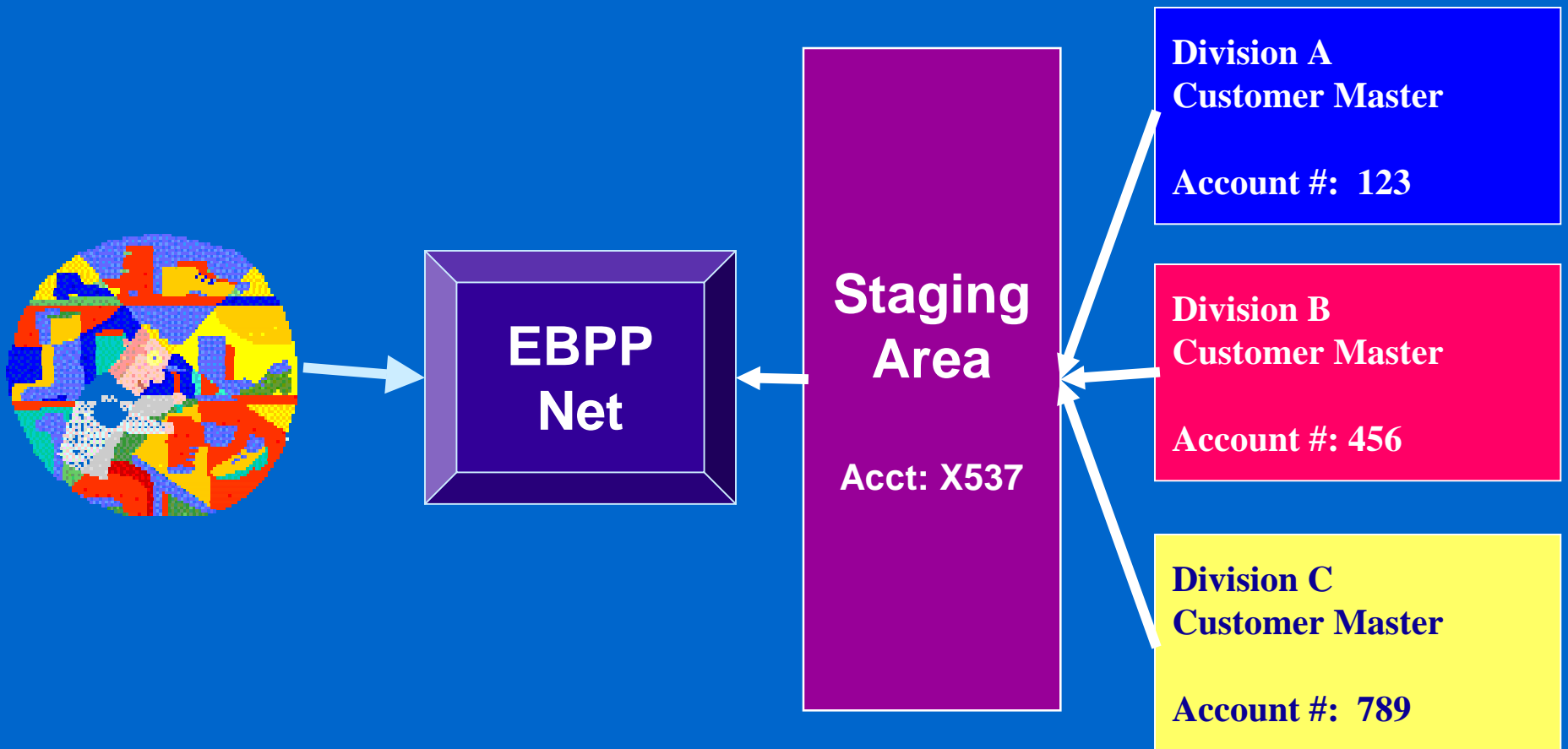
**Account #: 456
Parent #: A5465**

**Division C
Customer Master**

**Account #: 789
Parent #: A5465**

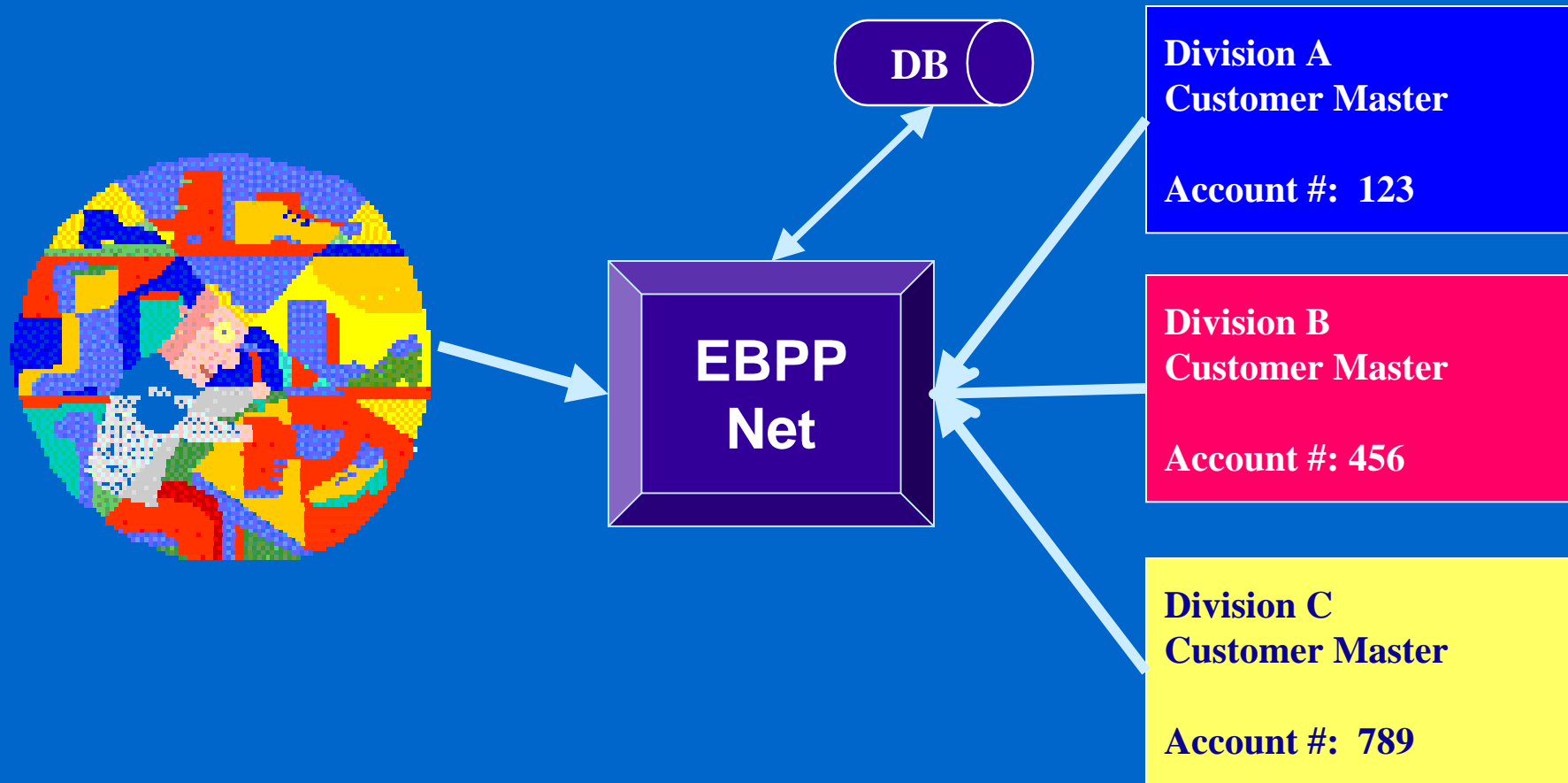
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User Identification - Scenario 2



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User Identification - Scenario 3



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Billing Media Indicator

- Receiver of electronic bill
- Receiver of paper bill
- Turn off paper?

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E-Bill Design

- Fields on paper bill no longer needed?
- Fields on paper bill not available electronically?
- Amount of data conducive to web delivery?

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Payment Processing

- Adjudication
- Payment Options
- International Payments

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Adjudication

- Adjustment Types
 - Line item
 - Invoice level
 - Miscellaneous
- Adjustment Processing
 - Systemic posting vs. manual intervention
 - Adjustment timing

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Payment Options

- ACH Debit
- Credit Card
 - Settlement date
 - Reconcilement
- Out-of-band Check

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International Payments

- International ACH
- SWIFT
- Credit Card

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Accounts Receivable

- What happens to short-pays?
 - Become closed
 - Remain open

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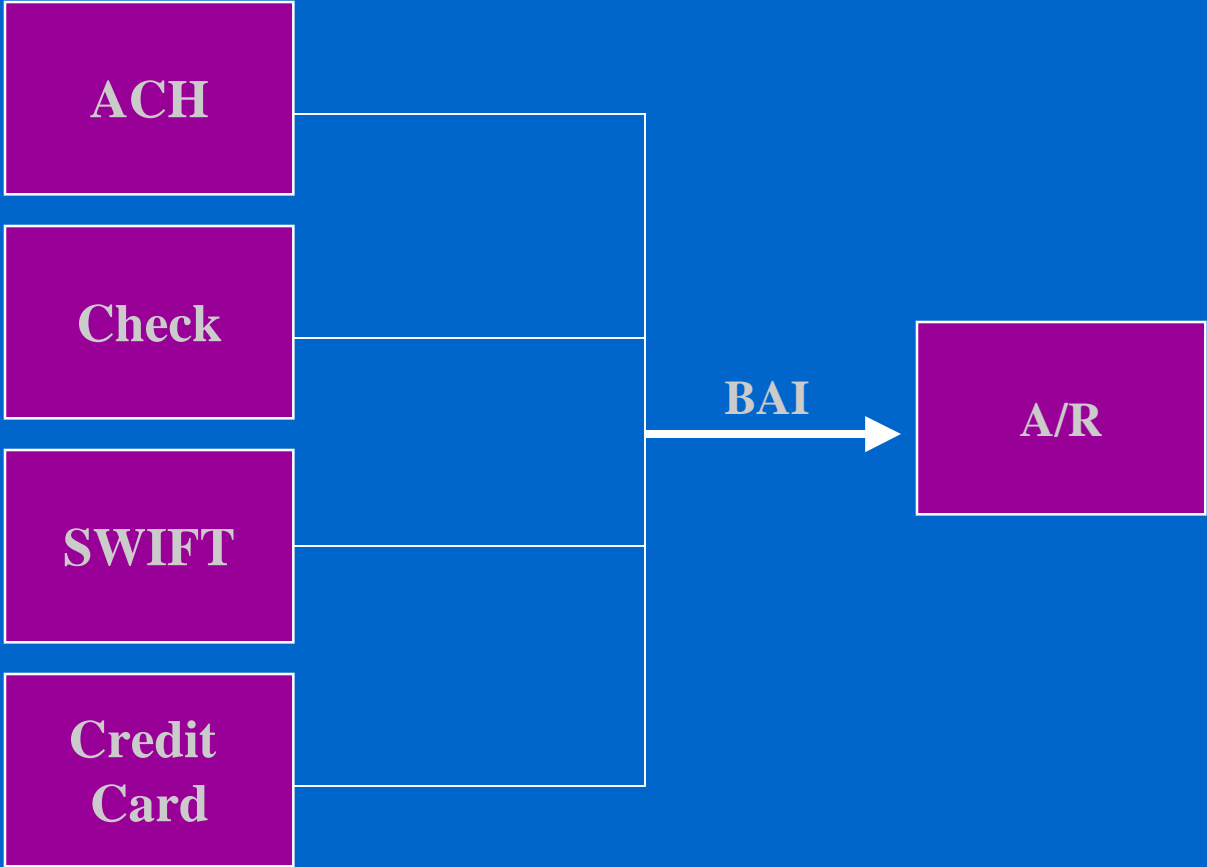
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Cash Application

- Enterprise Application Integration (EAI)
- A/R Keys
- A/R Requirements
- A/R Limitations
 - line item adjustments

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Cash Application



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Unique Integration Requirements

- Franchise Organization
 - Self-reporting by franchisee
 - Cash application requirements for Oracle
 - one file to create an invoice record
 - a second to post payment against open invoice

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Unique Integration Requirements

- Pension Management Firm
 - Present defined benefits contribution plan information
 - Receive electronic file of payment and benefit information
 - Receivables
 - Eligibility

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Recruitment Strategies

- Relationship Marketing
- Direct Marketing
- Web Site Demos

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Keys to Success

- Senior Management Commitment
- Cross-functional Team
 - IT, Sales, Marketing, A/R, A/P, Legal
- Milestones
- Marketing Plan
 - Design marketing collateral
 - Consider incentives

*“Learn from the mistakes of others.
You can never live long enough to
make them all yourself.”*

-- John Luther

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Questions



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