

# Ten Tips on the Benefits of Using Auto Cash to Process Customer Payments

1. The use of auto cash application software to process customer payments enables the cash application team to perform higher value-added functions.
2. A 50% auto cash-processing rate would be considered low.
3. With effort, auto cash rates can climb to 90% or higher.
4. One benefit is that much of the drudgery of cash application can be eliminated using auto cash.
5. Auto cash both simplifies and dramatically accelerates the cash posting process, making possible better credit decisions based on more current information.
6. Another benefit of auto cash application is that this automation process should result in cost savings including the possibility of headcount reductions in cash application.
7. Auto cash enables cash application personnel to focus on higher value activities such as addressing disputes and deductions more quickly.
8. The benefits of auto cash include the fact that by using auto cash, the cash application handles only exceptions. An exception is a payment that did not post automatically.
9. Understanding why certain customers payments cannot be matched means that the cash application team can either (a) change their system to improve its auto cash hit rate, or (b) discuss with customers specific changes that would result in a higher auto cash rate.
10. This is proven technology. It is nowhere near the leading edge. Acquisition of established and field test software such as Auto Cash reduces the chance for problems in its implementation.

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