OPEN SCAN
A DIVISION OF *Billtrust*

A Match Made in B2B Heaven: Open Scan + Billtrust

🕐 **JULY 17, 2014**   👤 **ANNIK STAHL**

Some things just go together perfectly:

- Gin and tonic
- Ben and Jerry
- Bogart and Bacall
- Mike and Ike
- Macaroni and cheese
- Open Scan and Billtrust

It's that last one that really gets you, doesn't it? And that's right: Open Scan and Billtrust have merged, and now Open Scan is a division of Billtrust. The two companies have been

was a natural and perfect fit for both companies to combine their efforts and technologies and offer the first complete Invoice to Cash solution for B2B billers.

What does that mean for you?

You already know that Open Scan's magic is that it takes payments and remits — in any form — and reconciles that information to make cash application quicker. How? By allowing end users to do what it used to take entire departments to accomplish. So that means seriously reduced operational costs.

Combine that ability with what Billtrust provides — solutions to reduce the cost and complexity of presenting and paying bills — and you get the first Invoice-to-Cash "round trip" solution.

But beyond that, consider the fact that even though this industry has made significant headway in the management of billing and payment technologies, there are still some truly thorny issues, namely the dreaded "decoupled" payment. However you refer to it — a "naked" payment, a sad, lonely, remit-less payment — all of us struggle when electronic payments are separated from their mailed remittances. So, when you're offered the integrated solution of Billtrust and Open Scan, you get this full spectrum solution of presentment, payment, and receivables posting that instantly increases cash application accuracy while reducing — by a HUGE

mount — the manual effort needed to research and apply remittances. You're going to be able to manage your electronic payments (as well as all other payment types) more easily and also provide a path for the rest of your customers to pay that way, too.

Why did Open Scan and Billtrust merge?

It's pretty simple: Like Occam's Razor stipulates, the simplest explanation is usually the right one. These two companies were already working together and now that they're integrating their product offerings, there will be additional services available to you, including payment portals and bill presentment services. Basically, this merger brings to you one-stop Invoice-to-Cash shopping. A match made in heaven.

Learn more about the merger of Open Scan and Billtrust.

"I think the greatest of people in society carved niches that represented the unique expression of their combinations of talents, and if everyone had the luxury of expressing the unique combinations of talents in this world, our society would be transformed overnight." —Neil deGrasse Tyson