# Agenda

✓ The challenge

✓ EnergyCAP Bill Pay overview

✓ How it works

✓ Customer success story

✓ Introducing REPAY

✓ Security, transparency, and controls

✓ Special offer!

✓ Q&A

# Pain
# **points**

**Late fees**
Human error, overwhelmed resources, and lack of bandwidth are resulting in late fees that needlessly increase utility spend.

**Complex manual processes**
Teams spend hours manually tracking utility bill payments across different accounts and systems. Manually logging in to pay each utility bill is time-consuming and error-prone.

**Painful payments**
Having multiple payment methods tied to different utility accounts is difficult to manage. Payments are hard to track across different AP, GL, and internal systems.

**Compliance risk**
You need a clean, audit-proof record of all utility bill payments—but current systems makes that difficult.

**Unexpected costs**
Paying every bill separately by check results in missed cost-savings opportunities.

# Intro to EnergyCAP Bill Pay

## Hands-off utility bill payments

EnergyCAP leverages decades of industry expertise in our automated solution with seamless integration to global payment networks, ensuring reliable bill payments that consistently meet aggressive SLAs.

## Save time and avoid errors

Stop tracking utility payments in spreadsheets, consolidate multiple vendors into a single platform, and pay your bills correctly and on-time. We're so confident in the process that we handle the late fees if there's ever an issue.

## Simplify your processes

Audit-proof payment processes give you the confidence to let automated workflows handle your bills, knowing you can easily track and see the details.

# Get more from UtilityManagement with EnergyCAP Bill Pay

## Simple, accurate, and on-time utility bill payments

You've already got best-in-class utility bill data management and reporting with EnergyCAP. Let us enter, audit, manage, and pay your energy bills with Bill CAPture℠ Vendor Management Services and Bill Pay.

### Start with Bill CAPture and Vendor Management Services
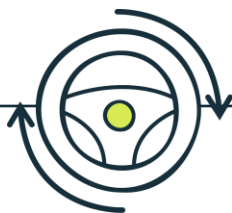
We handle bill data capture and automatically identify billing errors. Stress less while we engage with your utility vendors and monitor bill audits—handling any issues along the way.

### Set bill pay to autopilot

We offer secure, frictionless utility bill payments you can track directly in EnergyCAP. Bills are automatically exported daily for payment and settled from your preferred accounts.

### Sit back and save

Wave goodbye to late fees, save big when you eliminate paper checks, and invest time back in your organization – not in your manual utility bill payment process.

# How it works

**1** **Sign up for Bill CAPture℠ Vendor Management Services.**
EnergyCAP Bill Pay is available to customers who are both BillCAPture subscribers with Vendor Management Services.

**2** **Send your information to our trusted integrated payments partner**
REPAY securely stores and handles all your payment information and processes utility bill payments on your behalf.

**3** **Stay in the system you know and love**
Manage and track utility bill payments directly from UtilityManagement. We handle connecting and sharing data with our payment partners.
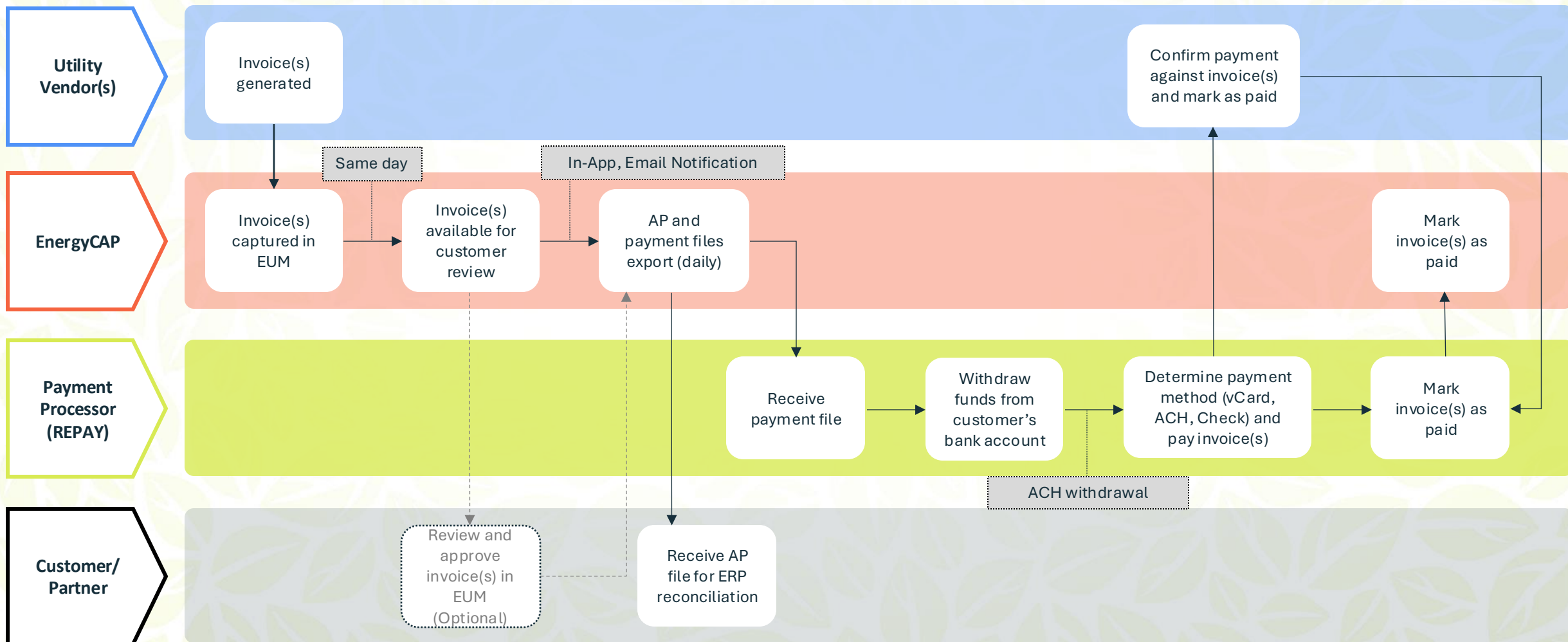
**4** **Customer Solutions is here to help**
Our experienced team handles utility bill issues from end to end. We work with you and the utility company to resolve billing errors and handle any issues that come up during bill payment.

# Bill Pay Lifecycle // Payment Processing

**Payments as fast as 4 days from receipt of bill!**



**Utility Vendor(s)**
- Invoice(s) generated
- Confirm payment against invoice(s) and mark as paid

**EnergyCAP**
- Invoice(s) captured in EUM
- Same day
- Invoice(s) available for customer review
- In-App, Email Notification
- AP and payment files export (daily)
- Mark invoice(s) as paid

**Payment Processor (REPAY)**
- Receive payment file
- Withdraw funds from customer's bank account
- Determine payment method (vCard, ACH, Check) and pay invoice(s)
- ACH withdrawal
- Mark invoice(s) as paid

**Customer/ Partner**
- Review and approve invoice(s) in EUM (Optional)
- Receive AP file for ERP reconciliation

# Customer success story | Top 5 Grocery store chain

## Challenge

**141-store chain with $9B in revenue and $100M** in annual utility bill spend, the customer was required by California law SB253 to report emissions. With 1,000+ bills/month from 200+ unique utility vendors, the chain was **draining money on auditing services**, manually acquiring paper bills, fixing bill discrepancies, paying bills manually, and incurring **late fees.**

## Solution

With an end-to-end integrated platform offering built-in automation for auditing, reporting, and modern 'pull payments,' EnergyCAP Utility Management and Bill Pay consolidate all utility bills in electronic form and securely auto-debit bill amounts from the customer's bank accounts to pay a wide range of utility vendors. Powered by cloud-based technology and seamless, secure API integrations, the platform:

- Accurately reports emissions
- Saves on auditing services and late fees
- Reduces manual workload by automating timely bill payments
- Significantly increases efficiency
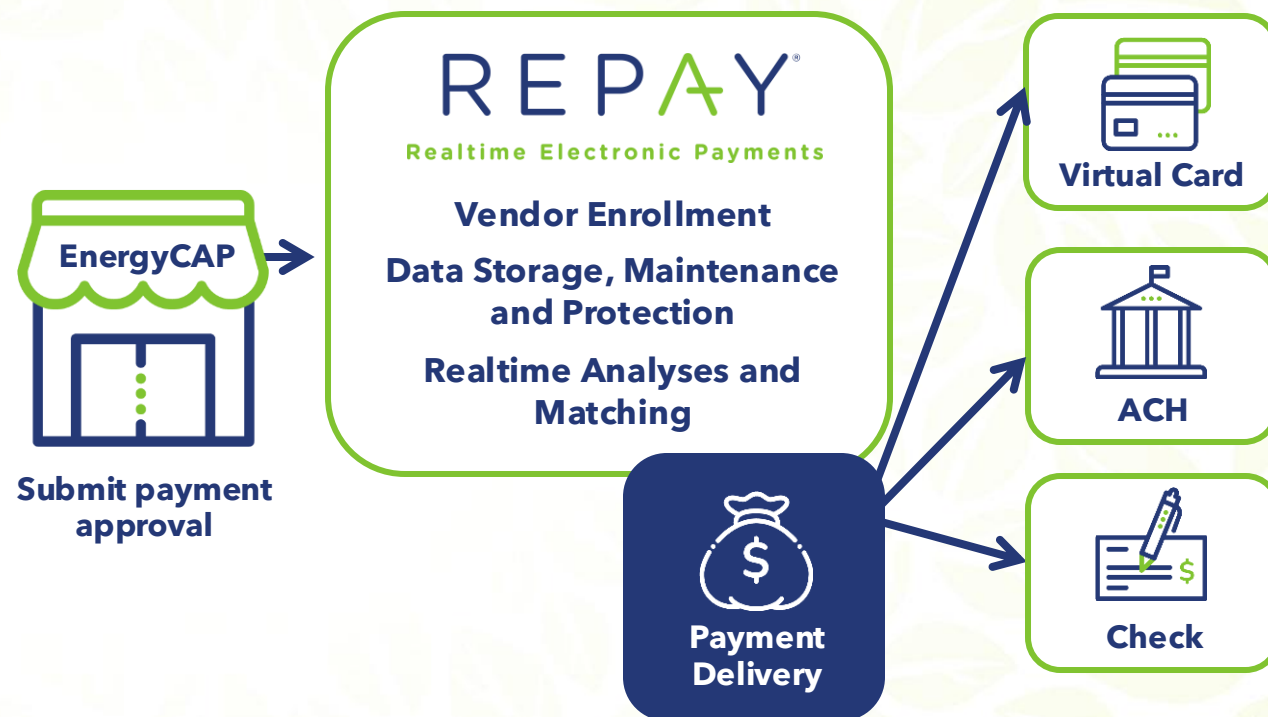- Maintains business continuity with peace of mind

**Overall annual cost savings of $1 million+**

# Bill Pay: powered by REPAY

**REPAY**
Realtime Electronic Payments

**REPAY is the market leader in the AP vendor payment automation space, facilitating outbound payments from issuance to reconciliation all within EnergyCAP.**

- Developed PaaS concept, thought leaders for over two decades

- Total assets of +$1.5B, annual free cash flow of roughly $100M, liquidity over $400M

- Founded in 2006, headquartered in Atlanta with over 500 employees

- Public offering July 2019 (NASDAQ: RPAY)

**EnergyCAP**

Submit payment approval

**REPAY**
Realtime Electronic Payments

Vendor Enrollment

Data Storage, Maintenance and Protection

Realtime Analyses and Matching

**Payment Delivery**

Virtual Card

ACH

Check

**$25.7B**
ANNUAL CARD PAYMENT VOLUME

**23K**
ACTIVE CLIENTS

**273**
SOFTWARE INTEGRATIONS

**21+**
VERTICAL END MARKETS

**300K+**
VENDORS ENROLLED

# Bill Pay: powered by REPAY

**REPAY**
Realtime Electronic Payments

## Security

- Secure data storage

- Fraud prevention tools
  - ACH validation, positive pay, etc.

- SOC 1, SOC 2, and PCI-DSS 4.0 compliance*

- Adherence to federal laws and regulations

- Comprehensive underwriting

## Transparency

- Realtime payment statuses and reporting

- Outstanding payment tracking

- USPS status updates

- Check images

- Proof of payment vouchers

## Controls

- Custodial bank accounts

- Approval controls
  - Separation of duties, hierarchies

- Virtual card limits and expiration

- Encryption of payment data limiting access

## Getting started

⁞ Complete agreements    ⁞ Link funding bank account    ⁞ Designate approver

*A complete list of security assessments and certifications can be provided upon request.

# ROI: Cost to process and pay a bill

To calculate your internal utility bill processing cost, you must define the functional components of processing and paying a utility invoice.

**Invoice processing activities:**

- Direct labor costs: Receipt, processing, entry

- Indirect labor costs: QC, exceptions, imaging, support services

- Equipment costs: PCs, scanners, telecommunications

- Postage and supplies costs

- Administrative and overhead costs: Supervisory, software, occupancy, training

- Other costs: Bank fees, PO box

Experts estimate that the cost to process and pay one utility bill is **up to $20**, when labor, IT, equipment, and postage costs are accounted for.

$ **Up to 60% savings with EnergyCAP Bill Pay!**

# Bill Pay special offer!

## Enter to win EnergyCAP Bill Pay **FREE for a year!**

Enter today! Drawing will take place Day 2 in General Session

### Raffle Ticket Inputs (estimates OK):

- ✓ Monthly bill count
- ✓ Monthly bill value $
- ✓ Average bill $
- ✓ # of vendors

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# Questions?