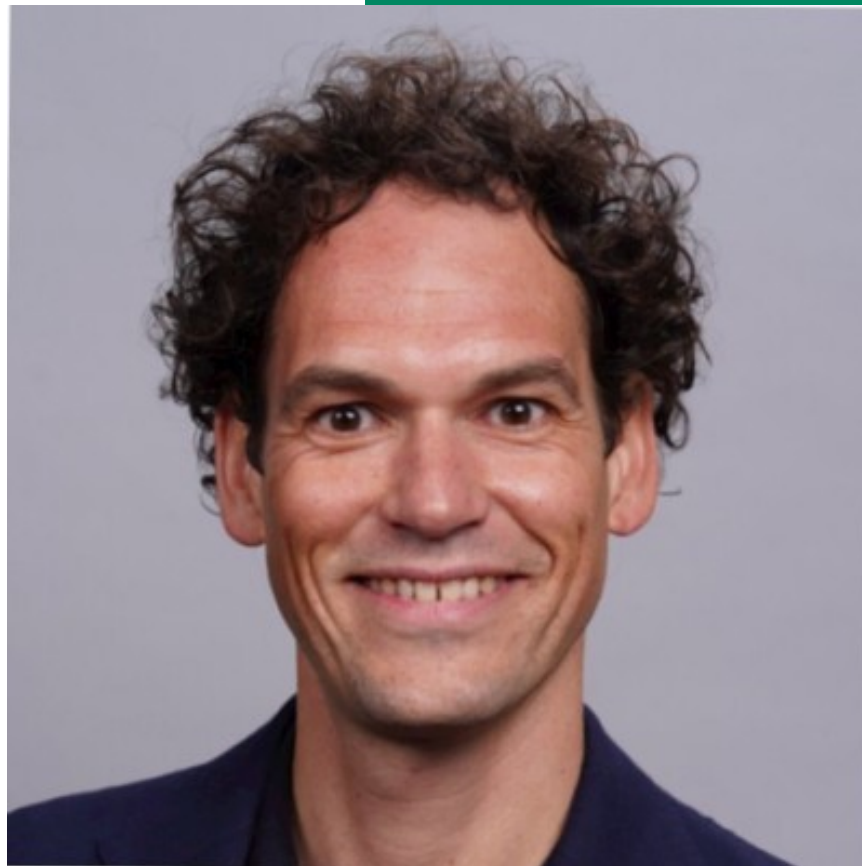




Trapped Cash in the Age of AI

Why ERP Alone Can't Unlock It and How To Release It



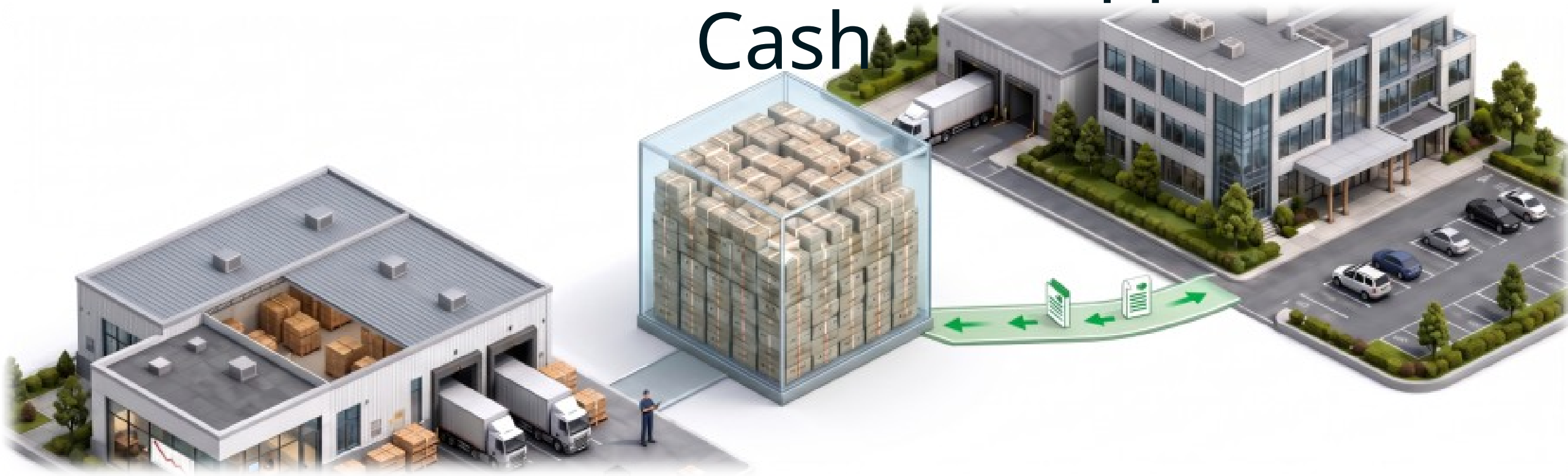


Sjoerd Janssen

General Manager Europe,
Billtrust

*A Cash Generation Company, delivering
Accounts Receivable software*

What the industry calls receivables we call Trapped Cash



The cash your business worked
hard to earn isn't *working for you.*

€1.4T

of Trapped Cash sitting in receivables at
Europe's 1,000 largest companies¹

55%

of all B2B
invoices are
overdue²

11%

Avg. company
revenue
trapped in
receivables¹

~7%

Cost of financing
working capital
in today's
conditions

¹Hackett Group, Working Capital Survey, 2025

²Atradius, B2B payment practices trend, 2023



**Your cheapest
capital is the cash
you've already
earned and haven't
collected**



How much of this month's receivables do you already know will turn into cash?

- a) We don't measure it at that level today
- b) We find out: when the cash actually lands
- c) We estimate it: from the aging report and experience
- d) We predict it: within a few percent, and treasury plans on it

Every finance team has built workarounds for what its systems can't do – those workarounds are your risk

The gap between actuals and plan is where forecast error lives.

68%

say their ERP does not fully meet their planning needs¹

Sound familiar?

- Quarter-end forecasts rebuilt in a spreadsheet because the ERP can't model what's actually coming in
- A planning cycle that takes weeks because three business units run three different tools
- Board questions that sit unanswered for days because nobody owns a single source of truth

¹Source: finance leaders survey — confirm citation before presenting.

Most organisations are running finance on a mix of systems rather than a unified platform

3

systems
used on average for
Accounts Receivable

68%

say their ERP does not
fully meet their
planning needs

47%

cite disconnected data
as their #1 barrier to
faster and better
forecasting

S/4HANA will modernise your ledger, not your cash position

The 2027 deadline is consuming 2026 finance budgets. It leaves the receivables gap untouched.

What the migration delivers

- Real-time cost accounting and event-based postings
- Plan versus actual in a single ledger
- One chart of accounts across entities
- A faster period close on a single data model

What it means

Your ledger gets faster. Your cash position does not.

What it still will not tell you

- When an open invoice will actually be paid
- Which customer your collectors should call first, and why
- How much of this month's receivables converts to cash
- Why the same customers pay late every quarter

What it means

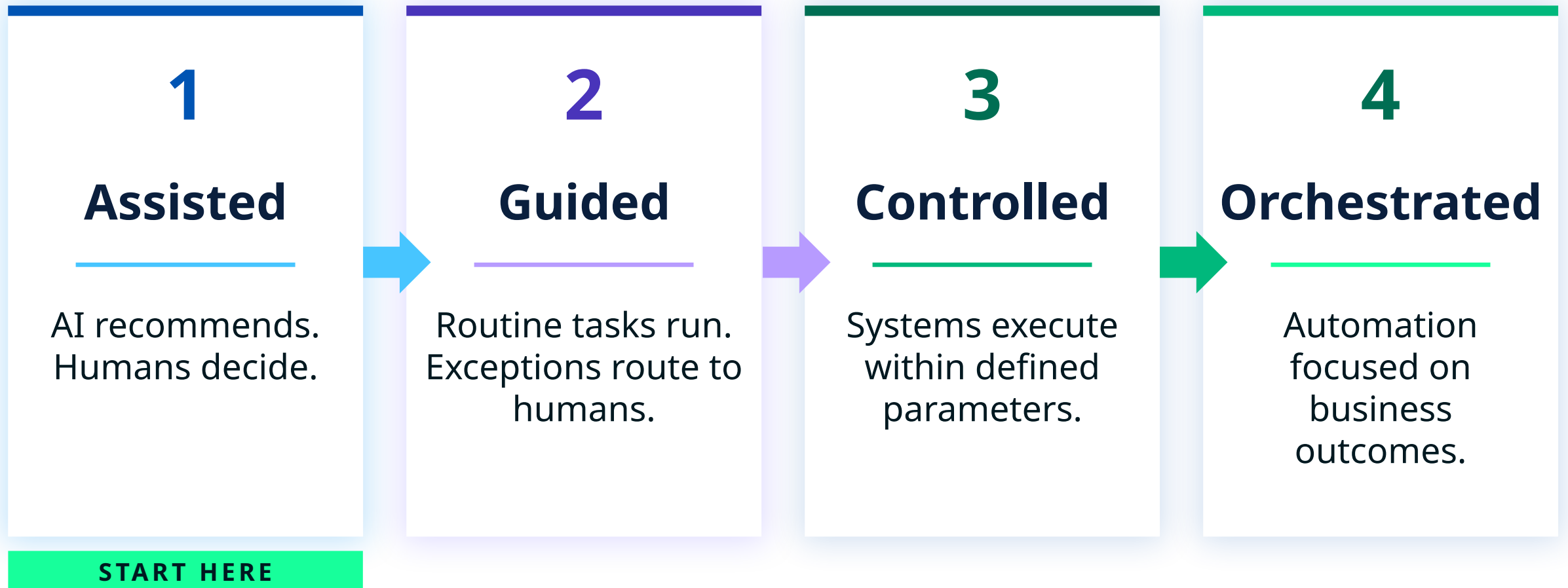
Every one of these is a receivables question, not a ledger question.

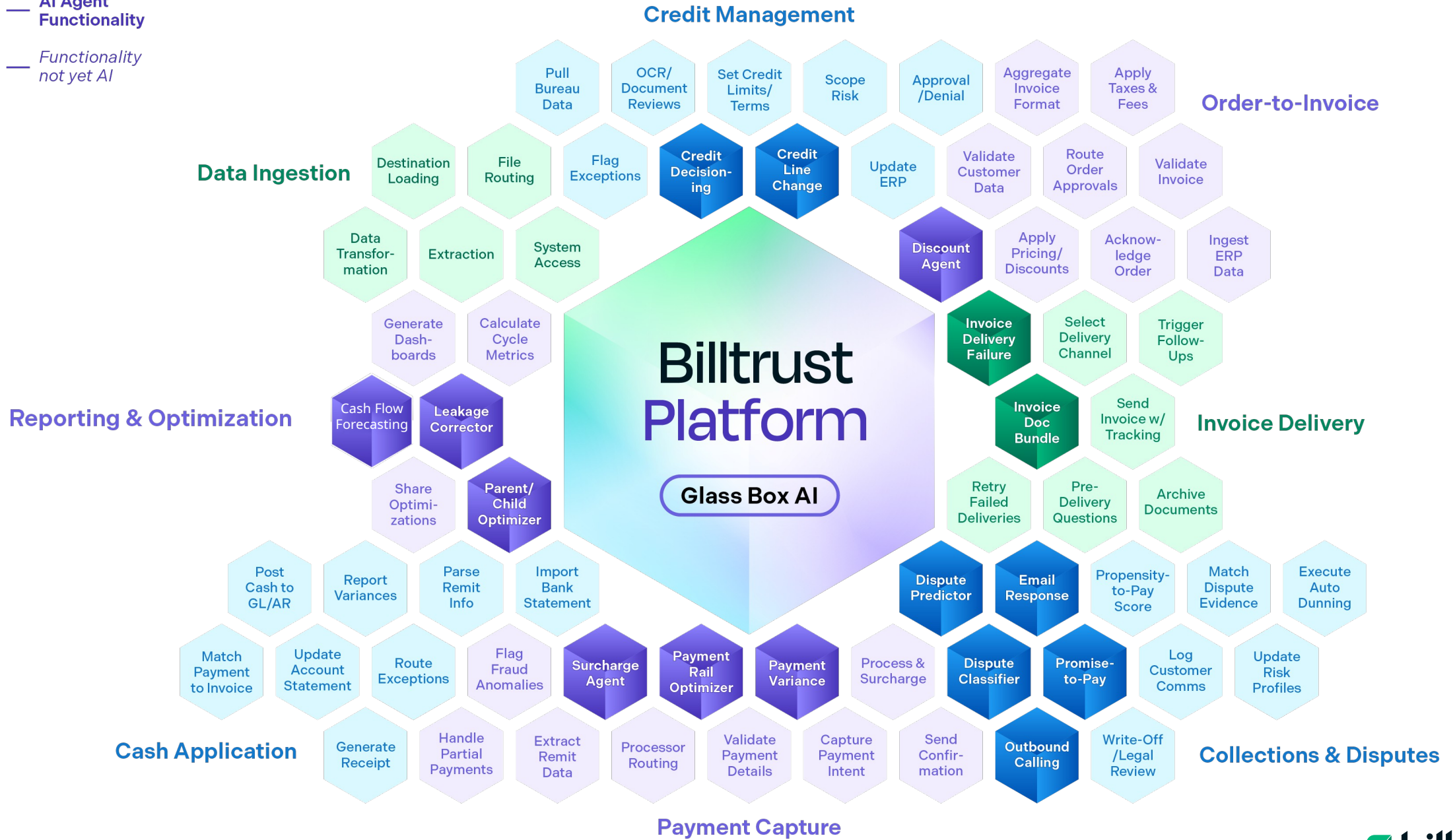


How confident are you in AI's ability to support your financial planning and forecasting?

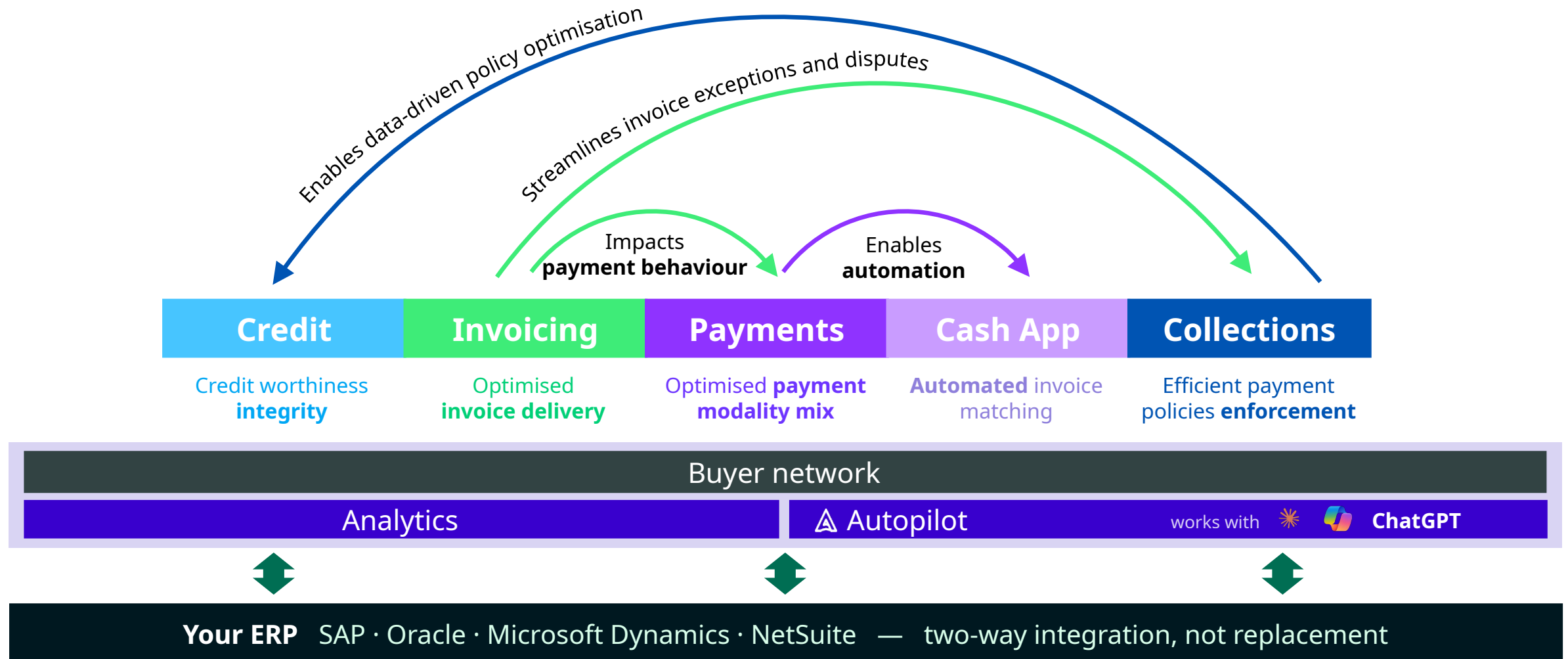
- a) Very confident
- b) Somewhat confident
- c) Somewhat doubtful
- d) Very doubtful

Start at assisted, complete the trust journey to orchestrate





AI-powered credit-to-cash intelligence that gives you the real-time inputs modern planning demands



The Billtrust Promise: Cash Generation

Get paid faster and cheaper
without slowing sales growth

MORE CASH

82 → 87 → 95

Collections Effectiveness
Index (CEI) optimisation

FASTER CASH

47 → 42 → 37

days

Cash arriving faster,
every cycle

CHEAPER CASH

Billions

Saved and passed back to
suppliers every year

THE DATA BEHIND THESE NUMBERS

€950B

in invoice value processed across our
network every year

13M unique buyers · 25+ years of
payment behaviour

Cash Generation Platform:

Each function delivers compounding value across a unified credit-to-cash cycle



Cash Engine

Invoicing • Payments

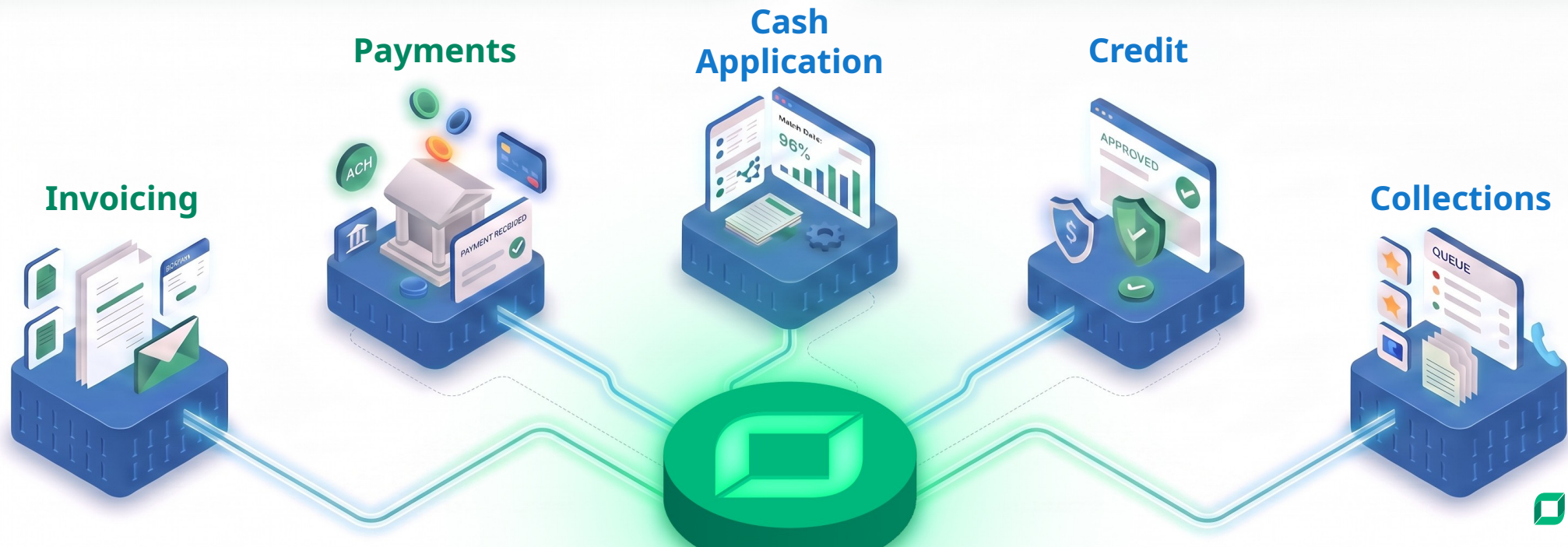
Sends every invoice through the buyer's preferred channel and collects payment on the optimal rail. **The countdown to cash starts the moment the invoice goes out.**



Cash Accelerator

Credit • Cash Application • Collections

Approves qualified buyers fast. Matches payments automatically. Prioritizes the accounts that **actually** move the cash forecast.





Which of these would you let AI handle first?

- a) **Credit decisions: limits and approvals for new customers**
- b) **Cash application: matching payments that arrive without remittance**
- c) **Collections: deciding which customer to call first**
- d) **Forecasting: predicting what actually arrives, and when**

What your ERP cannot answer, and how *Cash Generation AI* answers it

Can we extend credit?

ERP only

The ERP holds the limit but not the risk. Approvals wait on manual bureau checks.

Cash Generation focused with

AI

Pull bureau and trade data automatically, score the applicant, and return a limit in minutes.

Who do we call first?

ERP only

A flat list sorted by days outstanding. Every overdue account looks the same.

Cash Generation focused with

AI

Score accounts on payment history, disputes and risk, then tell collectors who to call first.

When will this get paid?

ERP only

The ERP shows what is owed and how old it is, not when the money arrives.

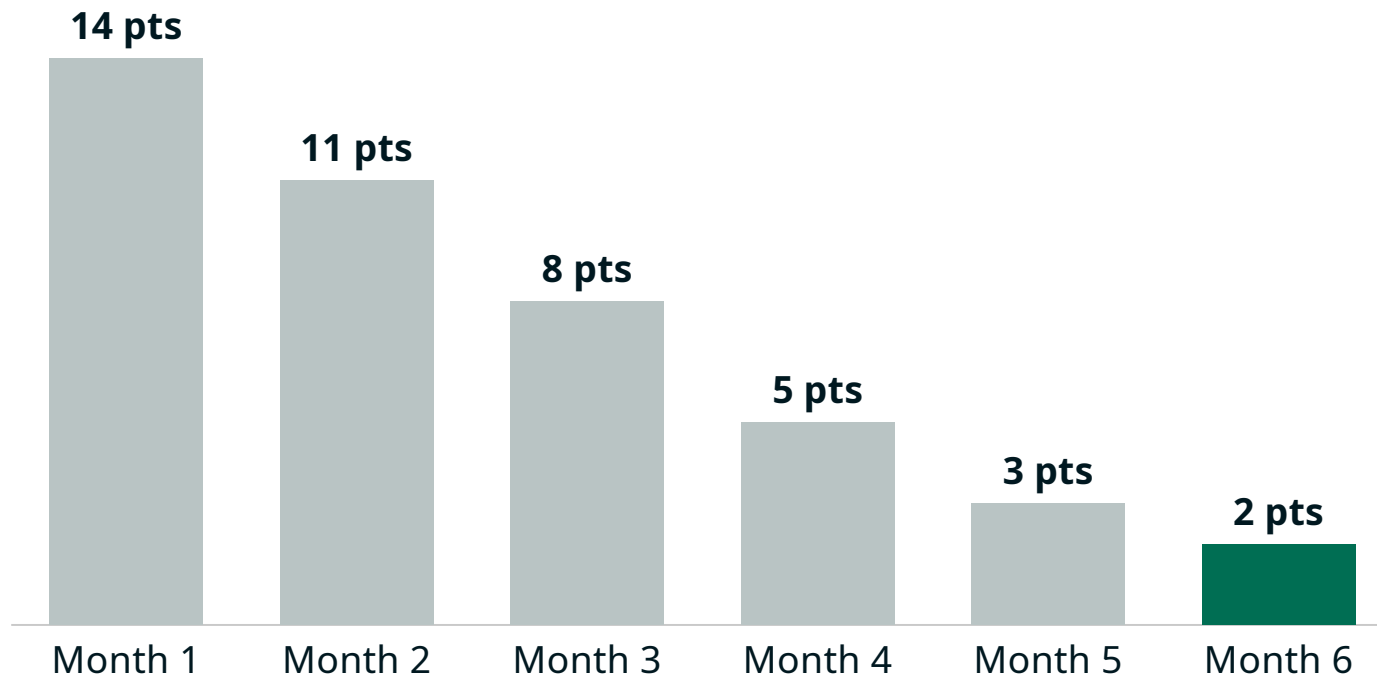
Cash Generation focused with

AI

Predict from payment behaviour which invoices pay this week — a number treasury can plan around.

Forecast error falls when customer and payment behaviour, *not the aging report*, drives the number

Forecast error, percentage points of monthly cash collected — illustrative



What closes the gap

- Payment behaviour scored per customer, not days outstanding
- Disputes and short-pays flagged before the due date
- Promise-to-pay captured, then weighted by whether it was kept

A 2-point error is a number treasury can plan on. A 14-point error is not.

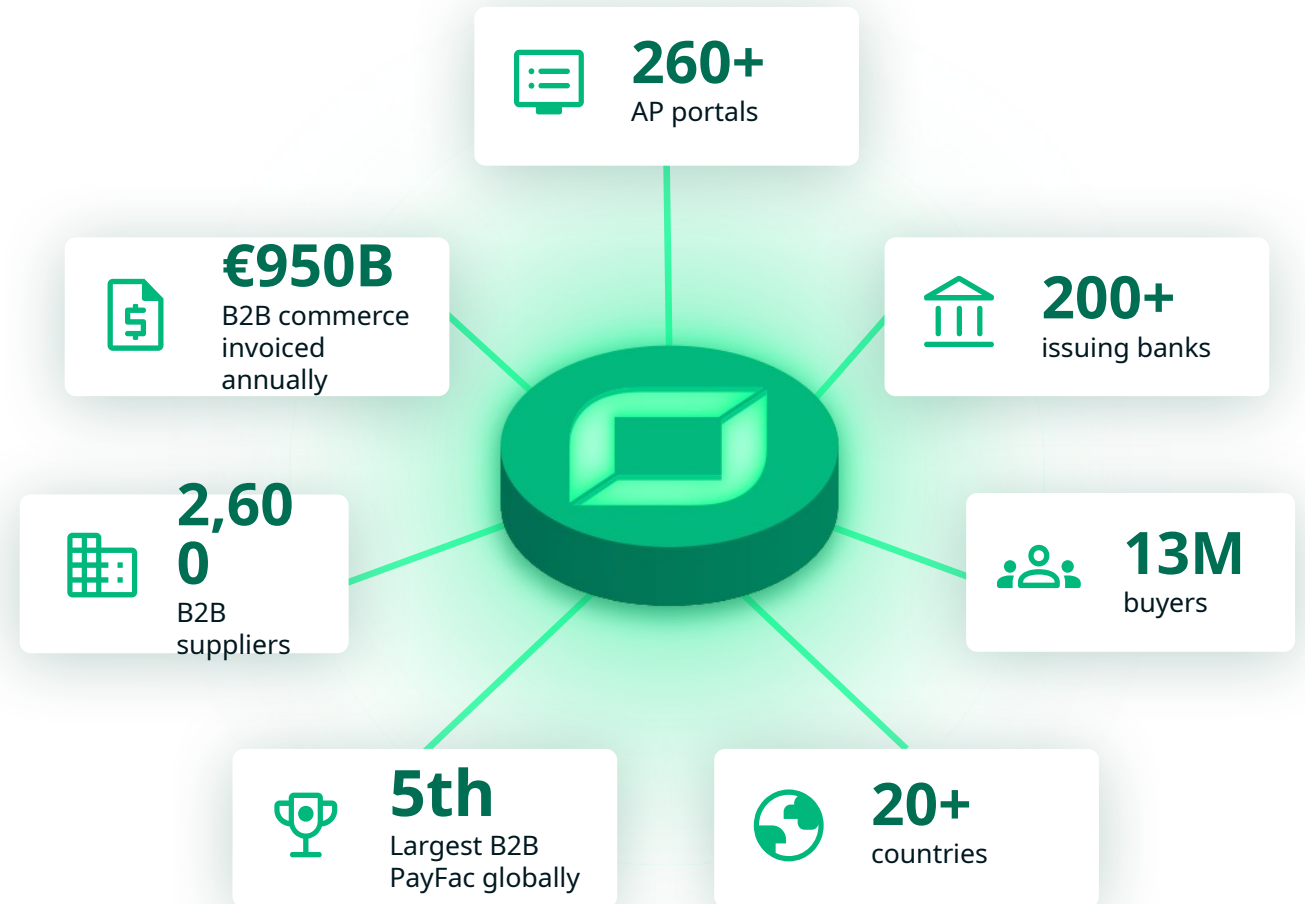
Illustrative pattern from Billtrust deployments

Billtrust operates as a **vital cog** of the B2B economy



A connected ecosystem. Real economic impact.

Billtrust sits at the centre of B2B commerce, helping businesses get paid and grow.



Currency converted at €1 = \$1.16, 11 September 2026.

Three questions to bring back to your team

1

Where do your forecasting and accounting rely on manual work to compensate for system gaps?

Map those steps. That's where your forecast uncertainty and your ROI both live.

2

Can your team tell you today which customers are most likely to pay late next month, and why?

If the answer is no, your cash flow forecast is an aging report dressed up.

3

If you augmented your ERP rather than replaced it, what would the business case look like in 90 days?

Augmenting what you have is a 90-day case. Replacing it is a multi-year one.

Let's Continue the Conversation

Talk to our team at Booth M11 about bringing AI-powered Cash Generation intelligence to your company.

25+ years in business

We're trusted by thousands of industry-leading businesses around the world.



750+ Employees
Around the world



20+ Global Hubs
North America, Europe, India



Trusted Partner
In service for over 25 years





The Cash Generation
Platform

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