



## Start Turning Payments into Profits with AP Direct

Get Paid to Pay Your Bills

*“The support from Wright Express in contacting, establishing and maintaining our vendor relationships for AP Direct is a key differentiator.”*

Jeff Hyde  
Treasurer  
Animal Health International, Inc.

AP Direct from Wright Express is the easiest way to generate a new revenue stream by simply replacing paper check payments with electronic payments through the MasterCard® network.

### Here's how you benefit:

- Improve working capital and days paid outstanding
- Receive cash back as a percent of payments in the form of revenue share
- Improve your A/P team's efficiency and increase controls
- No installation costs or ongoing hosting costs
- Maintain your existing accounting processes and software

### Your vendors will appreciate:

- Receiving payments faster
- Knowing funds are assured
- Reduced risk of check fraud
- Improving reconciliations with enhanced remittance detail

### We'll expand your program for you. You Reap the Rewards.

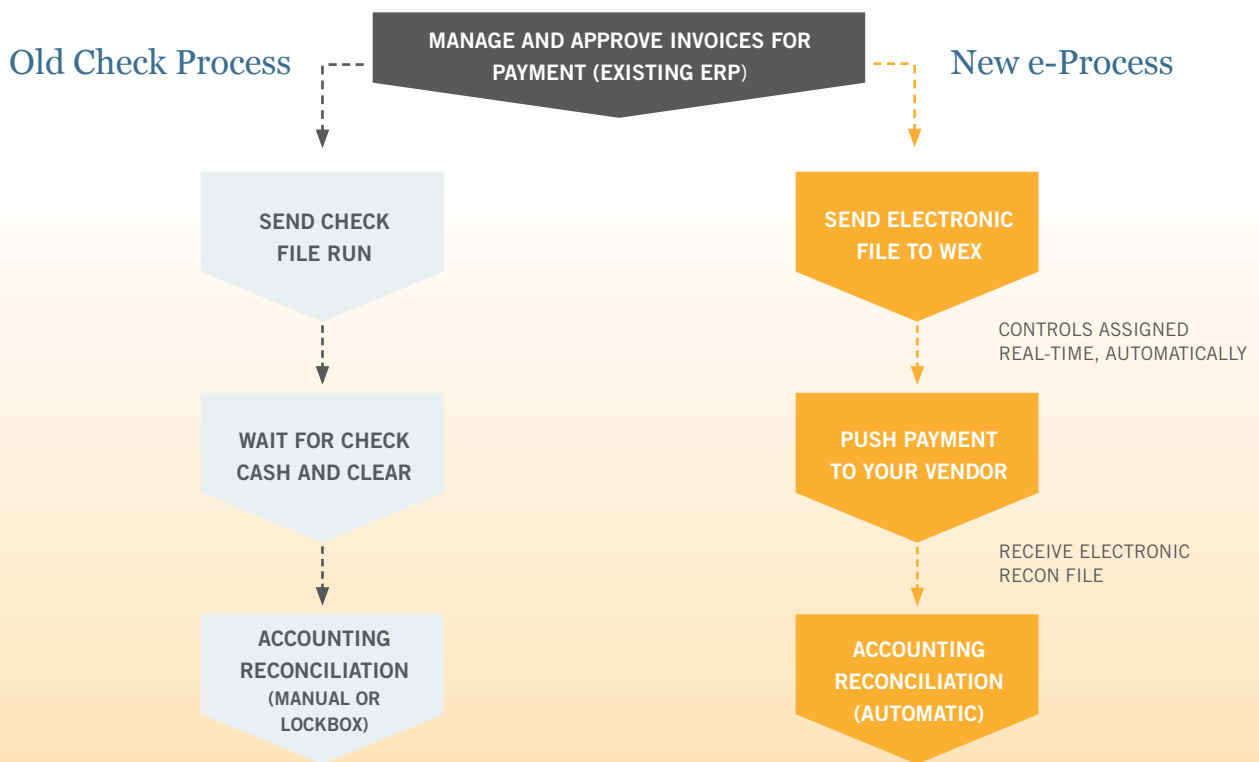
A successful vendor enrollment program is critical, and our servicing and enrollment teams will lead the way. **More vendors enrolled means more revenue share to your bottom line.** We understand that relationships with your suppliers go beyond simple payments. We'll work with you to prioritize the opportunities with your vendor file. Then, we'll take the lead calling your vendors, explaining the options, and signing them up!

for more information,  
visit [www.wrightexpress.com/epayables](http://www.wrightexpress.com/epayables)  
877.865.4244



### How Does My Payment Process Change with AP Direct?

You'll continue to approve and manage invoices through your existing ERP system. However, instead of sending check file runs out of your system and waiting for checks to cash, you will send an electronic file to a secure Wright Express site and payments will be automatically processed, as appropriate.



### Two Vendor Payment Options Ensure That We Maximize Vendor Participation

**Push Pay:** Funds are automatically deposited into your vendors' accounts. Your vendors receive email alerts to let them know they have been paid.

**Pull-Pay:** Your vendor receives an email with details on how to process the payment through his existing credit card relationships.

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## Get your program up and running faster with Wright Express

### Keys to a Successful Implementation

- Dedicated vendor enrollment staff
- Secure executive sponsorship and assign internal champion
- Align your internal teams (Procurement, Accounting, Technology)
- Benchmark and track performance

Take advantage of our rigorous approach to implementation so you can get your program up and running faster! We'll make sure to cover all the details with you to ensure a successful planning, training, and vendor enrollment process.

### Implementation Approach

	You	Wright Express
<b>Planning</b>		
Identify executive sponsor	•	
Send A/P vendor file	•	
Determine payment strategy	•	•
Conduct vendor list match & A/P spend analysis		•
Project plan		•
<b>Set-up, Training &amp; Enrollment Plan</b>		
Develop payment file	•	
Perform A/P file tests		•
Provide training on system		•
Vendor messaging	•	•
<b>Vendor Enrollment</b>		
Change flag in ERP system as vendors enroll	•	
Execute multiple contacts to enroll vendors		•
Report, benchmark, and repeat vendor enrollment		•

### What Else You Can Expect During Implementation

- With your help, we'll have you up and running in 4 to 8 weeks
- Limited investment of time from your IT resources is required
- A proven approach to help maximize your vendor enrollment program

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# About Wright Express



## A Consultative Partner for Your B2B Payment Solutions

### Fast Facts

- Publicly traded corporation (NYSE: WXS)
- \$20+ billion in annual B2B payments
- \$390 million in 2010 revenue
- 350,000 customers
- Top 10 domestic issuer of commercial payment purchasing solutions
- Industry leader in innovative Single Use Account and AP solutions

Headquartered in South Portland, Maine, Wright Express is global provider of business payment processing and information management solutions. We issue MasterCard® branded credit products through our wholly owned industrial bank, Wright Express Financial Services Corporation.

### Technology First. Banking Follows.

To say your accounts payable department's technology needs are basic may mean a missed opportunity to drive efficiencies and savings. In partnership with our clients, we leverage technology to deliver payment solutions that meet your unique needs. We're uniquely focused on delivering solutions for your commercial payment needs. We'll take on the projects your traditional bank won't touch.

### Service Philosophy

Online. Offline. 24/7. You'll benefit from multiple levels of support including a dedicated relationship manager, account manager, "live" U.S.-based customer support, and a fraud team that constantly monitors your account for unusual activity or potential abuse. Don't you deserve Fortune 500-level service?

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