

Commercial Payments Exchange (CPX)

# CPX Commercial Acceptance

At Priority we believe that successful commercial payments maximize automation and efficiency to achieve revenue growth.

## What Makes CPX<sup>®</sup> Commercial Acceptance Unique?

Traditional acceptance programs only reach a small segment of suppliers while CPX facilitates flexible payment processing from one simple-to-use platform for full AP automation.

The CPX Commercial Payment Solution Suite supports multiple payment options on a single platform including virtual card, CPX Direct, CPX Dynamic Discounting (DD), CPX ACH+ (Flat basis points), ACH, Proxy Pay and check processing.

## The CPX<sup>®</sup> Strategy

Our Acceptance team manages the payment strategy process through four main phases:

- 1. Pre-Sales Consultation** - The first step to delivering a best-in-class payment strategy is to understand how to build the framework for success. This begins with a detailed analysis of your spend file. Priority's team of experts will analyze your supplier data and recommend strategies that will achieve the highest level of payment automation possible.
- 2. Post-Sales Consultation** - The second step identifies the criteria for successful supplier participation. Priority provides the vision and strategy needed to define how to deliver meaningful and measurable value to your supplier base and drive maximum participation.

- 3. Supplier Enablement** - As a world-class leader in supplier enablement, Priority provides services to all three major payment networks and multiple financial institutions. We enable billions of dollars in commercial payments annually. Depending on a buyer's vertical and the supplier value proposition, card and other CPX commercial payment option acceptance results can reach as high as 50%. Our services extend to global campaigns in Canada, the United Kingdom, Australia and Singapore.
- 4. On-Going Growth** - The best time to gain preferred payment acceptance is at the beginning of a new supplier relationship. Our CPX Supplier Enablement Service provides a real-time communication mechanism from a buyer's procurement department to our sales staff. This unique part of our strategy drives an immediate program boost as new vendor relationships are established.

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