

Business-to-Business Receivables Solutions



BNY MELLON

| Invested

**RELY ON A B2B
RECEIVABLES
SOLUTION THAT:**

- Accelerates cash flow
- Increases investment opportunities
- Supports business decisions
- Improves the quality of your payment processing
- Strengthens business partner relationships
- Ensures accurate and efficient application of accounts receivable

TO MAXIMIZE CASH FLOW AND INCREASE YOUR INVESTMENT OPPORTUNITIES, YOU NEED TO COLLECT LARGE-DOLLAR PAYMENTS FROM YOUR BUSINESS PARTNERS QUICKLY AND EFFICIENTLY.

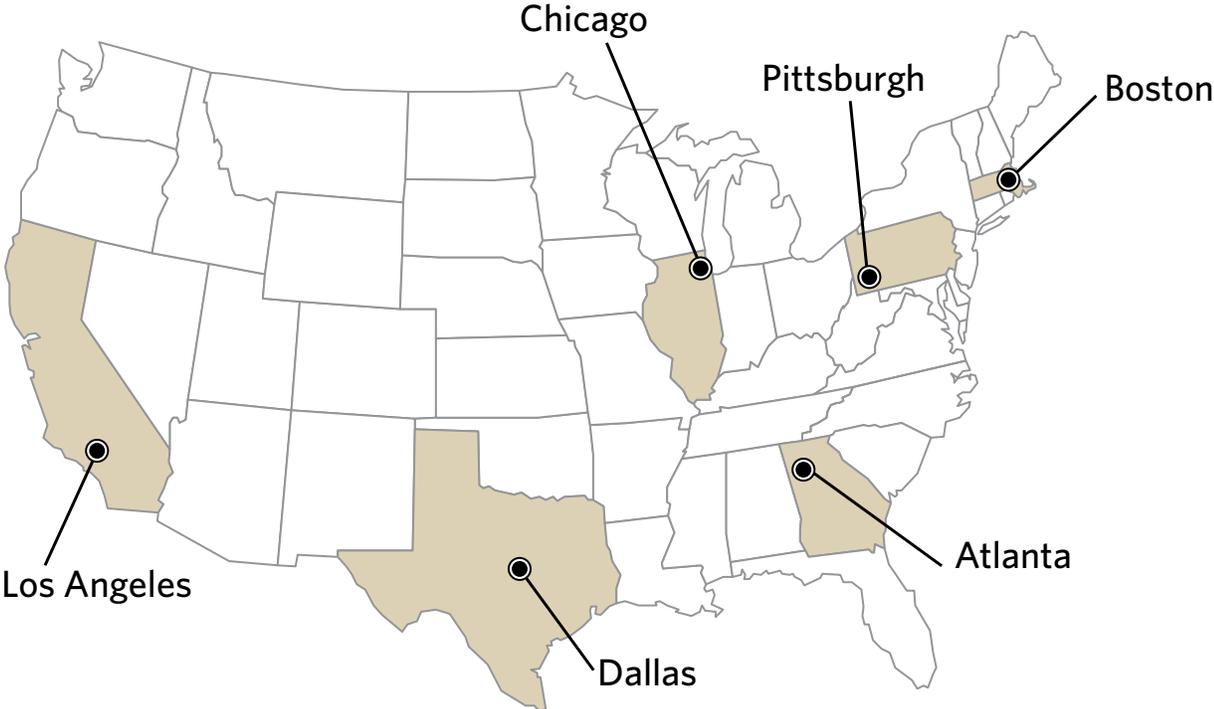
It sounds simple. But in today's increasingly complex B2B payments environment, issues such as exception items, delayed access to the information that often accompanies payments and the need to manage a mix of paper and electronic payments have vastly increased the complexity of the process.

BNY Mellon Treasury Services can help. Our Wholesale Lockbox solution offers your nationwide infrastructure, advanced technologies, superior quality and remittance processing expertise to accelerate and streamline your collection process. And, through a wide range of value-added service options, we can help you add functionality where it best supports your organization's specific requirements and goals.

From reducing mail float to eliminating exceptions, to accessing payment information faster and more reliably, to handling payments received outside of your lockbox and more, BNY Mellon Treasury Services has the expertise, products, services and technologies to help you reach your goals.

NATIONWIDE PRESENCE

At the core of our B2B receivables solution is our nationwide, lockbox network. We operate four full-service Wholesale Lockbox sites located in Chicago, Dallas, Los Angeles and Pittsburgh, along with two regional capture sites in Atlanta and Boston.



Our nationwide network of lockbox sites enables BNY Mellon Treasury Services to collect and process your business customers' payments near their points of origination. This helps us reduce float and cut down your days' sales outstanding figures.

OUR WHOLESALE LOCKBOX SERVICE

DESIGN YOUR SOLUTION

Your Wholesale Lockbox service can have a major impact on your cash flow. So, it's important to select the optimal site configuration, employ the industry's best technologies and work with experts who can provide consultative advice and guidance.

At Treasury Services, this process starts even before you become our customer. Our experienced Sales and Solution Set Experts will work with you to identify your organization's specific processing "pain points", determine where your payments originate and how your business partners want to pay you, and help you articulate clear objectives for the design of your new B2B receivables solution.

Based on your input, the BNY Mellon Treasury Services team will develop a recommendation that shows you:

- the site configuration that will optimize your collection process;
- value-added services to help you achieve the outcomes you desire;
- best practices to improve your process; and
- how we will measure and report on ongoing success.

In addition to your BNY Mellon Treasury Services Sales and Product contacts, a specially trained lockbox implementation specialist will work closely with you ongoing to promote a smooth transition to our service. We will help you set up your lockbox(es), provide implementation specifications and open your new demand deposit account.

BEGIN REMITTANCE PROCESSING

After you become our Wholesale Lockbox client, you prepare and mail invoices to your customers as usual. Their payments are directed to designated post office boxes for the BNY Mellon Treasury Services lockbox sites you use. BNY Mellon Treasury Services picks up the mail, and our operators process the items according to your individual specifications.

Checks are processed based upon the cut-off times you select and availability is assigned locally at the point of encoding.

ACCESS PAYMENT INFORMATION

Because we know the information that accompanies payments is, in many cases, just as important as the money itself, you can access lockbox deposit and remittance detail and transaction images online via our Internet-based information reporting and transaction initiation platform.

Customers who choose either version of our Wholesale Lockbox offering can be confident that they are working with an industry leader, as evidenced by:

The A grade we received for the overall features and capabilities of our Wholesale Lockbox service in the 2013 Phoenix-Hecht® Quality Index.™

Our ranking as one of the top lockbox providers for nationally originated mail in the most recent Phoenix-Hecht Postal Survey. The results from Phoenix-Hecht, one of the nation's foremost providers of market research and education for the financial services industry, reveal that BNY Mellon's wholesale lockbox service continues to maintain its leadership position in mail and total float.

TAKING YOUR B2B SOLUTION BEYOND LOCKBOX

As the payments industry evolves, our clients have brought us numerous collection challenges. We've met them head-on by continually investing in our B2B processing solutions, adding a wide range of enhancements to build value into our core Wholesale Lockbox service and keep pace with market forces that impact our clients' success. Today, we can help you customize your solution by providing you with:



**TOTAL B2B
RECEIVABLES
SOLUTIONS**

Quickly process payments received outside of your lockbox

Accelerate access to payments and remittance information

Expand investment alternatives

Rely on a nationwide network of lockbox locations

Access a specialized real estate management solution

Consolidate lockbox information for all of your bank providers

Eliminate exception items and speed posting

AUTOMATED WHOLESALE LOCKBOX

If you value processing speed and want fast access to current information about the status of customer payments, you may benefit from BNY Mellon Treasury Services' Automated Wholesale Lockbox option. This enhanced service provides remittance detail on the day of receipt, enabling more expedient application of payments and more proactive action on outstanding receivables.

In addition to the collection and processing benefits of our standard Wholesale Lockbox service, our Automated Wholesale Lockbox service also enables you to receive extensive remittance detail electronically to streamline your accounts receivable posting process. By selecting the type of data you need (i.e., MICR, remittance document, or both); your preferred file format (i.e., BAI, ANSI 823 or proprietary); and your reporting method (e.g., via BNY Mellon Treasury Services and / or data transmission to your accounts receivable system), you can customize your solution to meet your need for information.

WHOLESALE LOCKBOX IMAGE

To provide you with even faster access to critical payment information, all BNY Mellon Treasury Services processing sites offer Wholesale Lockbox imaging and reporting capabilities. This option provides you with online access to high-quality check and remittance document images, as well as transaction detail on the same day that the items are processed at your BNY Mellon Treasury Services lockbox site. Alternatively, you can receive images on an encrypted CD-ROM at a frequency you designate, or via file transmission. Images can include invoices, checks, check stubs, remittance statements, correspondence and envelopes. A customizable index for each transaction allows quick and easy access to the transactions you need.

BNY MELLON TREASURY SERVICES' CHECK AND DOCUMENT CAPTURE SERVICES FEATURE:

CUSTOMIZED IMAGE SEARCHES —

You can search across a range of dates, lockboxes and processing sites for specific transactions.

STREAMLINED IMAGE PRINTING —

Our printing function enables you to print multiple transactions through a single action (e.g., a total batch or all the results of a particular search).

EXPANDED INDEXING CAPABILITIES —

Customer-specific indexing is available based upon keyed data fields (as well as check information) for wholesale (non-scannable) transactions. This is designed to enable you to quickly narrow the customized fields you search based on your business needs.

Use of BNY Mellon Treasury Services' Image Service offers you many potential benefits, including:

- **Lower costs** due to elimination of courier charges; accelerated communication capabilities because you can share images with your co-workers and customers via e-mail, fax or in hardcopy;
- **Faster access to cash/reduced days sales outstanding because you can collect** payments nationwide and apply cash using advanced technology.
- **Reliable quality.**
- **More return on investment** because, if desired, cash that is collected faster can be invested until it is needed to meet your company's obligations.
- **Improved decision-making capabilities** through faster access to information about the status of customer payments and the ability to view images of items to obtain additional detail.
- **Better customer relations** because you have fingertip access to both customer data and transaction images.
- **Reduced** storage needs because you can access images electronically and one CD can hold up to 20,000 images.

REMOTE LOCKBOX DEPOSIT

Capitalizing on the opportunities made possible by the passage of the Check Clearing for the 21st Century Act (Check 21), BNY Mellon Treasury Services' Remote Lockbox Deposit solution lets you scan and truncate checks and associated payment detail received at "remote" locations — a corporate headquarters or satellite location — and then electronically transmit the images to a lockbox or bank where they are processed and cleared accordingly. Data capture can be performed from the remittance detail allowing the information to be included in your lockbox transmission. Document images become part of the image archive along with all other lockbox remittances. Available funds can be deposited directly to your BNY Mellon Demand Deposit Account. The potential outcome: faster access to the cash that used to be subject to possible lengthy periods of "desk float."

DATA CONSOLIDATION

If an organization other than BNY Mellon Treasury Services provides some of your lockbox services, you don't have to schedule, monitor and edit multiple data transmissions. Using our convenient Lockbox Consolidation service, your lockbox banks can simply transmit your receivables information to us and we'll consolidate it into a single data transmission and send it to you daily.

INVESTMENT SERVICES

In conjunction with lockbox, you can use BNY Mellon Treasury Services' Automatic Investment Service to automatically channel idle funds from your demand deposit accounts into your choice of more than 16 overnight investment vehicles to provide you with competitive yields with sweep times ranging from early morning to early evening.

CREDIT CARD PAYMENT OPTION

If you're currently treating the credit card payments you receive as exceptions, there is a better solution. BNY Mellon Treasury Services' credit card payment option lets you integrate credit card payments with your paper-based and ACH receivables to streamline posting.

EVENT MANAGER

You can make better, more informed business decisions using our Event Manager service. Event Manager will automatically send you an alert via e-mail, phone, fax, or wireless device when a specific transaction identified by you occurs. By keeping current with the status of your accounts receivable, anytime and anywhere, you are better positioned to make good decisions about important business issues, such as award of credit.

REAL ESTATE IMAGE LOCKBOX

You can improve all aspects of your real estate collections by using BNY Mellon Treasury Services' OCR (Optical Character Recognition) Real Estate Lockbox service. This image-based offering provides speed, accuracy and cost efficiency to support the collection of funds paid by check. Our image-based technology accelerates access to critical payment information and expedites decision-making capabilities by supporting online access to payment information on the same day that deposits are made.

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