

B2B WCM

PAYMENTS + STRATEGIES

2017 Survey Report

CORPORATE


1 IN 5

corporates are using a non-bank provider for B2B payments.



more corporates plan to **increase** their **spend on card programs** this year versus those planning to decrease spending.



of corporates make **more than half** of their B2B payments **electronically**.

BANK

55% of corporates see **mobile banking applications** as **important** or **very important** banking services.

46% of corporates believe their banks are investing in **innovative B2B payables offerings**.

VENDOR

35% of corporates would **pay a fee** or **extend a discount** to get paid earlier.

38% of corporates **regularly** require **extended payment terms** from their vendors.



of corporates saw the **automation of AP** as an **incredibly significant driver**.



of corporates **regularly** look to earn **rebates** on their B2B payables.



of corporates saw **ACH** as their **preferred** B2B payment method.



of corporates also saw **checks** as the **least preferred** method of B2B payments.



of corporates say **B2B payables offerings** are **very or extremely important** when selecting a bank.



of corporates **originate payments** using **six or more** banks.