Partnership summary

Enhance Your Integrated Receivables Automation Offering

Improving cashflow & securing revenue with AI tools

Banks and financial institutions partner with Esker when looking to expand their digital transformation portfolio.

Your clients are looking to modernize their processes by rethinking the invoice-to-cash (12C) cycle. Esker's award winning software solutions automates and connects each step of the process to improve cash collection efficiency, provide visibility over cashflow and elevate the user and customer experience. More than just receivables automation, Esker's partners can have the flexibility of offering one solution or the entire platform of Esker solutions, as a seamless extension of your brand's portfolio.

Why automate with Esker?

Esker Synergy AI
Esker Synergy AI acts as a digital assistant for accounts receivable (AR) teams by facilitating daily activities and providing AR managers with predictable insights to help them anticipate issues and make informed business decisions.

Esker Connectivity Suite
Esker recognizes that your clients have complicated IT landscapes, multiple ERPs and numerous systems for integration. The platform was created to seamlessly integrate with any (and all) ERP systems via APIs and/or flat files.

AR monitoring & visibility
Customizable dashboards bring visibility to KPIs along with providing reports and to-do lists to allow users to focus on what truly matters. AR managers gain insight on cash inflows and payment predictions while monitoring their overall AR performance.

Global capabilities & e-invoicing compliance
The solution suite supports multiple languages, sites and currencies, as well as regulatory e-invoicing mandates and worldwide payment coverage. Ensuring compliance to businesses operating on the international marketplace or in a decentralized model.

Why become an Esker partner?

Partner program
One size fits all? Not with Esker. Our flexible partnership ecosystem allows companies to select the partner type that aligns with their unique business goals. Partner types include Reseller, Referral, Delivery, Technology, Integration, BPO, and White Label.

Full solution suite
Esker automates the entire source-to-pay (S2P) and order-to-cash (O2C) landscape. As a partner, you can choose which solutions fit into your portfolio.

Support for delivery
Esker will ensure your staff is certified, experienced and expertly trained to deliver exceptional implementations and consulting services.

Team enablement
Partners work collaboratively with Esker for enablement of all roles. This includes providing sellers with co-branded collateral, prospecting plans, demo sites and success plans to guide the customer journey.

Ongoing revenue stream
Esker resellers have the benefit of an ongoing revenue stream with each renewal. Partners may also cross-sell other solutions to increase revenue.

Industry-leading technology built by experience
Esker has over 39 years of experience with 20+ years focused on cloud solutions. We have the distinction of being the only company featured in the Gartner® Magic Quadrant™ for both Integrated Invoice-to-Cash Applications and Source-to-Pay Suites.

AR solution suite summary

Esker offers a comprehensive and scalable solution suite designed to accelerate cash collection and revenue recognition. The result is not only reduced DSO, but an enhanced experience for every user all in an easy to integrate and white label ready package.

Credit Management

Esker Credit Management helps Credit teams optimize their credit approval and risk monitoring process. Using third party data, Esker can retrieve key scoring from credit partners like Altares Dun & Bradstreet, CreditRiskMonitor or Atradius to combine internal and external data to make informed decisions.

Invoice Delivery

Esker Invoice Delivery automates the delivery of invoices according to customer preference (postal mail, fax, email, EDI, portal) and in 100% compliance with regulations in over 60 countries — all the while providing real-time visibility into invoice delivery status.

Payment

Esker's payment capabilities enable faster B2B payments across the globe. Their customers can easily and securely pay online by card or direct debit, through a customer portal featuring payment scheduling, autopay and discount management.

Cash Application

Esker Cash Application eliminates repetitive and error-prone tasks in the cash allocation process by reconciling all types of incoming payments to open items with AI-powered remittance management and auto-matching. Cash is allocated faster, cashflow is optimized and visibility and efficiency are established for all receivables.

Claims & Deductions

Esker Claims & Deductions enables businesses to resolve customer disputes quicker and keep short payments under control with AI data capture and electronic workflow capabilities. The solution manages customer trade claims tied to promotions as well as non-trade claims linked to shortages, damages or penalty charges.

Collections Management

Esker Collections Management helps businesses efficiently collect cash by automating key steps of the collections strategy and prioritizing tasks based on AI predictions and risk analysis. It provides the Collections team with advanced collaborative tools to accelerate invoice-related issues, facilitate communication with customers and reduce bad debt.

Esker Solution Suite

Interested in more? Esker offers a full suite of solutions for your clients needs.