

Elevator Pitch

Simplify global payments with BTerrell SmartEFT™, an easy-to-use Sage Intacct Marketplace Application enabling Sage Intacct to automatically and securely send electronic funds to any bank, anywhere in the world. No more checks!! Streamline your operations by unifying global payments into one easy step, reducing overhead costs and freeing up staff to focus on more strategic duties.

Target Clients

Decision Makers

- CFOs
- Controllers
- Accounting Manager

Influencers

- CEOs/Business Owners
- Accountants/CPAs
- Bookkeepers

Target Buyers

- Non-US based companies
- Clients paying global vendors
- Clients expanding overseas
- Require balanced ACH file
- Working from home
- Paperless companies

BTerrellSmartEFT™ Core Differentiators

- Supports any bank, anywhere
- Supports all international payment standards and currencies
- Creates “balanced” ACH files
- Complies with GDPR and CCPA requirements
- Supports vendor, customer and employee payments
- Securely transfer payment files to the bank via SFTP
- Automates the direct debit of customer accounts
- Delivers customizable remittance advices electronically

Why Choose BTerrell?

- We will treat your customers with the care we treat our own
- We provide a dedicated project manager, ongoing technical support and specialized training for your customer as needed
- We have been helping Sage Intacct client companies make electronic payments for seven years
- Our seasoned CPAs and experienced software developers understand business as well as technology

Pain Points & How We Address Them

Pain Points	Challenges	Solution
Manually Intensive Operations 	• Writing checks is an inefficient, time-consuming process requiring paper, MICR ink, check signers, postage and all of the manual labor required • Sage Intacct cannot create all the unique formats that many banks across the world require to process EFTs	• Supports global electronic payments with any financial institutions or file formats • Saves time for the accounting staff • Handles SEPA payments, balanced ACH requirements, wire transfers and check payments
Fear of Sending Global Payments 	• Companies need the additional security of SFTP when making payments electronically	• Addresses the challenge by adding an approval layer, permission level file access, and optional SFTP transfer
High Overhead Cost 	• Electronic payments eliminate the staffing, supply costs, capital investment, and equipment maintenance costs required to print a paper check	• Decreases the amount of time and expense required to complete and manage the payment process
Lack of Accounting Staff 	• Small accounting teams recapture the time and labor required to print paper checks • Manually entering individual EFT requests from a list and submitting those to the banks creates double entry	• By unifying and automating electronic payment processing, staff gains time and capacity to focus on more strategic work and provide greater value to their business
High Software Development Costs 	• Developing a proprietary EFT payment solution through a third-party or in-house makes no sense • Developers who aren't familiar with Sage Intacct can start lengthy and costly projects that cost more and take longer than originally budgeted	• Offer an application purpose-built for Sage Intacct by experienced developers • BTerrell is a long time Sage Intacct Marketplace Partner • BTerrell SmartEFT has many satisfied customers who have been using the product for over 6 years