

**Optimize Your Cash Flow and
Keep it Flowing with Cash
Management Solutions from
Enterprise Bank**

EB Enterprise Bank

Member FDIC

Many businesses aren't familiar with all the options available to help provide visibility, move money faster, and protect bank accounts from fraud. Out of necessity, many organizations became familiar with such services over the course of the pandemic, but others are still missing out on improved cash flow, cash management, and convenience.

"Technology is driving the fast-paced evolution of payments in the US and around the globe creating both opportunities and challenges for our clients," says Edie Joyce, CTP, Cash Management Director and Senior Vice President at Enterprise Bank. "Our team of expert Cash Management Advisors focus on thoroughly understanding our clients' operations, cash conversion cycle and growth objectives to create an optimal cash management structure. The success of our clients is paramount, and we support their long-term business strategies by partnering to streamline processes, mitigate risks and maximize returns."

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more accustomed to doing their own business (beyond banking) online, and customers generally expect to be able to buy goods and services from their devices. There is a need for new efficiencies in the supply chain and working capital management and cash management services are instrumental for organizations of all sizes.

The need for quick access to cash was present throughout the pandemic and will continue to be crucial as the country deals with inflation and other challenges. It can be extremely helpful to be able to track receivables and payables, as well as cash on-hand, at any given moment. Cash flow management is arguably the most important aspect of running a healthy business.

For the unfamiliar, cash management is a set of tools and procedures that enable companies to optimize cash flow in a way that minimizes risk. Cash management is about maintaining and improving cash flow and having enough financial resources to cover your needs.

These tools help reduce the time to collect payments and improve financial planning capabilities by allowing you to better manage payables and receivables. Cash management includes managing cash, debt, liquidity, and risk while maintaining a positive relationship with your bank and utilizing funds as efficiently as possible.

The pandemic and related safety precautions led many business owners, who were used to in-person banking, to try online offerings for the first time. Many banks simply didn't have their lobbies open. This, of course, came at a time when businesses were in dire need of banking services, including Payroll Protection Program (PPP) loans and other financing help. As a result, these companies became much more familiar with aspects of online banking and doing business digitally.

Even though the days of closed lobbies appear to be behind us, there is still a degree of not only safety, but also convenience and efficiency at the digital level. In fact, many companies are now





Enterprise Bank Cash Management Solutions

Enterprise Bank has an impressive array of cash management solutions that can help your business improve cash flow and efficiency while making operations easier for your customers, suppliers, and your business.

The Foundation of Cash Management – Online Banking

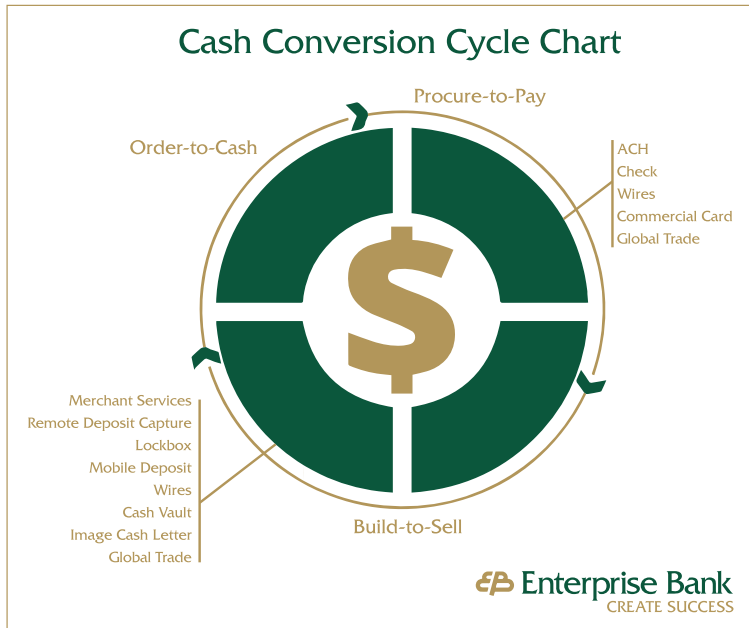
The core of a comprehensive cash management structure is a robust information reporting system with broad product capabilities. Our system offers the basics of managing expenses to sophisticated security measures, administrative functionality, and customized reporting. Cash management products - including Automated Clearing House (ACH), Wire Transfers, Check and ACH Positive Pay - are launched from our online banking system.

Liquidity Solutions

Enterprise Bank’s liquidity solutions can help your business increase efficiency, minimize debt, and optimize interest-earning potential. Liquidity products help to automate your daily working capital decisions and maximize the earnings potential of idle checking account balances.

Automated Overnight Sweep with Enhanced FDIC Coverage

Enhance the safety and soundness of larger sweep account balances with higher FDIC account coverage limits. Our product automatically sweeps excess funds from a business checking account into a linked account that yields a return on the balances. Through a reciprocal deposit relationship with a network of banks, the balance in the linked account receives greater FDIC coverage.* We will work with your business to establish a target balance that best meets operating cost needs based on an analysis of daily account activity. Once the linked account is set up, it will be automated to accept a transfer of any excess operating funds after daily transactions have been posted. Conversely, if your operating account falls below its target balance, then funds will be transferred from the investment account in order to meet the need.



* FDIC Enhanced Deposit products are provided through Reich & Tang Deposit Networks, LLC and membership in IntraFi[®] Network DepositsSM

Our Enterprise Bank Zero Balance Account allows you to conveniently manage your overall cash position with a single account that holds your operating funds while automatically funding subaccounts, such as payroll, without a manual transfer. You can set a target dollar balance for the account, or even set the account to a zero balance each day.

Payables Solutions

With Enterprise Bank's payable solutions, you can send payments quickly and easily using electronic payments and wire transfers.

ACH Credit Origination

With Automated Clearing House (ACH) for electronic payments, you can significantly improve the control you have over your company's cash flow. These payments are ideal for either repetitive or one-time consumer or corporate payments, as well as for federal and state tax payments. They are cost-effective, faster, dependable, and more secure than writing checks by not providing your account information to the payee.

ACH services also let you pay employees with payroll direct deposit, reimburse employees for expenses, set up recurring payments, pay consumer or business entities, control payment timing, and reduce costs compared to checks or wire transfers.

"I have complete trust in Enterprise Bank," commented Walter Dowgiallo, Chief Executive Officer of Screenprint/Dow, Inc., a leader in the graphics and membrane switch industries, delivering innovative solutions for customer programs for more than fifty years. "They are honest, deliver on their promises, and make me feel valued as a customer."



Commercial Card Payments

Unify processing, simplify management, and maximize savings with corporate credit cards for procurement, employee purchases, and travel and entertainment expenses. Eliminate the need for petty cash and cash advances and receive detailed transaction data on every purchase. The program fully integrates with your electronic reporting system/general ledger system. Access to the VISA® worldwide network helps employees purchase goods and services around the globe.[^]

Wire Transfers

With Enterprise Bank's wire transfer services, businesses can send funds quickly to beneficiaries around the globe, either in U.S. or foreign currency. Transfers can be called into our Wire Department or initiated online which saves time and money. Transaction dollar limits, users, and account access for outgoing wires are under your control.

Receivables Solutions

Enterprise Bank's receivables solutions provide up-to-the-minute account status to help manage your business's cash flow.

Enterprise Bank offers Automated Clearing House (ACH) for processing both payables and receivables. You will have better control of receipts and realize more effective ways to collect payments. With authorization, ACH debits to suppliers and customers can be originated by your company and decrease payment uncertainty and float times.

IMPROVE YOUR CASH FLOW



[^] The creditor and issuer of these cards is Elan Financial Services, pursuant to separate licenses from Visa U.S.A. Inc.

ACH for receivables lets you reduce billing costs, collect payments more quickly (for services, dues, and/or memberships), pay vendors/partners/taxes, and consolidate funds into a central location. ACH debit origination helps to reduce fraud and minimize issues with lost payments while streamlining settlement and cash flow.

Lockbox Services

Eliminate mail processing and accelerate funds collection by directing customer payments to an exclusive post office box maintained on your behalf. A dedicated team will retrieve, process, and deposit payments that can be posted to your accounts receivable system. Lockbox is an excellent tool for outsourcing accounts receivables processing by reducing paper, providing electronic access to payment information for research, image archiving of payment data, and data storage.



*“Enterprise Bank is local, with a local feel and great customer service, but they are able to deliver on even the most complex international transactions,” said customer **Jeremy A. Quill, Chief Financial Officer, Ecological Fibers, Inc.**, which specializes in environmental innovation and producing cover materials that help protect books and luxury packaging. “They are the best of both: a local bank with national capabilities.”*

Merchant Card Services

Receive payments by debit and credit cards via point-of-sale, virtual, mobile, and online solutions. Meet with a representative to determine what options are available for processing based on your daily operational needs.

Global Trade Services

Facilitate international trade with Letters of Credit.[#] A letter is issued on your behalf by Enterprise Bank to another financial institution (typically in a different country) to serve as a guarantee for payments. Letters of Credit are designed as a contractual agreement to protect both exporters and importers.



Documentary Collections is another global trade solution for import/export transactions where Enterprise Bank will forward documents and payment instructions to another financial institution on behalf of your company.

Remote Deposit Capture

From your location, remotely deposit checks digitally by scanning and transmitting them to the bank. If you have a computer, a scanner, and a high-speed Internet connection, you are all set. Remote Deposit Capture helps to speed up receivables posting to your account, improves cash flow, and enables the search and retrieval of archived check images.

[#]Subject to credit approval.

With Remote Deposit Capture, businesses receive next-day-business credit for deposits made before 5:00 p.m., and reduce transportation risk and costs by eliminating the need to go to the bank to deposit checks. Companies can control multi-user access with different security levels and payment data can be downloaded to accounting software.

Fraud and Risk Mitigation

Enterprise Bank's fraud and risk mitigation tools help protect accounts from fraud and unauthorized electronic access. These tools include ACH Positive Pay for electronic payments and Positive Pay and Payee Positive Pay for Checks.



ACH Positive Pay prevents unauthorized ACH debit and credit transactions from posting to your account. Based on the business rules you create at enrollment; ACH Positive Pay allows approved debits and credits from authorized suppliers or trading partners to be posted to your account. Unauthorized debits and credits attempting to post to your account will be rejected.

"At Enterprise Bank, we are pleased to offer you and your business progressive cash management products combined with digital technology, while always remembering that consultive and purpose-driven advice is at the heart of our relationship."

Jack Clancy,
CEO Enterprise Bank

Check and Payee Positive Pay will enable you to protect your account against fraudulent check activity. You can upload your check register information (check number, amount, date, account number) using Business Suite Online Banking, and Enterprise Bank will monitor checks as they are presented for payment each day. If a clearing check matches the information provided to the bank, the check is paid. If there is no matching record, you will receive notification to view the check and decide to pay or return the item. With Check and Payee Positive Pay, you can reduce check fraud, receive alert notifications for checks to review, and review/make decisions on questionable checks online.

Each of these cash management solutions has the potential to make your life easier, give you peace of mind, and improve your finances. Enterprise Bank supports industry best practices of reviewing your accounts via online banking each day and periodically updating your company's internal controls. Determining best practices for payments, such as dual controls for ACH and Wires, should be a top priority to help mitigate against fraudulent payments.



Jack Clancy
CEO

Conclusion

Cash flow is critical to business success, and the past couple of years have demonstrated just how dire cash management issues have become. The pandemic caught the world off guard and illustrated the importance of implementing a comprehensive cash management structure for your organization. As we continue forward in an increasingly digital world where convenience and efficiency are essential, be sure that you are leveraging the tools and products to optimize your cash and keep it flowing.

About Us

Enterprise Bank is a locally managed full-service commercial bank that is highly responsive to the needs of individuals, professionals, non-profits, public sector entities and especially growing businesses. Our employees are highly motivated, actively involved in the community, and extremely comfortable working in an entrepreneurial environment. Enterprise Bank is a Commonwealth of Massachusetts Trust Company, a state chartered commercial FDIC insured bank, and a state non-member of the Federal Reserve System.

Massachusetts Locations

Acton
Andover
Billerica (2)
Chelmsford (2)
Dracut
Fitchburg
Lawrence
Leominster

Lexington
Lowell (2)
Methuen
North Andover
Tewksbury (2)
Tyngsboro
Westford

New Hampshire Locations

Derry
Hudson
Londonderry
Nashua (2)
Pelham
Salem
Windham

Contact Us

As a company leader, you cannot be an expert at everything, so let us be your trusted advisor to help you streamline your operations, minimize risk, and add value to your banking process.

Visit [EnterpriseBanking.com](https://www.enterprisebanking.com) to learn more and schedule a discussion with one of our Cash Management Advisors.

