



Streamlining Franchise Collections and Payments with Invoice-to-Cash Automation



Speakers



Trip

Roney

Head of Franchise Business

FLYWIRE



Chris

Jordan

Sr Franchise Solutions

Director

FLYWIRE

Flywire for Franchising

60%↑

Faster
settlement

45%↓

fewer
Franchisee
inquiries

70%↓

less time spent
on payment
reconciliation

14↓

Days average
DSO reduction



**Solving payments
complexity with a unified
invoice-to-cash solution**

4000+

Global
clients

\$25B+

Annual money
moved

240+

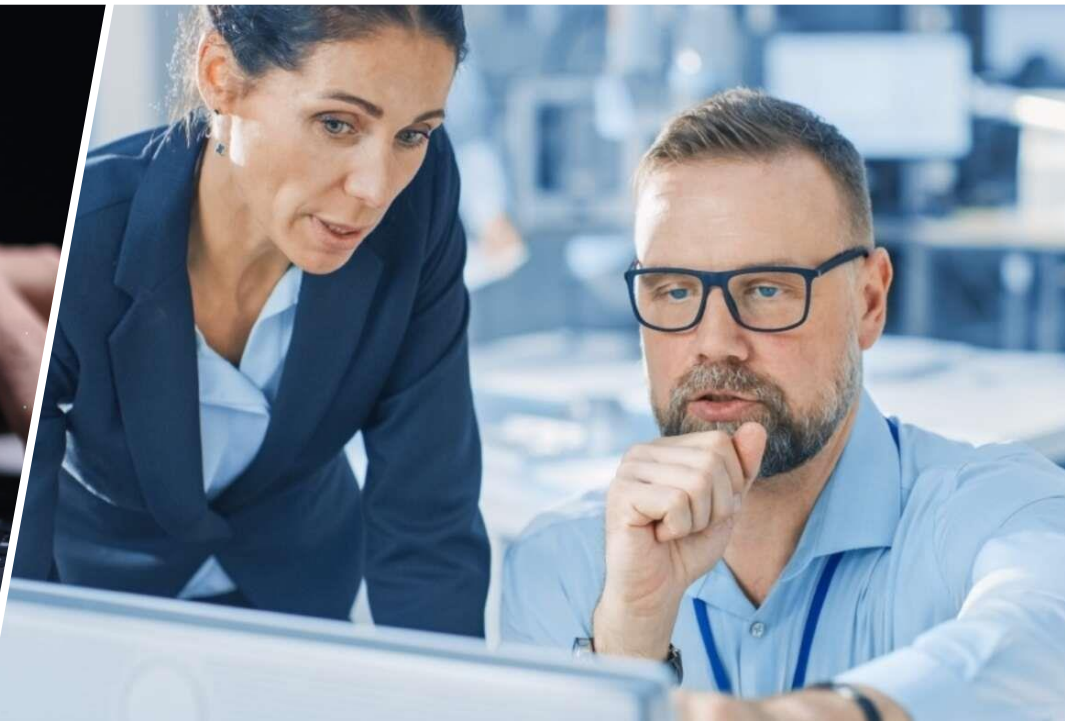
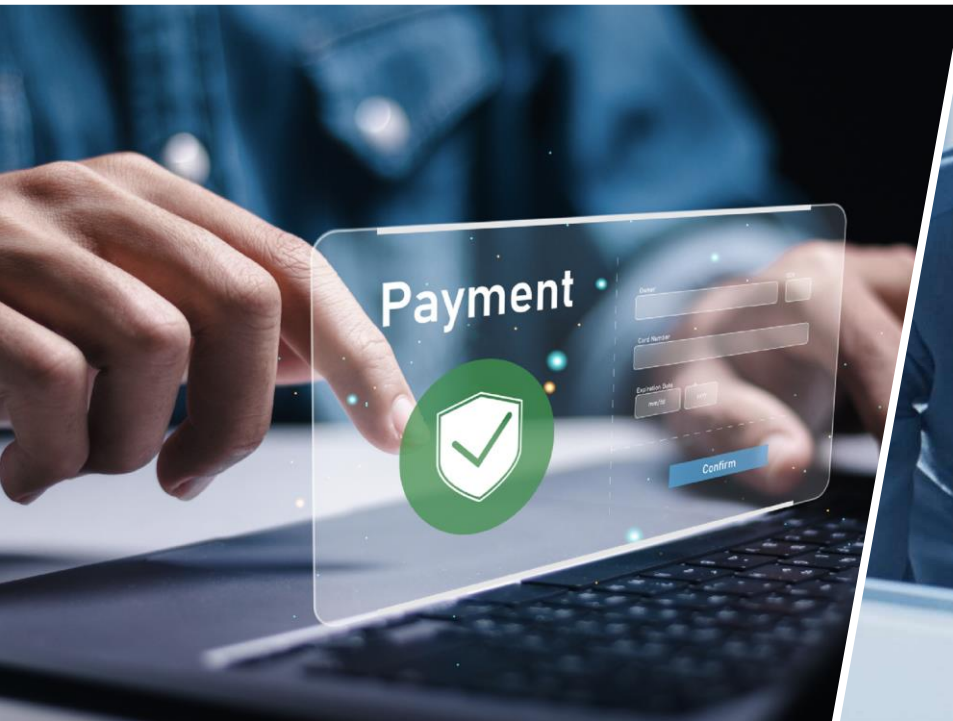
Countries &
territories
served

1200+

Payment
options

Getting paid
is getting harder

...for **Franchisor finance**
teams and for their
Franchisees



Franchisors need a better way to manage their franchise fee programs



Resource drain

86%

Of finance leaders say they have too much bandwidth tied up in Franchise fee collection processes



Cash flow strain

55%

Say they lose 4-5% in cash flow per month due to A/R and fee payment inefficiencies



Franchisee pain

70%

Report challenges with brand expansion and attracting new franchisees due to complex, legacy processes and friction with payments

Payments challenges in the Franchise Industry



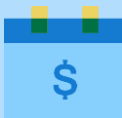
Manual workflows

Highly manual A/R processes for Accounting teams



Lack of local payment methods for Franchisees

Payment friction and high costs for Franchisees; Short, late and non-payment impacts cash flow for Franchisor



Poor cash flow

Non-existent predictability of cash flows due to payment issues and manual collections



Manual reconciliation of royalties

Chasing down money owed and friction with franchisees



Poor visibility and connectivity

Manual processes = unreliable data and no visibility for Franchisees into to their A/P relationship with corporate



Slowed growth & expansion

Poor Franchisee experience & challenges onboarding new franchisees due to complex systems and processes



Delivering value across the invoice-to-cash lifecycle



ACQUISITION

Attract, convert
and retain loyal
Franchisees



INVOICING

Speed cash flow
with fast,
accurate
invoicing



CHASING

Efficient
collections drives
cash flow and
growth



PAYMENTS

Global payment
automation
reduces costs,
improves
experiences and
increases
Franchisee loyalty

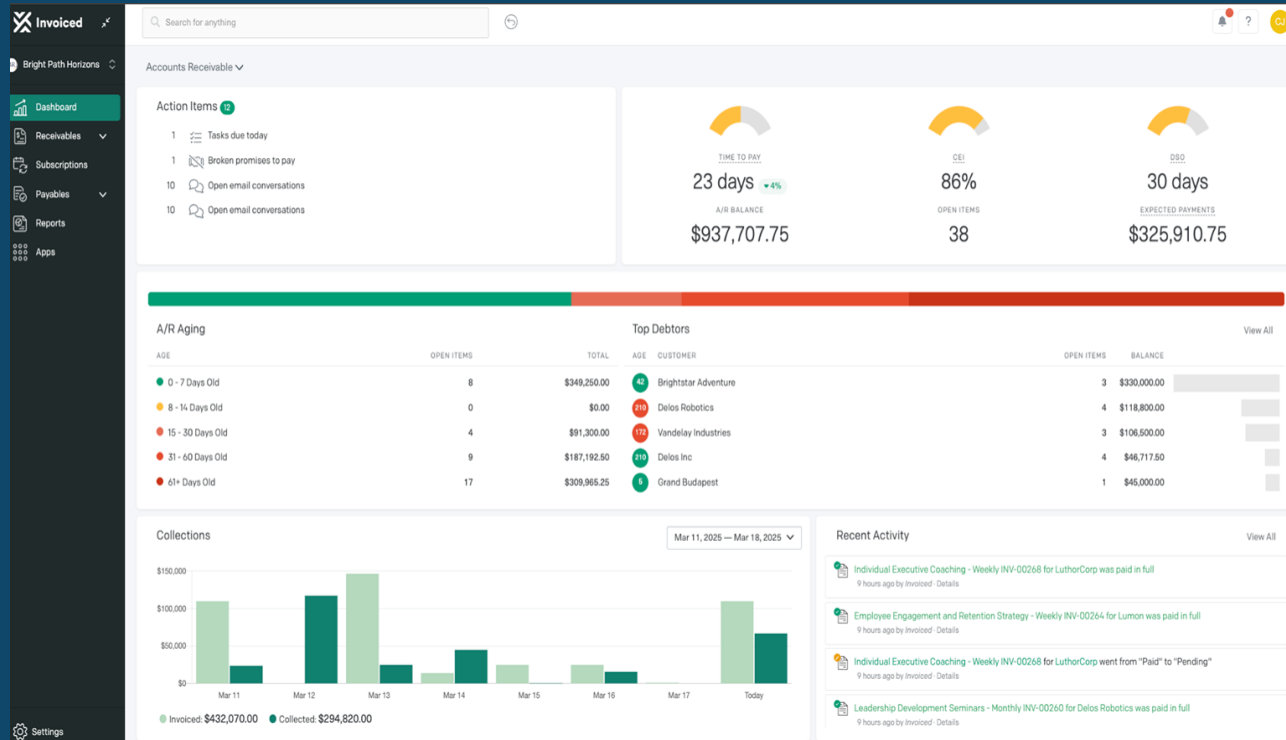


REPORTING & RECONCILIATION

Automated
reconciliation
and reporting
drives strategic
business insight

Dashboard

Monitor your A/R performance and prioritize action items for improved cash flow management.



Fully Customizable Franchisor Dashboard

Customers

Get visibility into your Franchisees and configure master/subs to mirror your real-world business structure.

Full Franchisee or Individual Franchisee Views

Bright Path Horizons

Dashboard

Receivables

Customers

Estimates

Payment Links

Invoices

Payment Plans

Payments

Inbox

Activities

Subscriptions

Payables

Reports

Apps

Settings

Search for anything

Customers

Filter Saved Filters

	NAME	COLLECTIONS	0 - 7 DAYS	8 - 14 DAYS	15 - 30 DAYS	31 - 60 DAYS	61+ DAYS
	AFC Richmond CUST-00099	Finalized Default Chasing	—	—	—	—	\$14,000.00 1 Invoice
	ATN News CUST-00003	Initial Email Notice Default Chasing	\$35,000.00 2 Invoices	—	—	—	—
	Bluth Company CUST-00004	2nd Past Due Notice Default Chasing	—	—	—	\$137.50 1 Invoice	\$7,017.00 1 Invoice
	Bright Path Horizons Europe (Master) CUST-00021	Past Due Escalation Default Chasing	—	—	—	\$5,000.00 1 Invoice	\$7,500.00 1 Invoice
	Bright Path Horizons Spain CUST-00022	Initial Past Due Notice Default Chasing	—	—	—	—	\$40,000.00 1 Invoice
	Bright Path Horizons Sri Lanka CUST-00027	Initial Past Due Notice Default Chasing	—	—	—	\$12,350.00 2 Invoices	—
	Bright Path Horizons UK CUST-00033	Initial Past Due Notice Default Chasing	—	—	—	—	\$5,000.00 1 Invoice
	Brightstar Adventure CUST-00005	Initial Past Due Notice Default Chasing	\$220,000.00 2 Invoices	—	—	\$110,000.00 1 Invoice	—
	Bureau of Paranormal Research and Defense CUST-00007	Initial Past Due Notice Default Chasing	—	—	—	—	\$25,000.00 1 Invoice
	Delux Destinations, Inc CUST-00019	Initial Past Due Notice Default Chasing	—	—	—	—	\$15,800.00 1 Invoice

Showing up to 10 of 26 results.

Documentation Help & Support
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Release Notes Blog API Terms Privacy

Search for anything

Bright Path Horizons Europe (Master)
CUST-00021

Account

Collections

Report

History

Customer Details

Address:
92 Bright Path Boulevard
London
EC1A
United Kingdom

Owner:
Brittany Hill

Currency:
USD

Entity Type:
Business

Created:
Jan 7, 2025

Payment Method

Visa ****

Notes

None

Contacts

None

Sub-Customers

Invoices

Credit Notes

Payment Links

Estimates

Payments

View All

AGE	INVOICE	DATE	TOTAL	BALANCE
15	INV-00190	Jan 31, 2025	\$5,000.00	\$5,000.00
15	INV-00154	Jan 7, 2025	\$7,500.00	\$7,500.00

Showing 1-2 of 2 Invoices.

File Attachments

None

Franchisees gain comprehensive visibility into their franchisor relationship, with insights across all hierarchical master/sub structures.

BRIGHT PATH
HORIZONS

Bright Path Horizons Europe (Master)

My Account

Activity

Documents

Statements

Billing Details

My Account

Account Summary

Balance Due: **\$12,500.00**

Open Estimate: 1

Pay Now

Aging

AGEING	# INVOICES	TOTAL
0 - 7 Days	0	\$0.00
8 - 14 Days	0	\$0.00
15 - 30 Days	0	\$0.00
31 - 60 Days	1	\$5,000.00
61+ Days	1	\$7,500.00
Total	2	\$12,500.00

Billing Details

Bright Path Horizons Europe (Master)

Missing email address

92 Bright Path Boulevard

London

EC1A

United Kingdom

Change

Payment Method

visa Visa **** (expires Mar '30)

Add Payment Method

Bright Path Horizons

FAQ Terms of Service Privacy Policy

English

BRIGHT PATH
CONSULTING

Bright Path Horizons

Bright Path Horizons Europe (Master)

My Account

Activity

Documents

Statements

Billing Details

Account Statement

Open Item

Pay

BRIGHT PATH
CONSULTING

Account Statement

Statement from Bright Path Horizons

BILL FROM

Bright Path Horizons

141 Tremont St

F110

Boston, MA 02111

United States

BILL TO

Bright Path Horizons Europe (Master)

92 Bright Path Boulevard

London

EC1A

United Kingdom

DATE

Mar 18, 2025

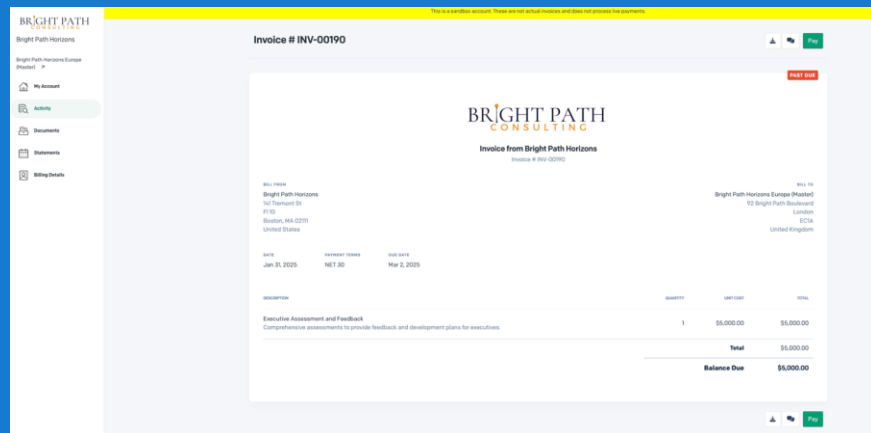
DATE	CUSTOMER	DESCRIPTION	TOTAL	DUE DATE	BALANCE
Jan 7, 2025	Bright Path Horizons UK	INV-00156	\$5,000.00		\$5,000.00
Jan 7, 2025	Bright Path Horizons Europe (Master)	INV-00154	\$1500.00		\$1500.00
Jan 7, 2025	Bright Path Horizons Spain	INV-00155	\$40,000.00		\$40,000.00
Jan 31, 2025	Bright Path Horizons Europe (Master)	INV-00190	\$5,000.00	Mar 2, 2025	\$5,000.00
Balance Due			\$51500.00		\$51500.00

Sign Out

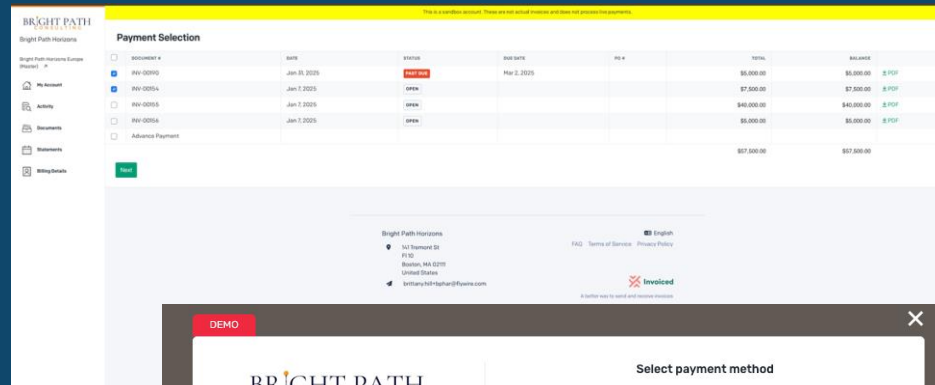
Pay

Payments

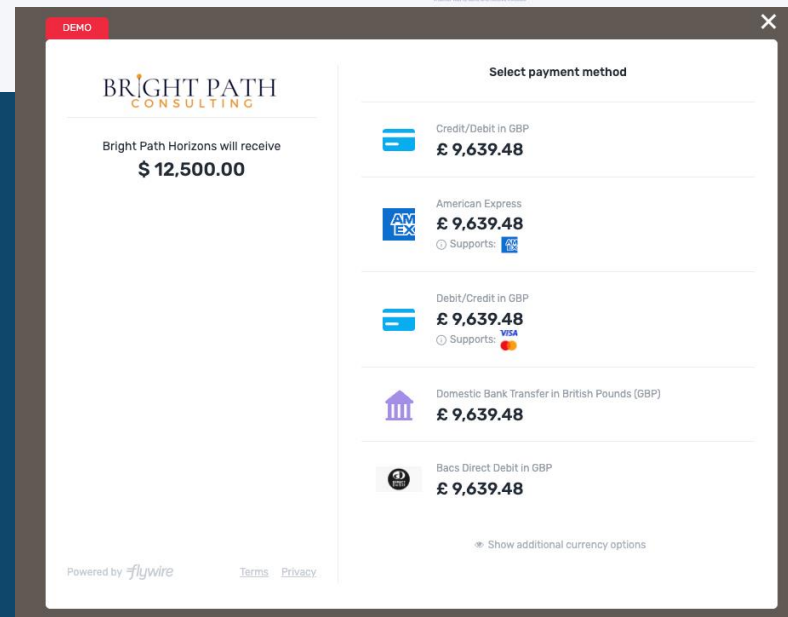
Launch Flywire's digital payment experience directly from an invoice



Local, flexible payment options & automated conversion to pay one or many invoices



Integrated experience on
global invoices



Transforming how **Franchisors** interact & transact with their **Franchisees** worldwide



Boost efficiency

Save time and ensure accuracy with payments embedded into A/R workflows to automate the entire I2C lifecycle



Invoice-to-cash clarity in real-time

Real-time payment data and in depth reporting in a single solution to drive smarter, faster decisions



Save time and reduce DSO

Reduce late payments with automated follow-ups, and zero touch payment reconciliation to speed up cash flow



Make your tech stack work smarter

Extended ERP functionality to fill in A/R workflow gaps to streamline invoice and payment management



Improve Franchisee experience and loyalty

Personalized, self-service digital payment experience with real-time updates and round-the-clock support



Global expansion made easy

Local payment options + automatic currency conversion = 0% FX risk, compliance management and real cost savings

Great Franchisee experience drives loyalty and growth



Enhanced communications

Stay in touch with threaded conversations in our built-in A/R inbox. Track and log all communications, tying them back to the Franchisee, invoice, and your team.



Superior Franchisor support

Real-time status updates and around-the-clock support via text, chat, email and phone ensure satisfaction and reduce questions for your finance team



Flexible payment options

Local payment methods globally including Card, Bank Transfer, ACH, Direct Debit, APM, recurring billing, partial payments

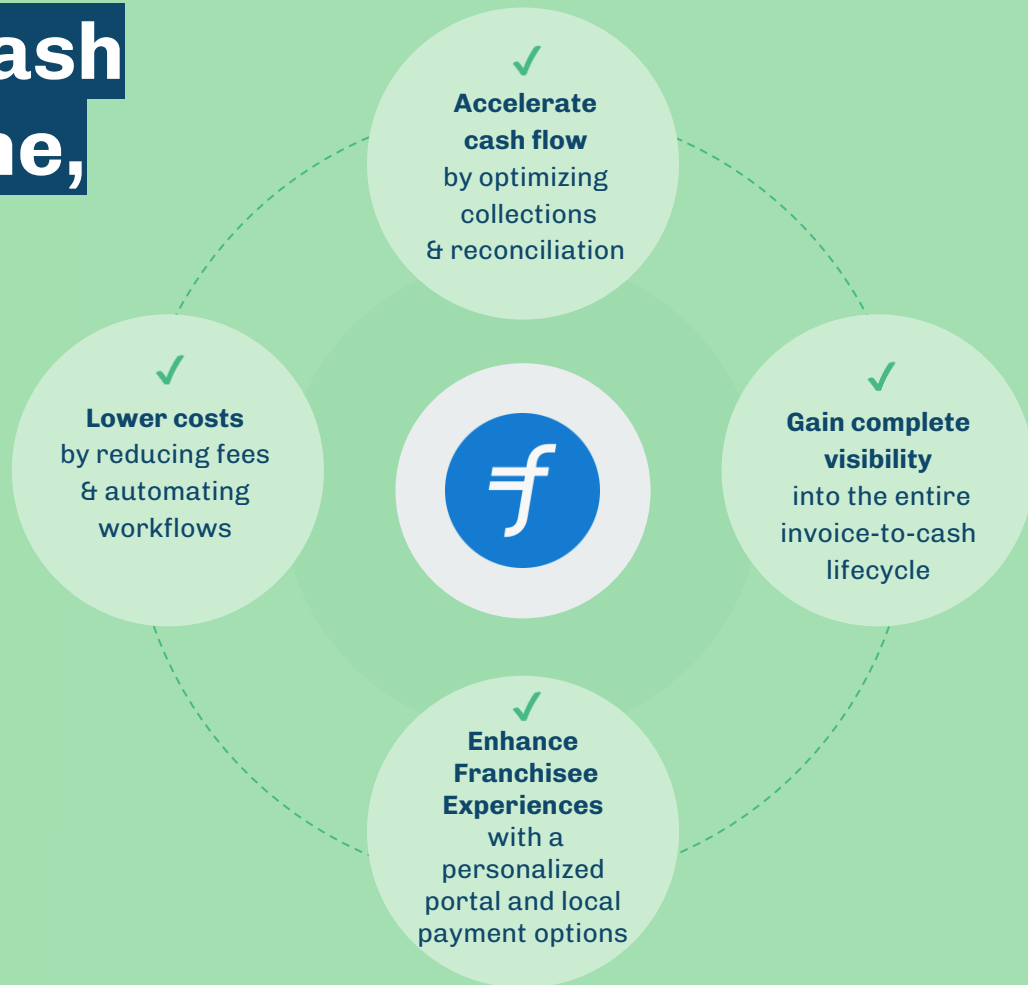


Intuitive self-serve Franchisee portal

Empower your Franchisees to make payments, set up AutoPay, download receipts and statements, and even manage subscriptions in an easy-to-use, branded interface.

Flywire Invoice-to-Cash

Your revenue pipeline, simplified.



THE CHALLENGE

- Collecting payments & franchise fees from challenging international markets
- Slow, manual, siloed A/R processes
- Needed automated reconciliation in NetSuite

Why they chose us

- Local payment options offered to their franchisees around the world
- Improved franchisee payer experience
- PCI compliance in a single-source solution

Payments solution

- Flywire & NetSuite integration
- Reconciliation automation within NetSuite
- Franchisee payer support
- NetSuite bundle support and go-live without a dedicated admin on their end



JIM PERKINS

EVP International
Development &
Support, Dickey's
Barbeque Pit

Global remittances are often days late with hidden fees and difficult reconciliation. Incorporating Flywire as the payment option has been a productivity improvement for my partners and a clear path to timely and financial clarity for all involved.



DICKEY'S
BARBECUE PIT
est. 1941

Thank you!

Trip Roney

trip.roney@flywire.com