Thank You for Attending the February 2012 Release Webinar

Today's webinar will be recorded and available for replay.

February 2012 Release

Agenda

- Introduction & Presenters
  - **Release Date: 2/24/2012 - Downtime: 8pm PT - ~2am PT**
  - Darren – VP Products
  - Henrique – Senior Product Manager – Accounts Receivable
  - Vijay – Senior Product Manager – Accounts Payable
- Release Summary
  - CashView (Beta)
  - Receiving Overpayments / Prepayments
  - Branded Emails
  - Accountant Directory
  - Accountant Training
  - Accountant Selling Tools
- Q&A

CashView (beta) Overview

CashView

Imagine:

1. Tossing your cash management spreadsheet and leveraging Bill.com to do this in the cloud…
   but how do I deal with transactions not in Bill.com?
2. Having the control over the system when the inflow and outflows of cash will occur
   but these things never happen on the due date.

Now you can do just that:

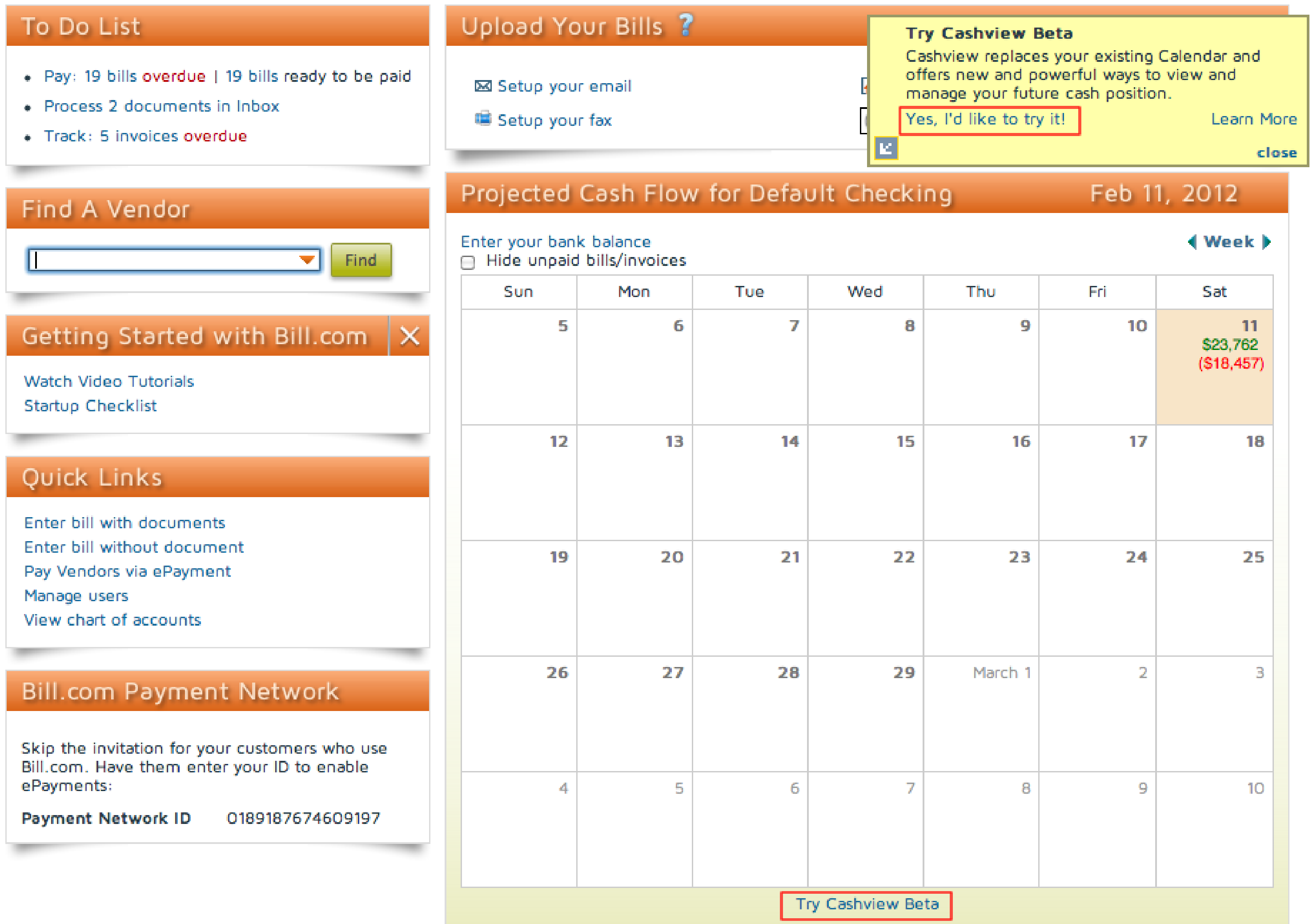
- Complete management your end to end cash flow in Bill.com
- Add transactions solely for the purpose of tweaking your cash position and for reflecting bills and cash receipts not recorded in bill.com
- Tell the system when cash will actually change by updating the 'Cash Date' of those transactions

CashView – Beta

- **What is it?**
  - A short-term-focused cash forecasting tool that:
    - Provides insightful visualizations of your cash position aggregated across all cash accounts
    - Enables you to forecast all inflows and outflows of cash, not just transactions in Bill.com
- **Who's it for?**
  - For all our customers
- **Why?**
  - Shows you where you are going, rather than where you've been as does your accounting system
  - Eliminates your 'cash management' spreadsheet and the weekly process of updating, reviewing and then paying bills and collecting on invoices separately

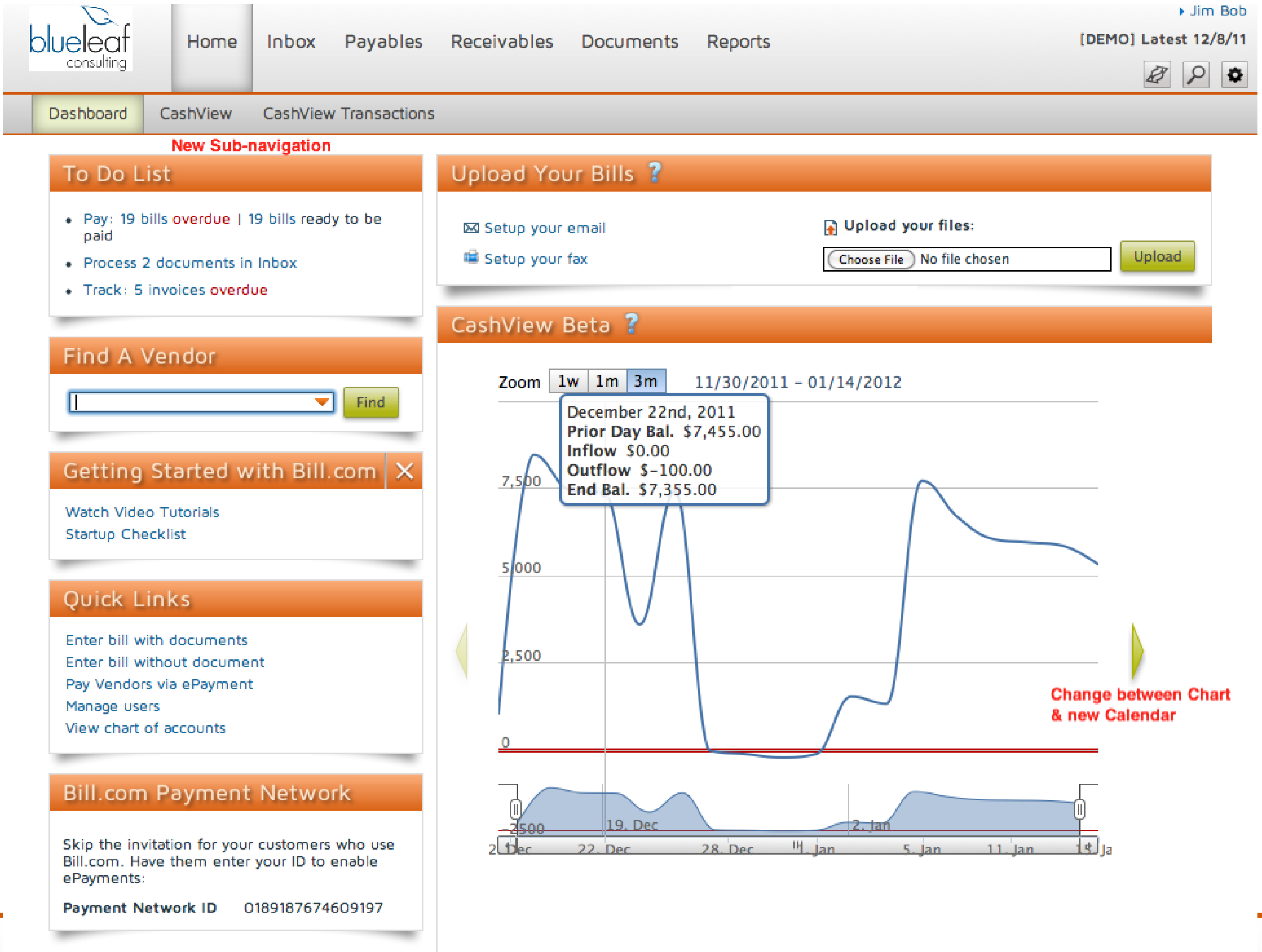
CashView – Dashboard

- Enable CashView right from your dashboard
- You can switch back to the old calendar, if needed.



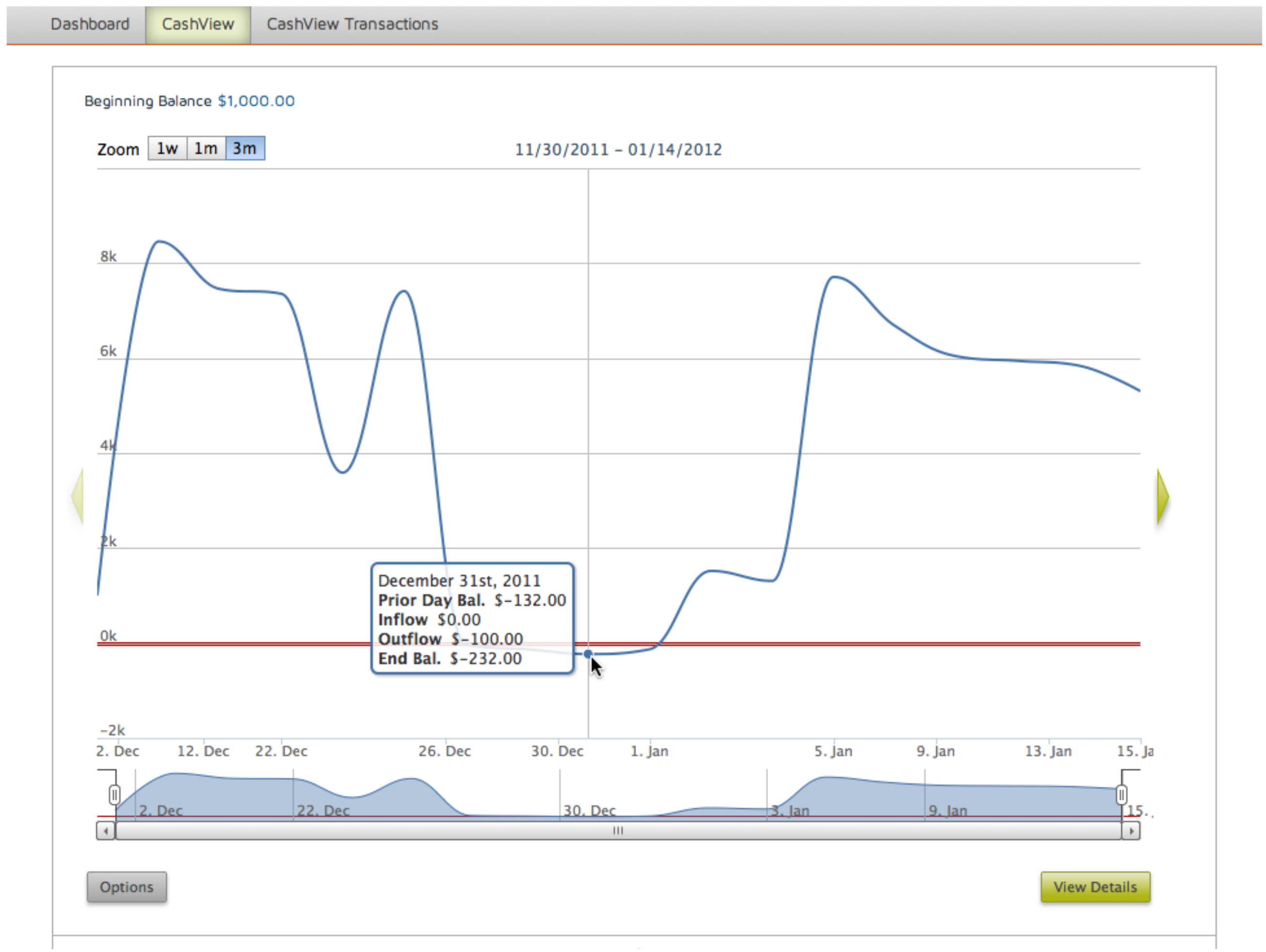
CashView – Dashboard

- Once Enabled, note the new navigation
- New Charting makes it easier to see your cash over time – also try out the new calendar



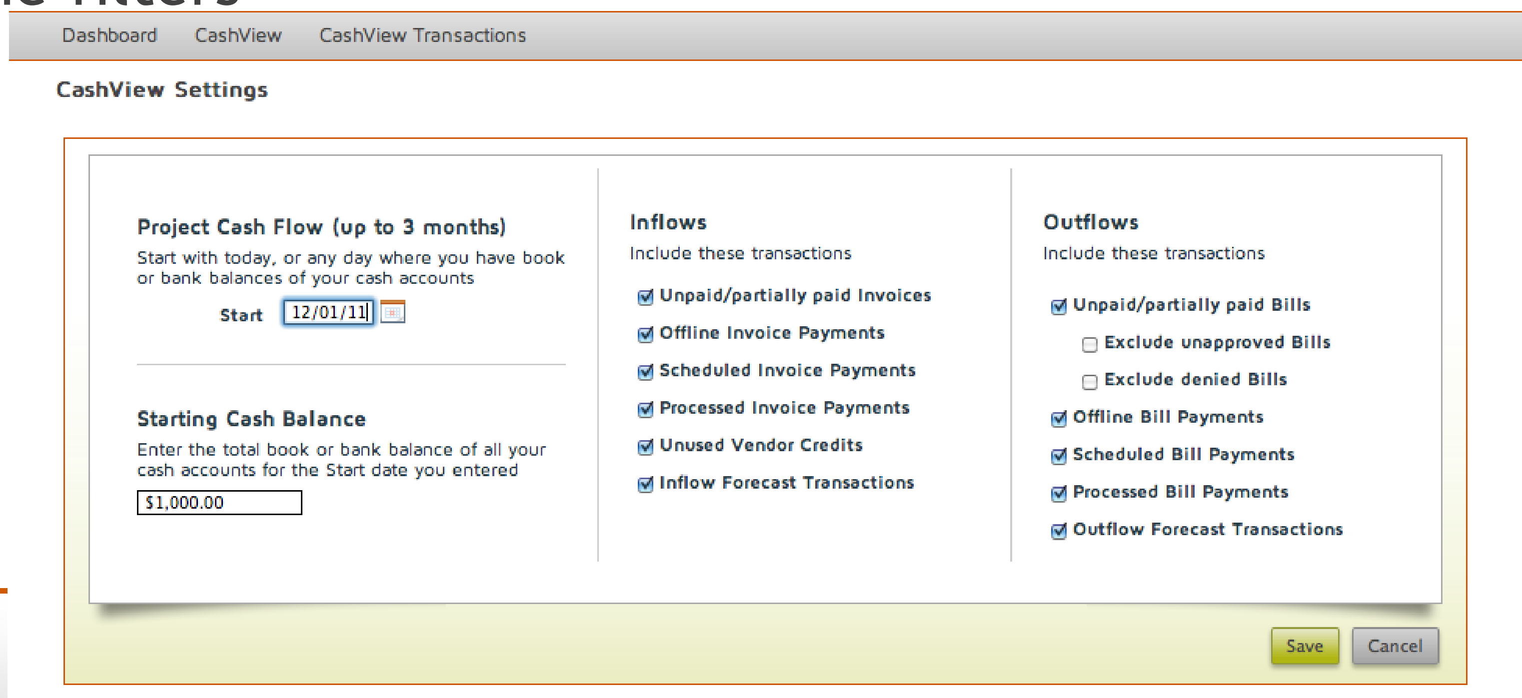
CashView Tab

- Click on a day on the Dashboard Chart or click on the CashView tab to see an enlarged view of the Chart or new Calendar



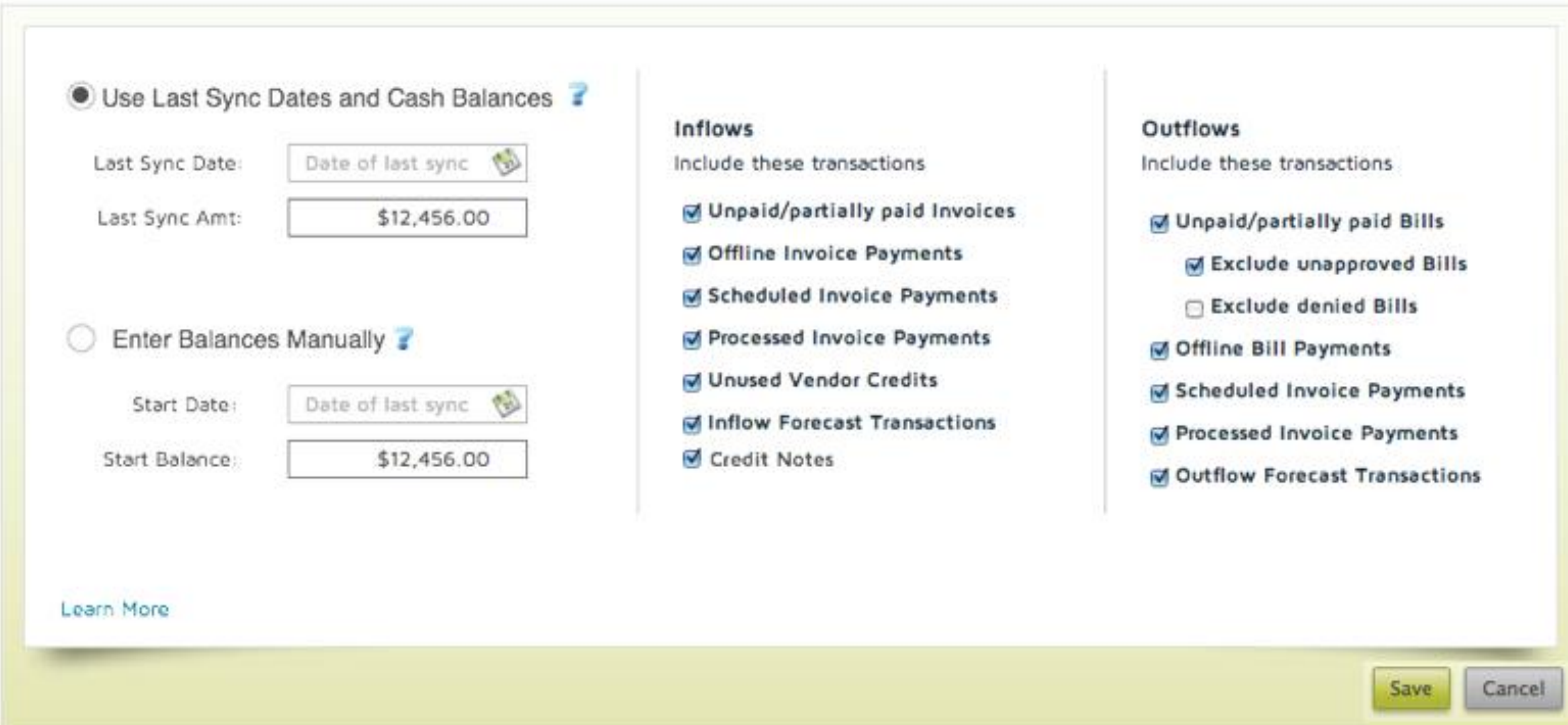
CashView – Options

- Specify the Start date from which you wish to project your cash flows.
- Specify the Starting Cash Balance (typically book balance) that corresponds to that starting date
- Specify the filters



Sync Balances with your accounting system

- For Quickbooks Desktop and Intacct, automatically sync the bank account balance (for the primary payables account balance) if desired



CashView – Filters Explained

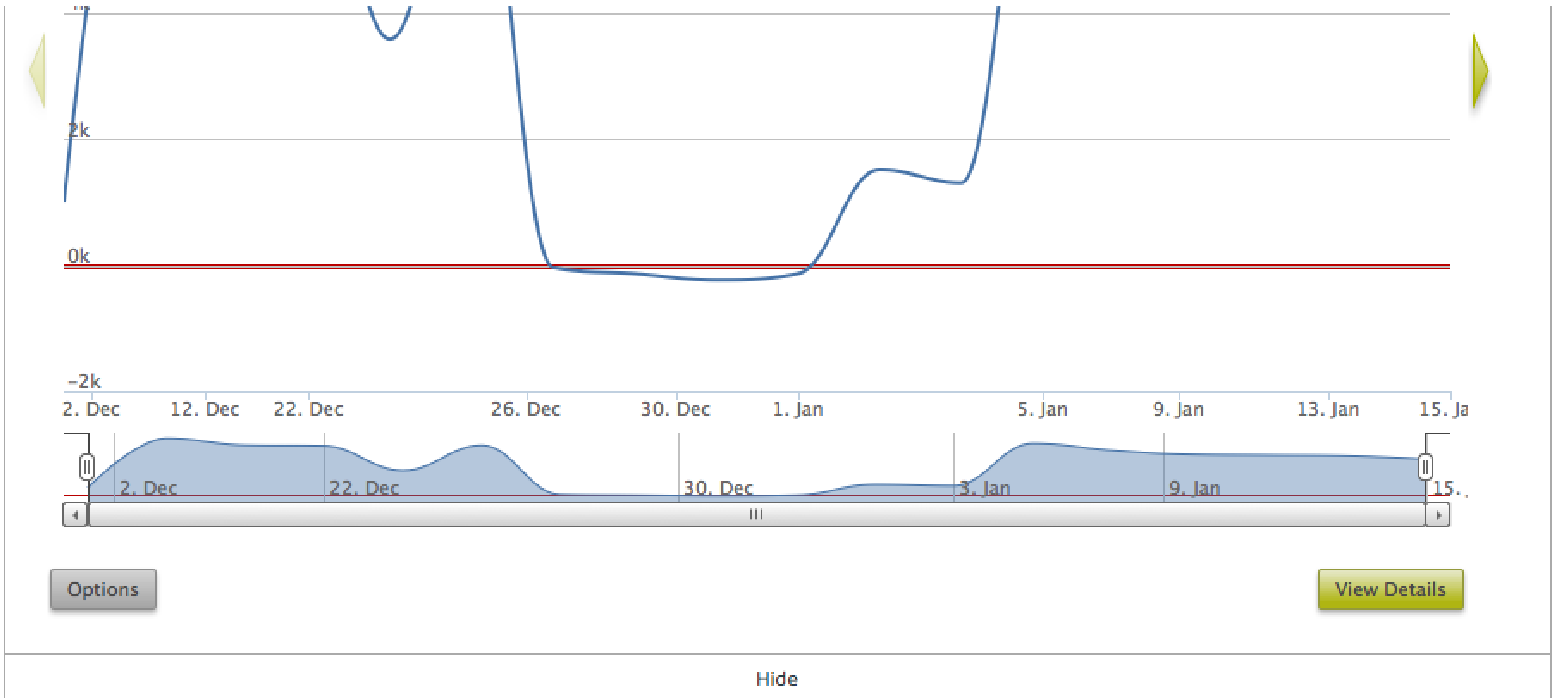
- Inflows
  - Unpaid/partially paid Invoices
    - Include invoices that have any open balance
    - The cash from paid invoices is accounted for as invoice payments
  - Offline Invoice Payments
    - Include any payments that aren't online (e.g. paypal, credit cards, ePayments)
  - Scheduled Invoice Payments
    - Include payments that have been scheduled for an invoice but that have not actually processed
  - Processed Invoice Payments
    - Includes payments that have been processed
  - Unused Vendor Credits
  - Inflow CashView Transactions
    - A new transaction type (more on this later)

CashView – Filters Explained

- Outflows
  - Unpaid/partially paid Bills
    - Include bills that have any open balance
    - The cash from paid bills is accounted for as bill payments
  - Exclude unapproved Bills
    - Don't include the cash impact of unapproved bills
  - Exclude denied Bills
    - Don't include bills that have been denied
  - Offline Bill Payments
    - Include payments that aren't ePayments or Paypal
  - Scheduled Invoice Payments
  - Processed Invoice Payments
  - Outflow CashView Transactions

CashView – Details

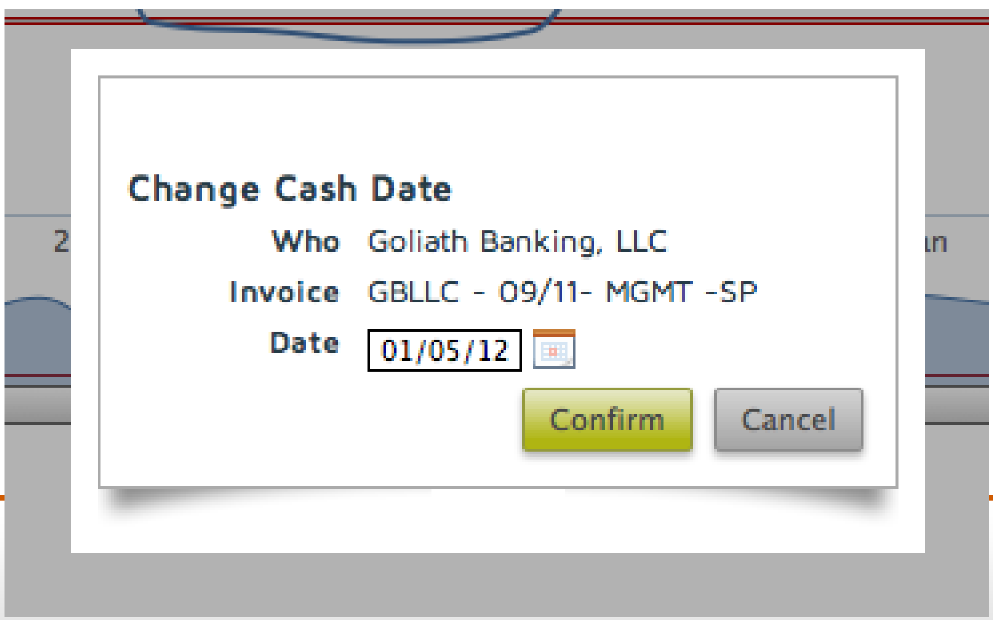
- Clicking on a day or selecting a range and clicking 'View Details' will list all of the related transactions with a running total

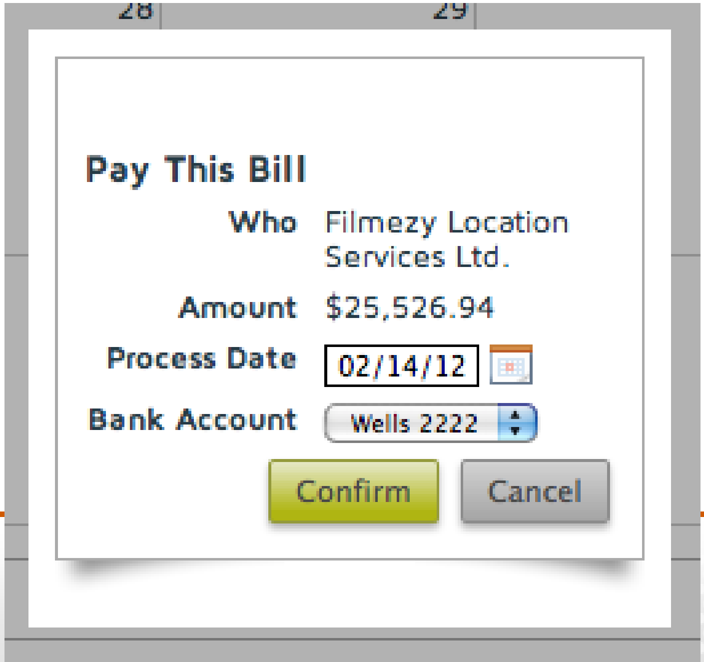


Cash Date	Number	Type	Cash Amount	Balance	Actions
2012-01-05	GBLLC - 09/11- MGMT - SP	Invoice	$6,500.00	$7,808.93	Change Cash Date
2012-01-05	DCS 00151	Bill	($100.00)	$7,708.93	Pay | Change Cash Date

CashView – Actions

- Take action by clicking on a transaction in the detail list
- Actions vary by the transaction type
- Change the ‘Cash date’ on Bills, Vendor Credits and Invoices based on when they should impact your cash flow





CashView Transactions

- Enter CashView transactions to adjust your forecast for inflows and outflow for items not otherwise in Bill.com
  - Payroll
  - Cash receipts
- The Cash Date you enter specifies when that transaction appears on your chart

Dashboard | CashView | CashView Transactions

Cashview Transactions

To add a transaction that isn't in Bill.com, click New. For bill payments and other spending, enter a negative number. And don't worry, these transactions won't affect your books: we use them only to project your expected cash flow.

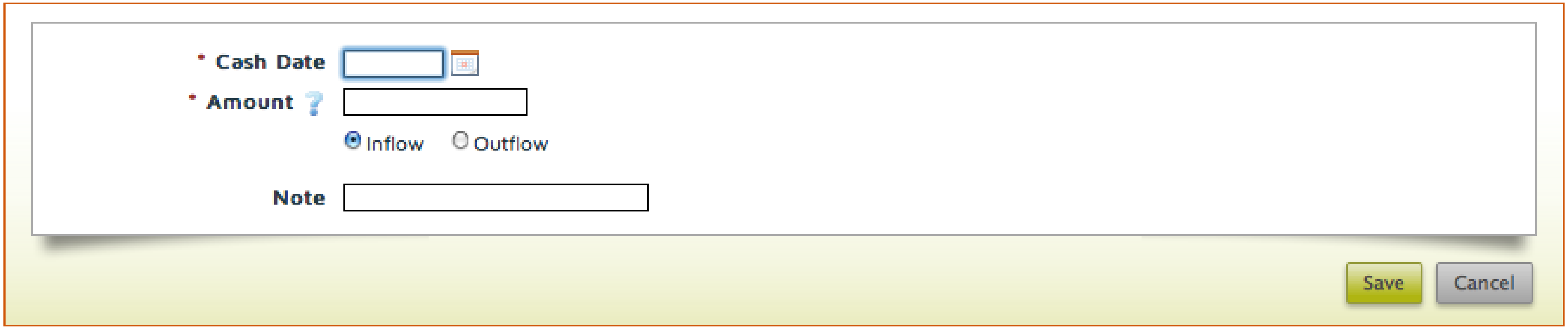
Cash Date [ ] to [ ] Go New

Cash Date	Number	Amount	Note
01/01/12	3	$100.00	
12/15/11	1	($1,000.00)	Banking Payment not in BDC
01/15/11	2	$1,500.00	Receipt
01/12/11	4	$5,000.00	Receipt

☐ Show Inactive Cashview Transactions

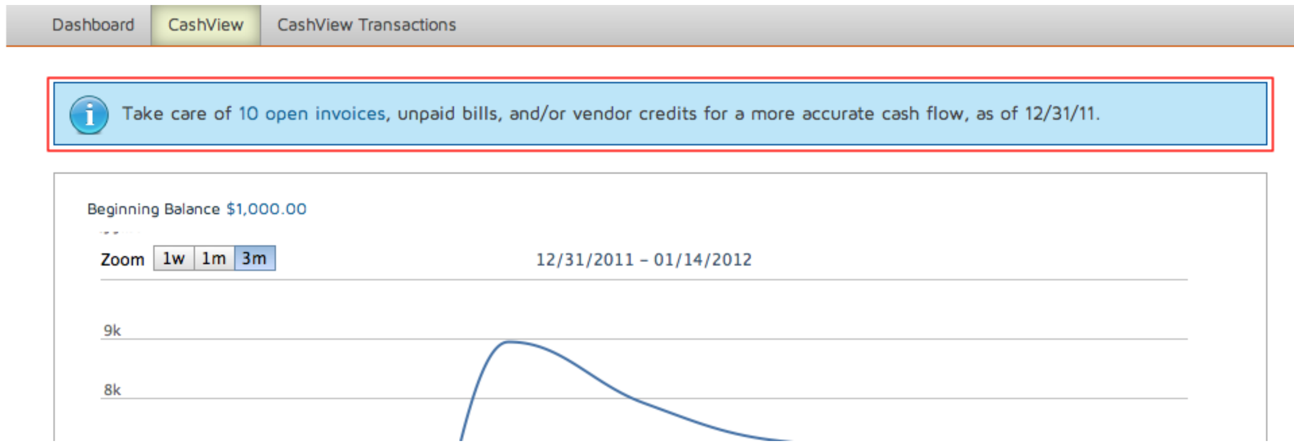
Adjusting your CashView with CashView Transactions - 2

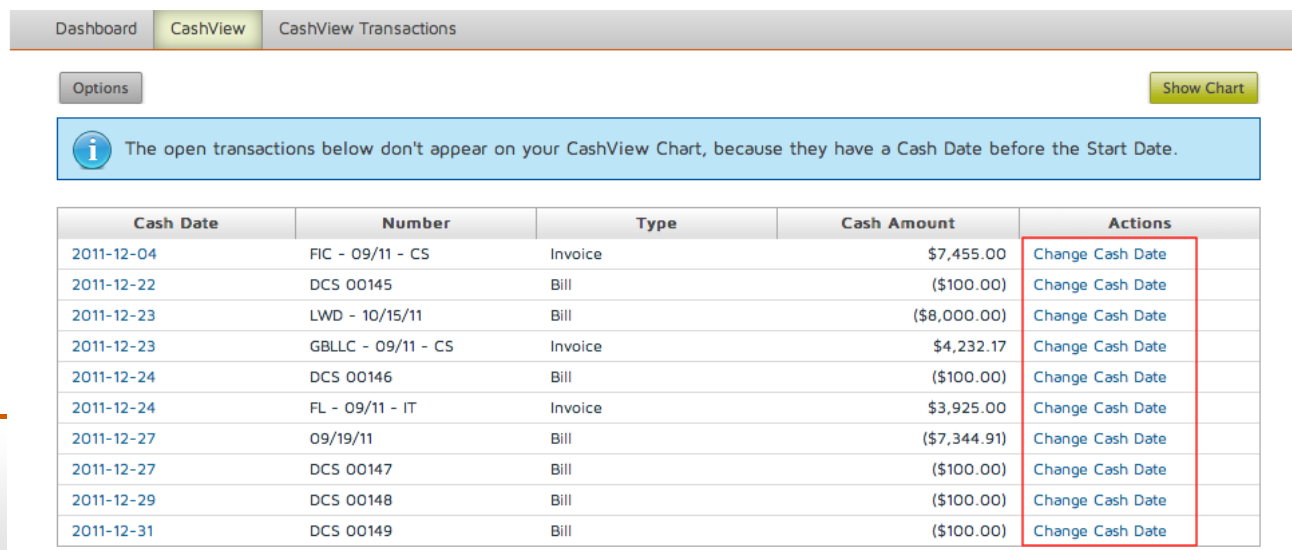
- Enter a negative amount or select the ‘outflow’ radial to indicate an outflow of cash
- Add a note to remind yourself what it was for
- Note that CashView transactions don’t impact your Chart/Calendar if they are before your start date
- These transactions don’t affect your books



Adjust Outdated Transactions

- If you have open transactions that are before your start date, you will be informed with this message
- Click on the link to display the list
- Change the Cash Dates to when you expect the transaction to impact your cash flow





Cash Date	Number	Type	Cash Amount	Actions
2011-12-04	FIC - 09/11 - CS	Invoice	$7,455.00	Change Cash Date
2011-12-22	DCS 00145	Bill	($100.00)	Change Cash Date
2011-12-23	LWD - 10/15/11	Bill	($8,000.00)	Change Cash Date
2011-12-23	GBLLC - 09/11 - CS	Invoice	$4,232.17	Change Cash Date
2011-12-24	DCS 00146	Bill	($100.00)	Change Cash Date
2011-12-24	FL - 09/11 - IT	Invoice	$3,925.00	Change Cash Date
2011-12-27	09/19/11	Bill	($7,344.91)	Change Cash Date
2011-12-27	DCS 00147	Bill	($100.00)	Change Cash Date
2011-12-29	DCS 00148	Bill	($100.00)	Change Cash Date
2011-12-31	DCS 00149	Bill	($100.00)	Change Cash Date

Bill.com™

Receiving Overpayments and Prepayments

Receivables

Receiving Overpayments / Prepayments

Imagine:

1. You received a check of $1,000.00 for an invoice that was $999.00.
2. Your customer wants to pre-pay next month's rent in your payment portal (e.g. he is going on vacation).
3. You want to collect donations (churches / associations / etc).

Before:

- You would have to create an invoice before receiving / entering the payment in Bill.com.

Now you can:

- Receive or enter payments even if there are no open invoices.

Receiving Overpayments / Prepayments

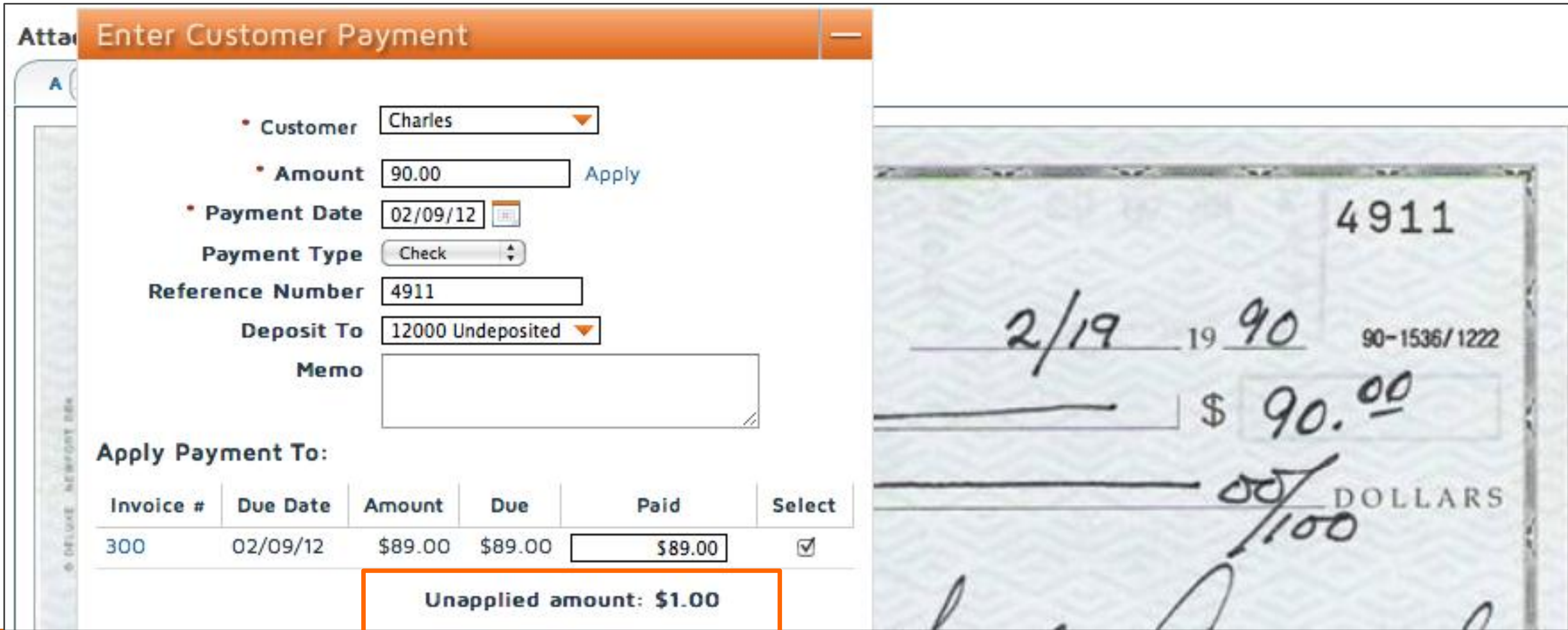
- **What is it?**
  - You can now receive over payments and pre-payments
  - Then you can apply the credit from the overpayment/pre-payment to future invoices

- **Who's it for?**
  - Any company that may receive payments greater than the original invoices or receive pre-payments or donations

- **Why?**
  - Receive a check where the customer rounded up the amount due
  - Receive pre-payments for rents, ad campaigns and any other services
  - Collect donations for churches, associations or other non-profits

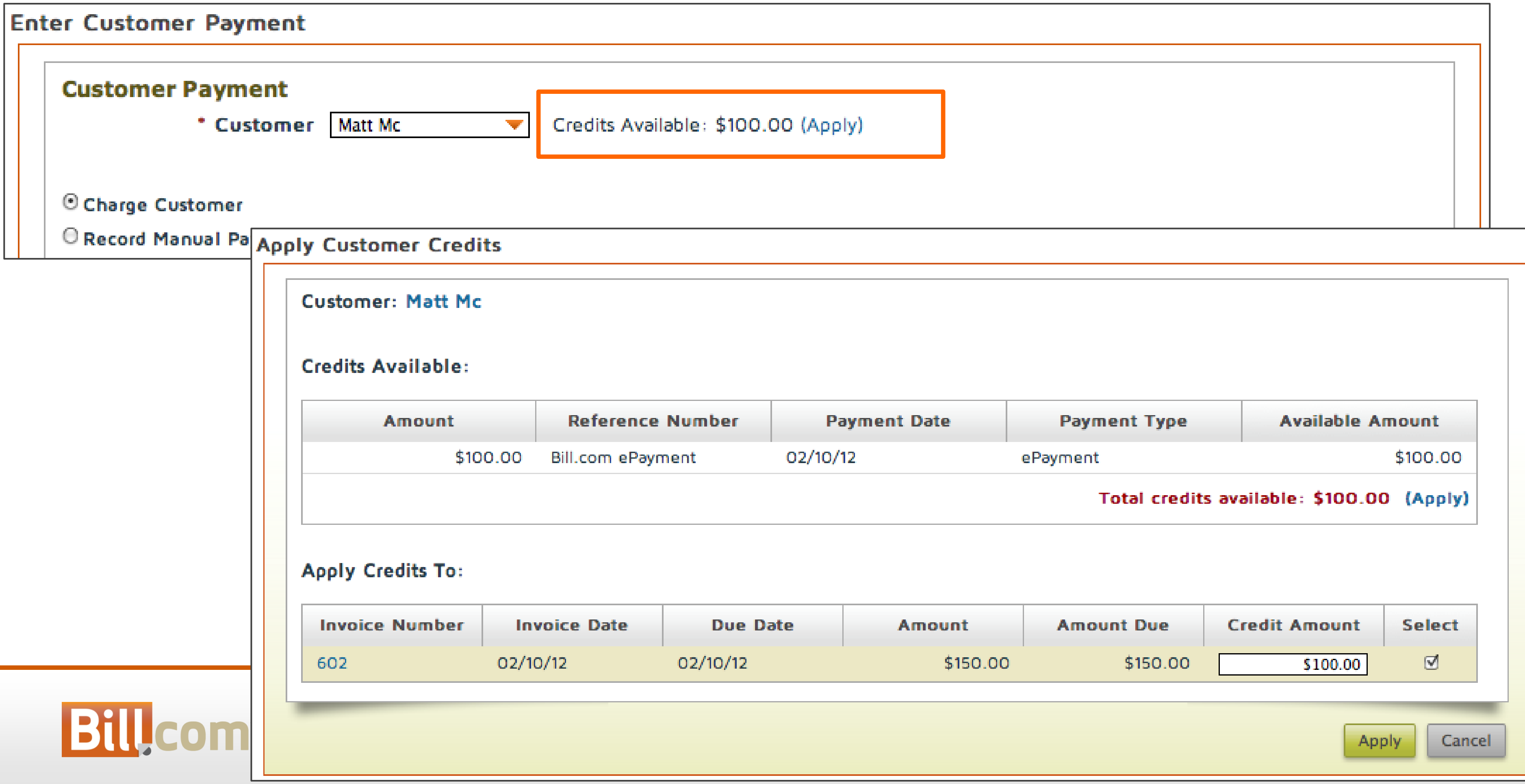
Entering Overpayments and prepayments

- When entering a payment, if the amount is greater than the open invoices, the unapplied amount will remain as a customer credit



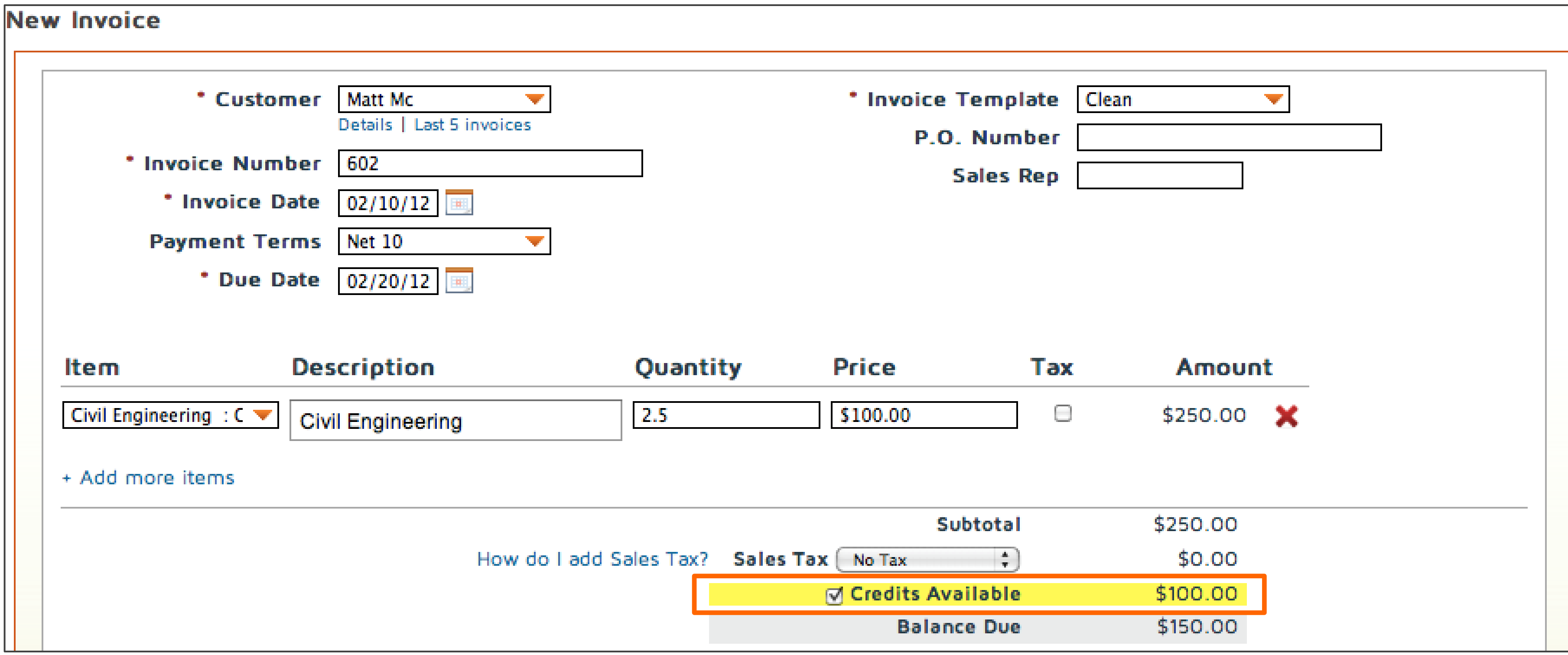
Viewing Credits from Overpayments

- We highlight if a customer has credits available and you can apply them.



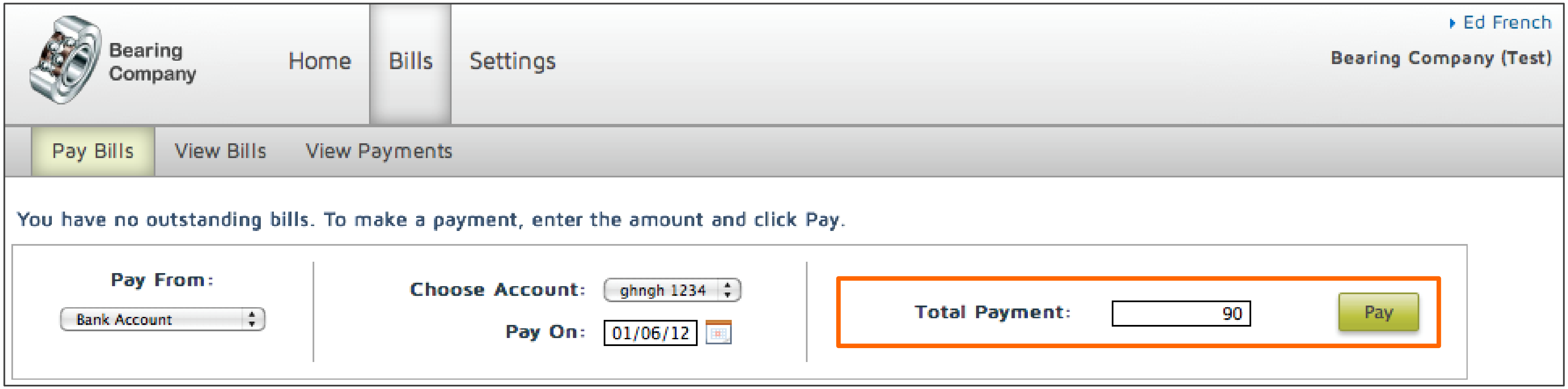
Applying Credits to New Invoices

- When you create a new invoice, you will see the credits available. Check the box to apply them.



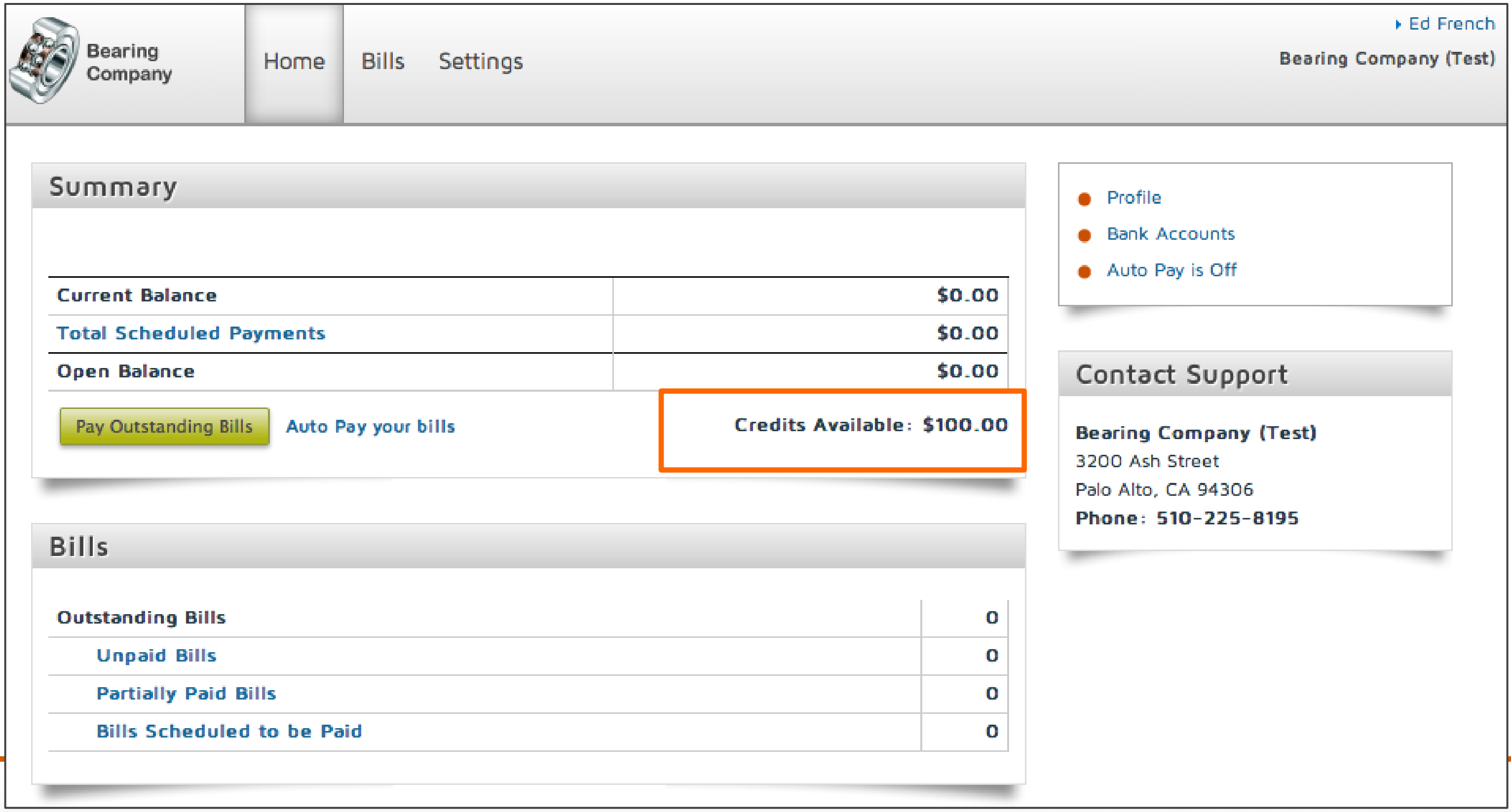
Your Customers: Overpay / Prepay

- When your customers pay you via the portal, they can overpay the amount due or pay you even if there is no open invoices (e.g. donations)



Your Customers: Viewing Credits

- When your customer logs into your payment portal, they will see if there are any credits available.
- We will automatically apply them when they make a new payment.



Branded Emails

Branded Emails

Imagine:

1. You want your customers and vendors to see your branding on emails you send them.
2. **Accountants with a console**: You want your clients to see your brand in the emails we send to them (To Do's, approvals, etc).
3. You want emails to be more easily readable (better tables, shorter links, etc)

Before:

- Other than emails sent to your customers, there was no branding on emails send via Bill.com.

Now you can:

- Add your brand (some cases) / better email format.

Branded Emails

- **What is it?**

  Branding on all emails sent using Bill.com:

  - **Your Brand:** on emails you send to your customers and vendors.
  - **Your Firm's Brand:** on emails you / your clients receive if your company or client's companies are under of a console.
  - **Bill.com Brand:** on emails your receive (if not under of a console).

- **Who's it for?**
  - All users receiving emails sent via Bill.com

- **Why?**
  - More readable format / tables (html emails).
  - Your brand in your customers/vendors or client's communications.
  - Consistent brand on emails.

Your Brand – Your customers / vendors

- Emails sent to your customers and vendors will have your brand on it. Make sure to upload your logo into Bill.com*

Chef Mili

Hi Terra & Vida Restaurant,

To pay your invoice online and view your account history, log in here.

Please remit payment at your earliest convenience.

Thank you for your business,
Chef Mili International Pastries

Invoice Summary:

Invoice #: 551
Amount Due: $3,736.67
Due Date: 02/21/12

A PDF version of this invoice is also attached for your records.

(*) To upload a logo into Bill.com, you need to have Receivables enabled, then hover the Gear icon -> Settings – Overview and click Logo under Your Company.

Your Brand – Your clients

- Emails we sent to your clients (accounts under your console) will have your brand on it *.

Ceribelli Associates
CERTIFIED PUBLIC ACCOUNTANTS

Dear William,

The following bill(s) and/or vendor credit(s) are awaiting your approval in Bill.com:

Vendor	Invoice Number	Amount
John Smith	2012-01-18	$440.00

Please log in to your Bill.com account at our website.

To approve a bill/vendor credit, enter/review the approved amount, account, department, and click on "Approve". If you make any changes to the approval information, please explain your reason in the "Note" section.

(*) To upload a logo into your console, click Manage Console, then hover the Gear icon -> Settings – Logo.

Bill.com Brand

- The emails you receive (if your company is not part of a console) have the Bill.com logo and html formatting.

Hi John,

You need to take care of one or more things at Bill.com. Sign in at our website.

Approve these bill payments:

Vendor	Amount	Due Date	Invoice Number
Produce Plus	$1,000.00	03/19/11	5678
Produce Plus	$1,500.00	04/29/11	1234a
Produce Plus	$1,500.00	04/29/11	1234

My Vendor Credits The following vendor credit(s) are awaiting your approval in Bill.com:

Vendor	Amount	Credit Date	Ref #
ACME Sample Company	$950.00	08/17/11	12

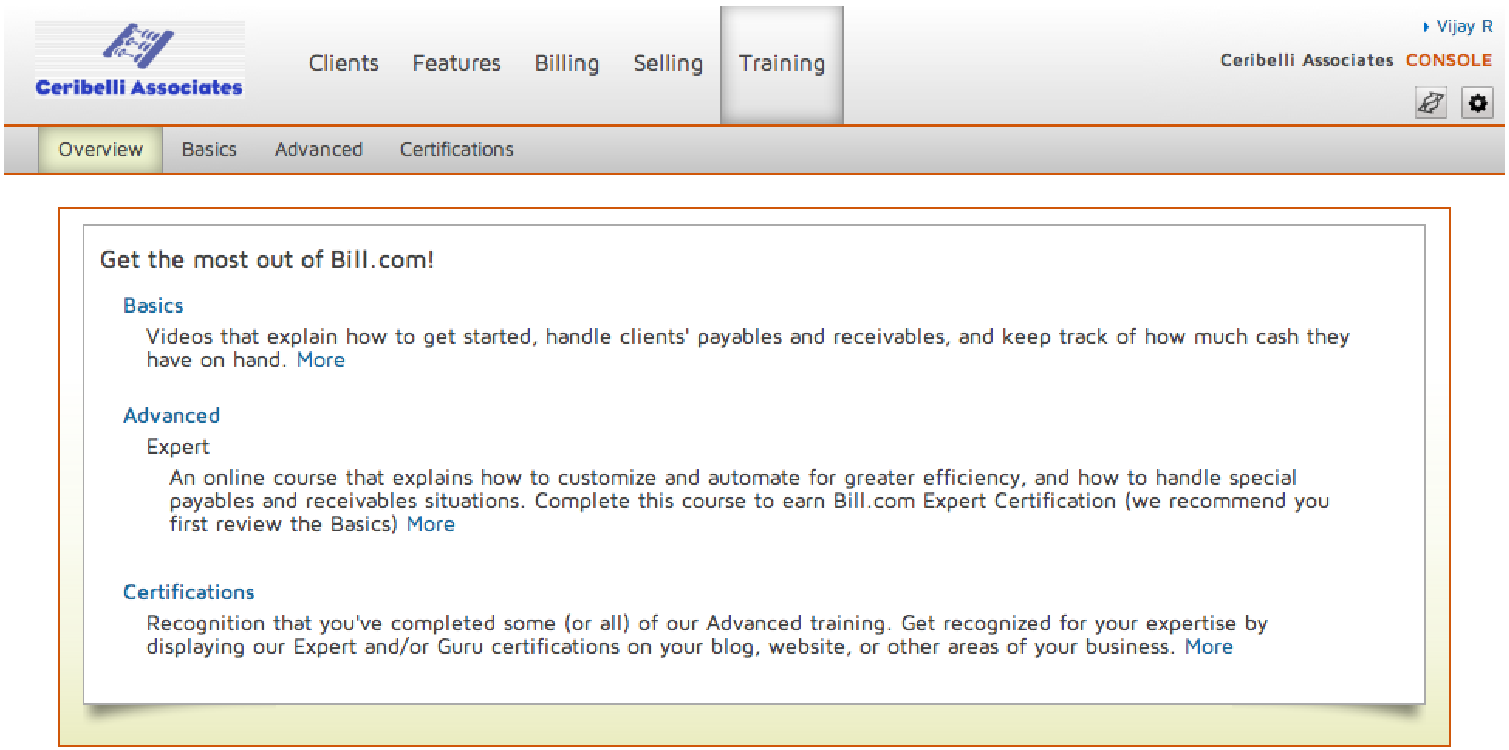
Accountant Training

Bill.com Accountant Training

- **What is it?**
  - Comprehensive training for accountant firm staff
- **Who's it for?**
  - For accounting firms
- **Why?**
  - For firms to help provide the best service to existing/new clients
  - Equip firms with an action plan to grow their practice

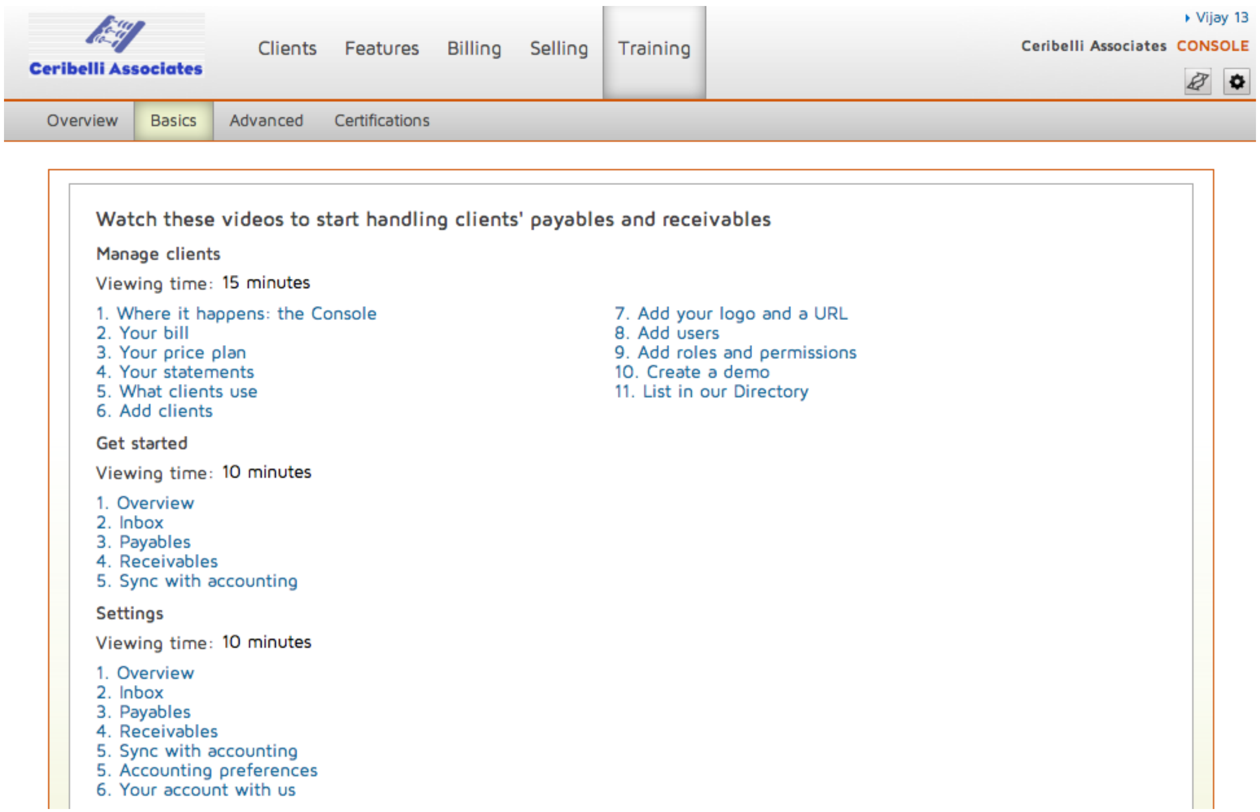
Bill.com Accountant Training

Access training by logging to your Console. Click on the Training tab.



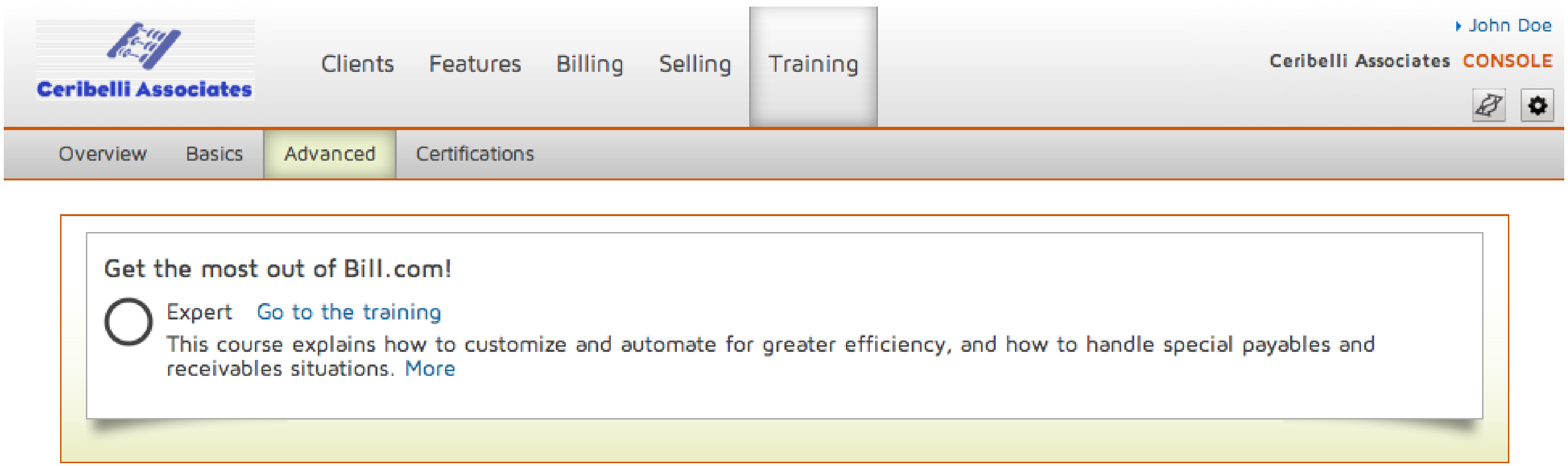
Bill.com Accountant Training

Basics: Video tutorials that explain how to get started, handle clients' payables and receivables, and keep track of how much cash they have on hand.



Bill.com Accountant Training

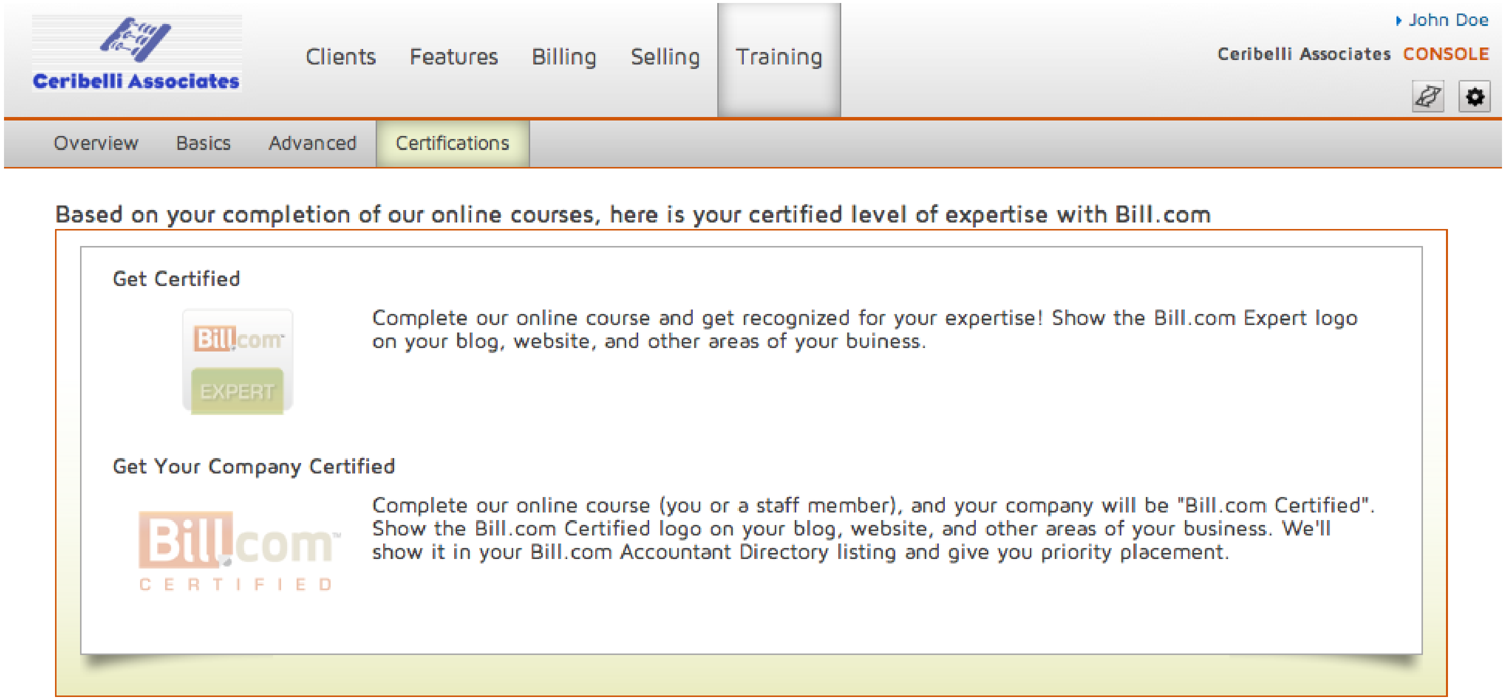
Expert: This course explains how to customize and automate for greater efficiency, and how to handle special payables and receivables situations.



Guru (coming soon):This course explains how to improve the way that clients do their payables and receivables, and how to develop your accounting practice for greater profitability.

Bill.com Accountant Training

Certifications: Once certified, show your certification logos on your blog, website etc and get priority placement in the Bill.com Accountant Directory.



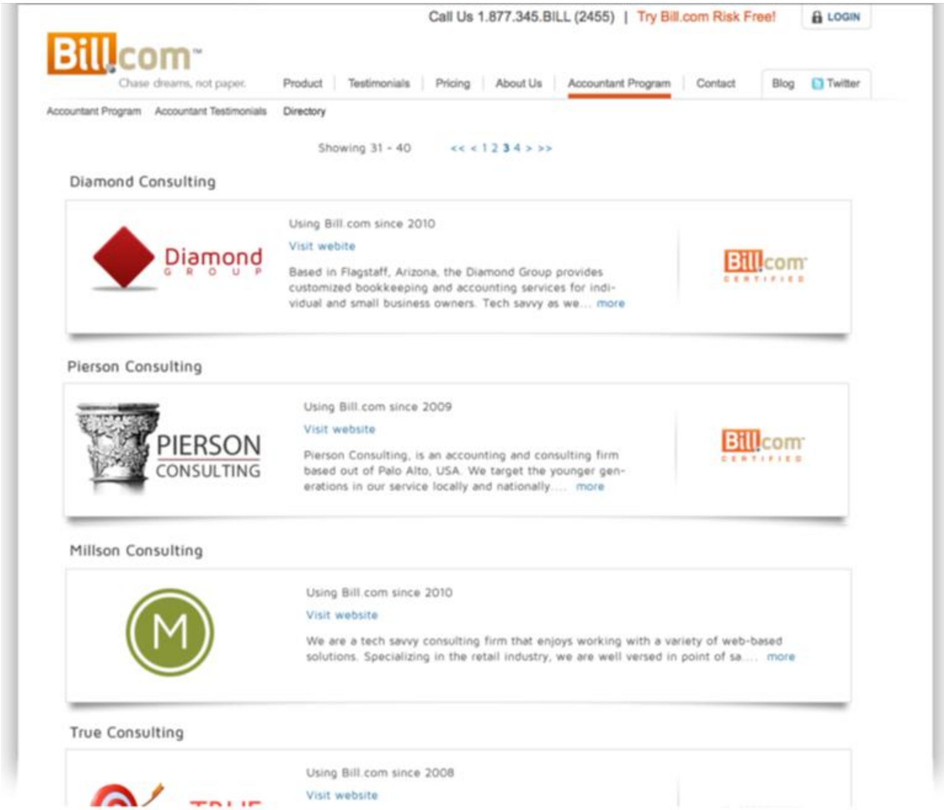
Accountant Directory

Bill.com Accountant Directory

- **What is it?**
  - A list of accounting firms who are using Bill.com
- **Who's it for?**
  - For accounting firms and businesses.
- **Why?**
  - For firms to stand out as "next generation" accounting firms
  - For businesses to discover accounting firms who can help streamline and automate their payables, receivables and cash flow.

Bill.com Accountant Directory

Accounting Firms: showcase your brand to businesses across the US looking for “next generation” accountants.



Bill.com Accountant Directory

Manage your listing by logging to your console and clicking on Selling tab, Directory.