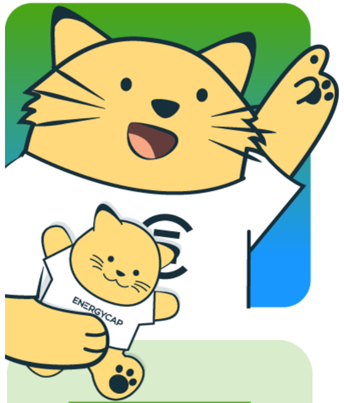
CATALYST converge '26



Completing the utility bill lifecycle with workflows

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Agenda

1. Customer pain points and needs
2. EnergyCAP Bill Pay
3. What's new since 2025
4. Live demo
5. What's next
6. FAQ

Customer pain points and needs

Pain points

- Your bills arrive late, and utilities give you Net 15–20 days to pay
- You absorb late fees, shutoff notices, and duplicate payments
- You cannot prove the utility got paid
- You track utility accounts and commodities by hand in spreadsheets
- You manage multiple bank accounts and cards
- High check volume and manual check runs eat your team’s time
- Accountability is split, so no one owns the whole process

Needs

- Bills captured, approved, and scheduled the day they arrive
- Every bill paid before its due date, every cycle
- Status you can see on every bill: exported, paid, posted
- One workflow across every utility account and commodity, not spreadsheets
- Multiple funding sources and one reconciliation for all your utilities
- Fewer checks: a card- and ACH-first way to pay every vendor
- Approvals by role: your finance team keeps control, your energy team keeps visibility

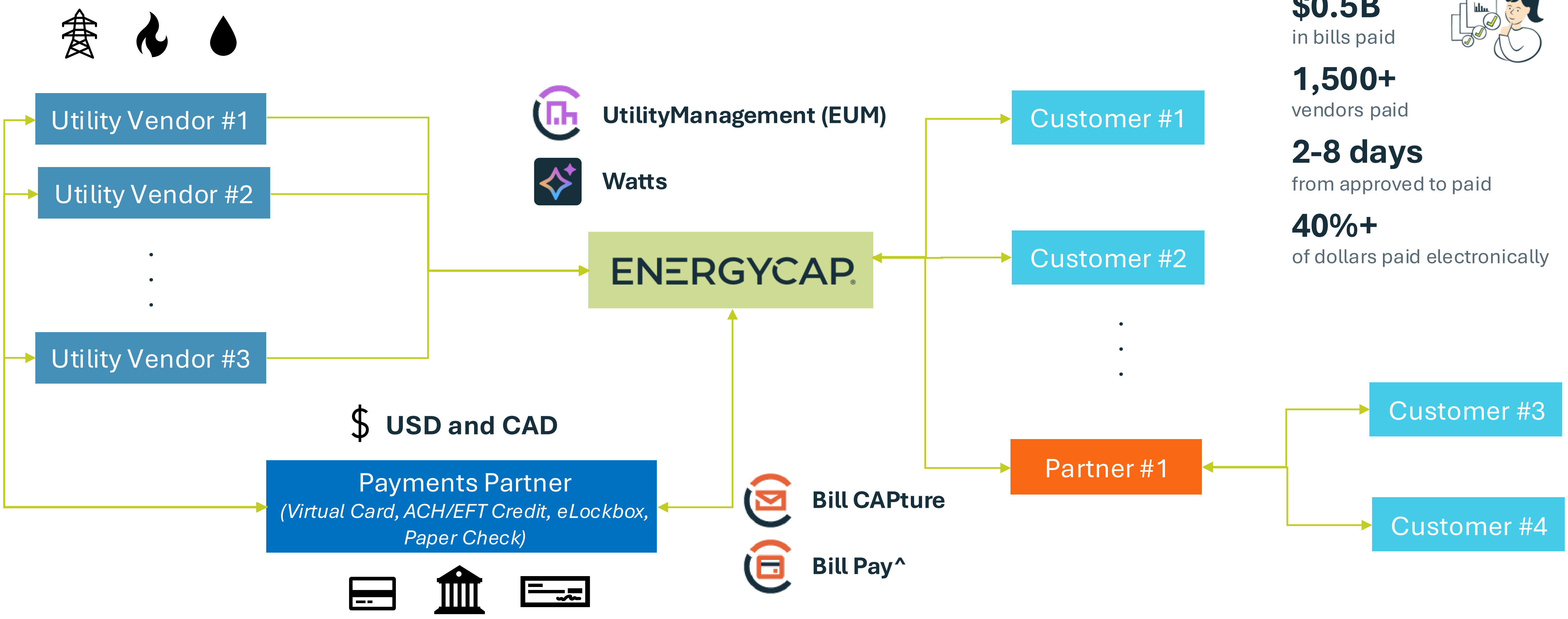
EnergyCAP Bill Pay

Highlights: how Bill Pay answers each need

- Every commodity and payee type — electric, gas, water, sewer, waste, steam, and telecom, paid to utilities, cities, co-ops, and suppliers
- One flow from bill to payment — no manual spreadsheets, no re-keying
- Bills go out the gate as soon as we have them and they are approved — we never sit on a bill waiting for the due date
- We still watch every due date in the background, so nothing slips
- You always know where a bill stands: exported to AP, funded, paid to the vendor
- Multiple funding sources (bank accounts, GL codes) supported and reconciled inside EnergyCAP
- Four ways to pay each vendor — virtual card first, then ACH Credit, eLockbox, or paper check
- We enroll the vendors — your team builds no check runs
- Approvals by role and dollar limit, with a record of who approved and paid every bill
- United States and Canada, in USD and CAD

Bill and payment data stay together — one system of record for reporting, budgets, and accruals

EnergyCAP Bill Pay: Ecosystem



$0.5B
in bills paid

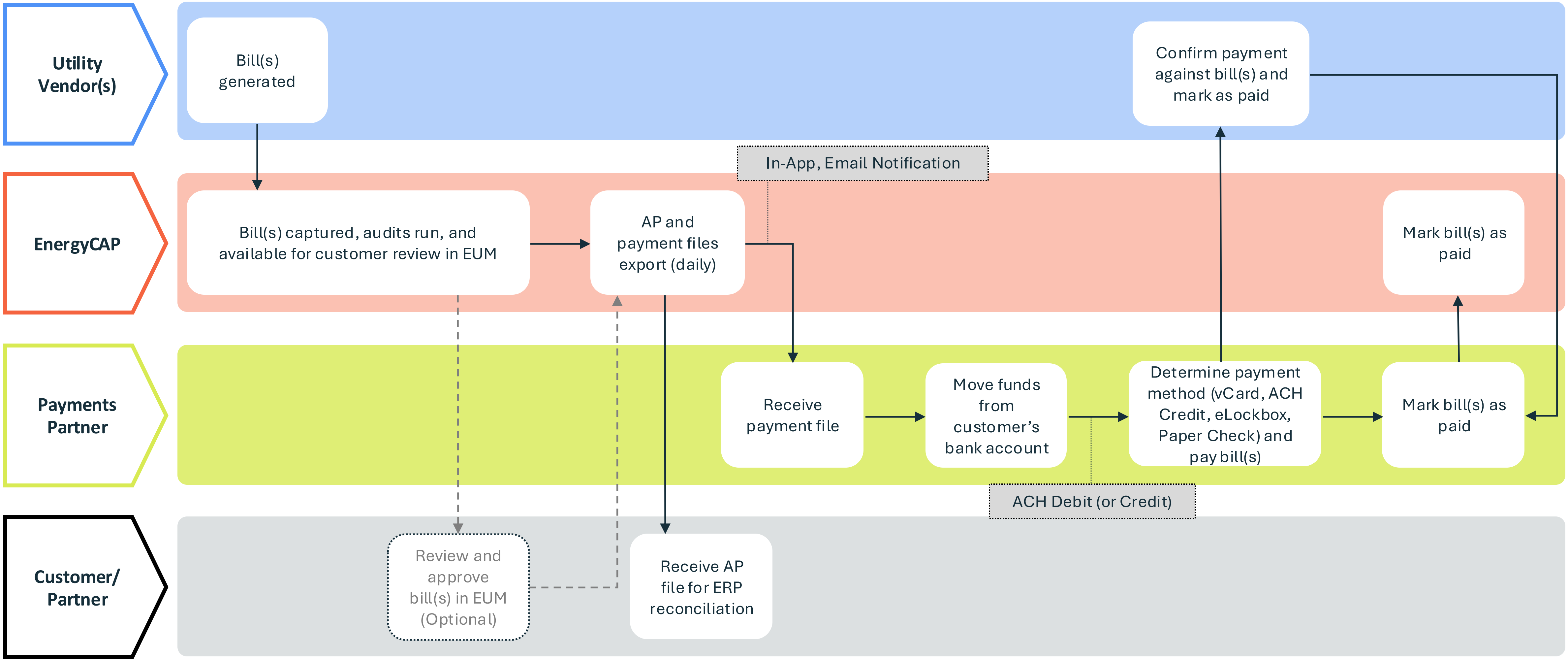
1,500+
vendors paid

2-8 days
from approved to paid

40%+
of dollars paid electronically

^ SOC 1 Type 2 Compliant – Financial Reporting
SOC 2 Type 2 Compliant – SaaS Availability
PCI-DSS Compliant – Card Payments

EnergyCAP Bill Pay: workflow



What’s new since 2025

- Bills paid faster, with fewer late fees and less exposure to shutoff notices
- More payments move electronically: virtual card, ACH Credit CCD, and eLockbox
- Faster funds movement on checks
- See the whole bill journey: acquisition, processing, accounting export, and payment export, with status updated as each step completes
- Your team stops chasing vendors for payment status
- Ask questions about your own payment data and get answers in seconds with Watts
- Support for Chargebacks and consolidated summary bills, so allocated costs stay accurate
- ACH Push expansion

Live demo

What’s next

- eLockbox expansion for vendors that do not accept cards
- ACH Credit CCD+ remittance, so vendors post your payment correctly the first time
- More payments on electronic rails
- Fewer checks
- Exceptions surfaced early, before they turn into late fees
- Build your own payment reports with Watts reporting
- Proactive validation and notifications about missing GL codes and custom fields – before exports occur

FAQ

- How do you choose a payment method to make a bill payment?
- How do you ensure there are no duplicate payments?
- How do you handle prior balances (PB) or balance brought forward (BBF)?
- What happens if a check is lost or a payment is misapplied?
- Do you support expedited payments, such as overnight, and how do they work?
- Do you hold on to bills until the due date to remit payment?
- Can you pay bills for multiple related business entities within a single parent database instance?
- Do you support paying different utility accounts using separate bank accounts?
- I am interested in Bill Pay. What should I plan for before we start?

Thank You!