



SAP Taulia Issuer Whitepaper

Why Virtual Cards Are The Future of Procure-to-Pay

Discover the **one seamless way** to make payments faster, safer, and more flexible.

Created in collaboration with SAP Taulia

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Issuer Spotlight



[Issuer Name] Spotlight

Helping Shape the Future of B2B Payments

- **A brief positioning statement on the issuer's commitment to modernizing payments** (e.g., security, speed, scalability).
- **Key capabilities** (e.g., integration with ERP platforms, fraud prevention tools, reconciliation support)
- **Relevant client example or stat** (optional)
- **Quote from a senior leader or client testimonial** (optional)

OPTIONAL

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Executive Summary





There's a Fundamental Shift Happening in the Procure-to-Pay Landscape

Increasingly, suppliers want payments to be fast, secure, and transparent. And that means traditional payment methods like checks and wires haven't just become outdated — they've become a potential blocker to business.

What trends are driving this change, and how do they affect procurement?

In this whitepaper, we'll address the impact of rising operational pressures, trade tariffs, and emerging security risks.

Drawing upon global research by SAP Taulia, we'll also reveal more about the supplier pain points accelerating change — and how the priorities of buyers like yourself are evolving.

Finally, we'll cover why virtual cards have become the smarter, more strategic way to pay — and how [issuer name] can help you on that journey.



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The Procurement **Payment Landscape**

Outdated Payment Methods Remain Commonplace

— And They Pose Real Risks

While on the decline, legacy payment methods remain surprisingly widespread. That's especially true in the U.S., where over a quarter (27.5%) of supplier payments are still made by check.¹

These payment methods aren't just inconvenient; they come with inherent risks. For instance, 33.5% of global suppliers have had physical checks get delayed or lost in the mail¹ — a major frustration at best and a significant security problem at worst.

Outdated payment methods bring extra problems, including:



Additional overhead due to costly manual processing



Business inefficiencies due to discrepancies and reconciliation issues



Unpredictable cash flow due to security issues and slower processing

Rising Security Risks

Digital fraud is rising at an alarming rate. In 2024, a staggering 79% of organizations reported being victims of attempted or actual payment fraud.²

Security threats aren't just becoming more commonplace; they're becoming increasingly sophisticated too. For instance, procure-to-pay workflows are being targeted by advanced schemes like invoice manipulation and email compromise.

Suffice to say, manual processes and traditional payment methods amplify this risk.

Global Trade Disruption

There's also a shifting political picture at play, as tariffs and trade regulations impact supply chains. Businesses are now having to deal with rising costs, overcome new compliance hurdles, and rethink their sourcing strategies.

As trade disruptors expose critical gaps in the procure-to-pay process, there's yet more reason to consider smarter, simpler, more secure alternatives.

Cross-Border Challenges

For suppliers, cross-border payments represent another notable challenge. Alongside issues like hidden costs, limited transparency, and inconsistent processes, the introduction of new trade tariffs is making cross-border payments harder still.

SAP Taulia's global supplier survey also reveals that many businesses lack real-time payment tracking. Needless to say, this further complicates cross-border transactions — leaving suppliers in the dark over whether payments have been delayed or failed altogether.

33%

of suppliers cite exchange fees as a top pain point.¹

23%

of suppliers struggle with unclear remittance information.¹



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Time for **Change**



It's Time for Procurement to Pivot

These converging disruptors mean one thing for procurement: it's time to adapt. But it's not enough to simply try containing costs. There's a pressing need to also bring greater continuity, control, and strategic value to the procure-to-pay process.

Change Is Already Underway

Based on SAP Taulia's latest global survey, it's clear that procurement is evolving from a cost-control function to a strategic enabler.

In real terms, procurement leaders are focusing on big-picture goals such as improving resilience, operational excellence, and cash-flow management. Conversely, shorter-term pain points (like reducing costs and hitting savings targets) are slipping down the priority list.

Procurement's Top Priorities³

46%

Prioritize supply
continuity/on-time delivery

44%

Prioritize increasing
efficiency/automation

38%

Prioritize optimizing
working capital

34%

Prioritize managing
risk/compliance

We found these same priorities hold true across different business sizes and roles:

- Large enterprises prioritize supply continuity and working capital
- Mid-size companies rank automation and efficiency highest
- Executives emphasize risk management and supplier relationships

This all signals a broader transformation: procurement leaders are looking for secure tools that enable agility, control, and long-term value creation.

Here's What Suppliers Are Up Against

An important caveat: this transformation can't happen in isolation. Procurement's evolution depends on building stronger, more collaborative supplier relationships. The only way to achieve that is to first understand the challenges this audience faces.



Based on SAP Taulia's survey of global suppliers:

30% said fraud prevention is more important than the cost of a transaction

37% report payment delays from first-time buyers

50% say onboarding onto new portals is the most painful part of starting a new business relationship

As hinted at already, cross-border payments also represent a significant pain point for suppliers due to built-in exchange fees, frequent delays, and poor transaction visibility.

In short, suppliers have a lot to feel frustrated about. So, it's unsurprising that many don't just want better payment terms; they want a fundamentally better payment experience.

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Introducing **Virtual Cards**



Virtual Cards Bring New Possibilities

Virtual cards can deliver that better payment experience. Unlike their physical counterparts, virtual cards are entirely digital and only used for one-off or limited-use payments.

Fast, secure, and flexible, they cater to the needs of buyers and suppliers alike — which is why adoption is rising sharply.

93%

of procurement leaders use, plan to use, or are interested in using virtual cards.³

87%

of procurement leaders plan to increase VC spending by >10% within 2 years.³

Major Benefits of Virtual Cards for Buyers:

1

A more streamlined experience

In contrast to physical cards, payments by virtual cards involve minimal manual processing, reducing errors and speeding up when suppliers get paid.

2

Cash flow gains

Virtual cards allow buyers to extend payment terms to suppliers outside their working capital management program, opening up opportunities to boost cash flow.

3

Reduced fraud risk

Virtual cards are generated for specific transactions and enable pre-programmed spend limits, minimizing fraud and maverick spending.

Major Benefits of Virtual Cards for Suppliers:

1

Accelerated payments

On average, transactions made via virtual cards take just two days to hit a supplier's account — far quicker than traditional payment methods.

2

Increased security

Funds are rapidly made available once a virtual card is processed and settled, reducing exposure to fraud. Suppliers also avoid potential liability when buyers store their banking information.

3

A smoother experience

Virtual card transactions are fast and automated, so suppliers don't need to chase payments. And there's zero hassle for suppliers to get started — virtual cards can work with the card processing systems they already use.

Flexible for Every Kind of Spend

Virtual cards aren't designed just for small expenses. They bring value to multiple payment scenarios, including:

- Big-ticket POs
- High-volume / low-value transactions
- Consulting services
- Ad hoc or one-time suppliers
- Urgent catalog purchases





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SAP-Embedded **Virtual Cards**

Make Payments in One Place: SAP-Embedded Virtual Cards

By working with [issuer name], procurement teams can take advantage of SAP's embedded virtual cards — used by global brands to modernize how they make payments.

What sets SAP's embedded virtual cards apart?

No disruption: They integrate natively inside the SAP tools you're already using. No workarounds, no extra platforms, no onboarding disruption for suppliers.

Built for enterprise needs: SAP's embedded virtual cards automate payments at scale, so it's ready to meet enterprise-sized demands.

Quicker supplier payments: Payments happen automatically inside your existing SAP tools, so everything runs smoothly and suppliers get paid faster.

Reduces errors and effort: Every step of the virtual card payment process is automated, minimizing manual intervention and human error.

One Capability. Two Flexible Ways to Pay

SAP-embedded virtual cards offer two different ways to deliver payments: Pay on Invoice and Pay on PO.

Pay on Invoice: This model automates card issuance post-approval. It gives corporates the ability to:

- Achieve real-time reconciliation and increase spend visibility.
- Reduce operational overhead thanks to an automated, frictionless experience.
- Make high-volume supplier payments with minimal manual effort.

Pay on PO: This model ties virtual cards to purchase orders at requisition. It gives corporates the ability to:

- Make quick, compliant payments for urgent spend or one-time suppliers.
- Maintain control of procurement workflows while boosting flexibility and speed.
- Avoid having to onboard vendors or make master data changes.



7 | Conclusion

Welcome to the Future of B2B Payments

Today's procurement teams are navigating a perfect storm: rising fraud, tariff disruptions, and growing pressure to deliver strategic value. Suppliers are also increasingly intolerant of slow, unsafe, or fragmented payment processes.

To avoid falling behind, procurement needs to modernize its approach to payments. And there's **one way to do that**.

Fast, flexible, and secure, virtual cards are the future of B2B payments.

To see how [issuer name] can help you take advantage of SAP-embedded virtual cards, **get in touch today**.

<Contact details>

1. Taulia supplier payments report, 2024
2. 2025 AFP Payments Fraud and Control Survey Report
3. Taulia procurement leaders payments report, 2025
4. 2023 AFP Payments Fraud and Control Survey Report