

Partner Positioning Guide

MEKORMA



Payment processing automation embedded in Microsoft Dynamics 365 Business Central.

BEST FOR

Business Central customers who want payment automation, approvals, vendor validation, and payment controls embedded inside BC — including organizations migrating from Dynamics GP that need to carry forward their check printing, signatures, and payment security.

THE ONE-LINE STORY



Mekorma helps organizations automate payment workflows, strengthen compliance and controls, and manage that complexity without leaving Business Central.



What Mekorma Is Not

Not invoice capture / OCR platform

Pair Mekorma with an invoice automation solution when capture is in scope.

Not global payout coverage,

focused on US payment practices — checks, ACH, and vendor compliance.

Not a bank-connectivity feed

Mekorma manages the payment process; bank transmission depends on the customer's setup.

When to Bring Mekorma Into the Conversation

Listen for any of these signals that native BC payment features are being outgrown.

AP staff spend significant time building payment batches.

Multiple companies or legal entities require repetitive processing.

Vendor compliance and fraud prevention are growing concerns.

Executives need better visibility into payment activity.

Payment processing depends on a few key employees.

AP teams are being asked to do more without adding headcount.

Complements Existing Invoice Automation

Mekorma starts where invoice automation ends. It works alongside Continia, native BC invoice tools, and other capture solutions that process and approve invoices.

Recommending Mekorma doesn't mean replacing an invoice processing solution that already works — it extends the AP process by adding payment automation where it's needed.

THE 20-SECOND VERSION

“Business Central records payments. Mekorma helps your clients manage the work that happens before, during, and after they're made. If your client prints checks, pays from more than one company, needs payment approvals, or wants vendors validated before money moves, Mekorma adds that inside Business Central. And for clients who prefer not to manage payment execution themselves, Remote Payment Services can take it off their plate.

One question finds the fit: once an invoice is approved, what still happens manually before the vendor is paid?”