

Top Considerations Before Implementing an Early Pay Program

A successful early pay program depends on more than workflow and payment execution. It needs clear rules, structures, and planning. Here are five key considerations before implementing an early pay program.

1 Provide a Predictable Timeline for Invoice Processing

With a structured processing calendar, GCs can provide predictable and transparent payment timelines, which increases subcontractor adoption in early pay programs.

A STRUCTURED PROCESSING CALENDAR SHOULD CONTAIN:

- Invoice submission deadlines
- Issue resolution deadlines
- Pencil review dates
- Approval and upload dates

2 Establish an Invoice Due Date

The invoice due date is the date the subcontractor will receive payment and the date used to calculate the fee paid in exchange for early payment.

WHEN ESTABLISHING AN INVOICE DUE DATE:

- Choose a date that fits with the owner's payment timelines
- Consider a buffer to mitigate delays
- Select maturity dates that align to each situation
- Add extra buffer days when working with a new owner

3 Define an Approved Invoice

To ensure consistency, determine what an approved invoice looks like within your workflow and organization.

WAYS TO DEFINE AN APPROVED INVOICE:

- All required documentation has been submitted, reviewed, and accepted
- Compliance items like lien waivers and insurance documents are complete
- Any disputes have been resolved
- A pencil review with the owner has occurred when applicable

4 Ensure Payments Are Made Electronically

Paper checks undermine the purpose of an early pay program by slowing down the process. Electronic payments such as ACH transfers ensure predictable payment timing and reduce administrative delays.

WHY ACH TRANSFERS ARE THE STANDARD:

- Predictable payment timelines without mailing delays
- Reduced administrative burdens for both parties
- A clear, trackable payment record

5 Create a Strategy for Subcontractor Outreach and Onboarding

The ultimate measure of success for any early pay program is adoption. Address each of these elements before launch:

- Who is responsible for subcontractor outreach?
- What is the core message and how will objections be handled?
- Which subcontractors are prioritized for outreach?
- How will the program be priced?
- Will subcontractors be willing to openly discuss cash flow issues?
- What is the onboarding and user experience for the subcontractor?
- Do you have support resources or content to answer questions?

Five considerations. One program.

GCs that establish clear rules, a structured calendar, and a defined outreach strategy before launch see higher subcontractor adoption and stronger program longevity. Here is what building and running each element yourself looks like compared to using Billd Predictable Pay.

BUILDING IT IN-HOUSE

Each element takes time to define, staff, and maintain.

- Define your processing calendar and enforce invoice deadlines
- Calculate and communicate invoice due dates by job and owner type
- Establish and apply approved invoice criteria across your team
- Set up ACH infrastructure and manage payment execution
- Assign staff to subcontractor outreach, onboarding, and ongoing questions

WITH BILLD PREDICTABLE PAY

Each element is already built in.

- Structured processing timeline built into the program
- Maturity dates calculated automatically based on your terms
- Invoice approval criteria integrates with your existing workflow
- ACH payments built in—funds delivered by Billd, on time
- Billd handles all subcontractor outreach, onboarding, and support

BILLD PREDICTABLE PAY

A program built to run, not to manage.

Billd Predictable Pay is a fixed-rate, turnkey early payment program for general contractors.

Subcontractors see a transparent rate, request early payment in one step, and receive funds without bidding or competing with each other. Billd handles all onboarding, education, and outreach. Your existing invoice approval process stays exactly the same.

billd.com/predictable-pay | bpp@billd.com

- ✓ Fixed, transparent pricing with no bidding required
- ✓ Guaranteed access on every approved invoice
- ✓ Set-and-forget enrollment for consistent participation
- ✓ Earn discount revenue on every early payment
- ✓ Attract and retain top-performing subcontractors
- ✓ Reduce subcontractor defaults and project delays
- ✓ Zero disruption to your current approval process
- ✓ GC-funded, third-party funded, or hybrid