

# Don't Get Sold on the Expo Floor

A Trade Show Survival Guide for Evaluating Payment Automation Providers

**96%** of finance professionals say they're being asked to "do more with less."



Choosing the wrong automation partner can add more manual work—not less.

When you only have a few minutes at each booth, look for these signals to reveal whether a provider understands the realities of community association management.

Source: AvidXchange 2026 Trends Survey

## Red Flags

### Signals the Conversation May Not Be Worth Your Time



#### They jump straight into product features

No questions about your portfolio, approval workflows, or check volume.



#### Integration answers are unclear

If they can't quickly explain how their platform connects to your ERP, expect headaches later.



#### They expect you to manage suppliers

Some providers promote "customer-controlled onboarding." In reality, that means your team handles supplier outreach, payment data, and maintenance manually.

## Green Flags

### Signals You're Talking to the Right Provider



#### They ask about how your communities operate

Portfolio size, pain points, approval routing, check volume, and accounting structure.



#### They focus on removing manual work

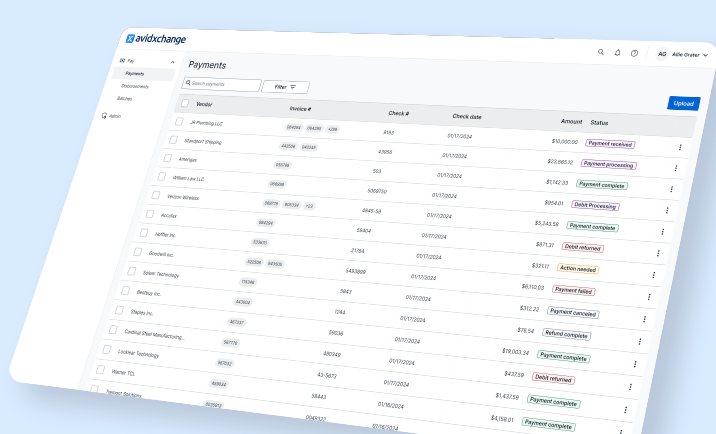
Reducing invoice entry, converting checks to ePayments, and automating approvals.



#### They provide supplier support

Dedicated payment specialists manage supplier onboarding, payment details, and inquiries so your team doesn't have to.

## The Best Booth Conversations Don't Start with Product Features.



They start with how your organization actually manages payments—and how automation can remove pain points and manual work across your entire community portfolio.

### Preparing for trade show season?

Bring the right questions so you can quickly identify which providers are worth evaluating further. [Read More](#)

Learn more about payment automation with AvidXchange.

Book a Demo

## Let's partner together.

To learn more about how accounts payable (AP) automation can help your finance team increase efficiencies, improve visibility, and maintain control within your payables process, visit [www.AvidXchange.com](http://www.AvidXchange.com).

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