

## Dynamic Discounting & Supply Chain Financing

DRIVE DISCOUNT CAPTURE & OPTIMIZE WORKING CAPITAL

# PAY EARLY FOR DOUBLE-DIGIT RETURNS

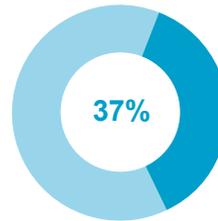
Early payment discounting is one of the most popular trends in procure-to-pay, and it's easy to see why. With both LIBOR rates and money market yields near all-time lows, it simply isn't profitable to hold cash for an extended period. Instead, many companies are using their cash to offer accelerated supplier payments in return for a discount on the amount owed.

The financial benefit of early payment discounting can be significant. One example: You can produce a risk-free, annualized return of up to 37 percent by paying net 30 invoices 20 days early for a 2 percent discount.

For even greater returns, many companies are making their discounting program "dynamic." They pay willing suppliers based on a sliding scale at any time before an invoice is due, regardless of how early.

## Be Smart with Your Money

Early-pay discounts can produce a risk-free, annualized ROI of up to 37 percent. For even greater returns, add dynamic discounts—paying on a sliding scale at any time before the invoice is due.



POTENTIAL RETURNS  
Net 30 invoice paid in 10 days with 2% discount

Source: Ardent Partners..

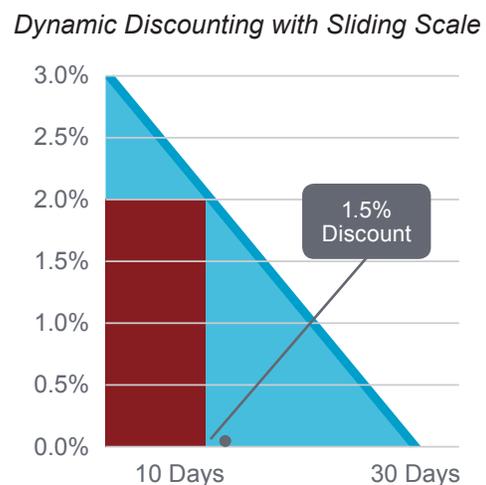
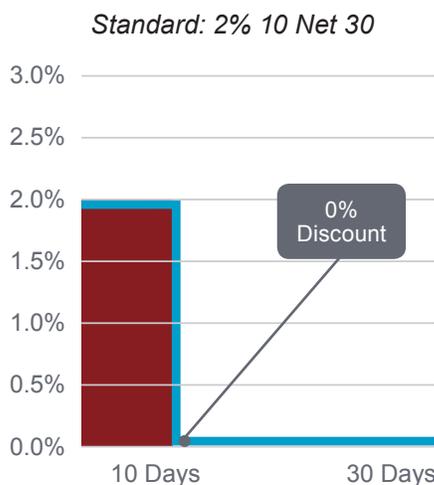
## HOW TO MAKE THE MOST OF DISCOUNTING OPPORTUNITIES

The challenge for any company adopting a discounting program is how to mine data to identify, capture and manage opportunities for optimal returns. That's where the APEX Portal™ shines.

With our powerful but easy-to-use APEX Portal Dynamic Discounting and Supply Chain Financing module, you can analyze discount opportunities, design effective early-pay programs, decide how they will be funded, communicate offers, track outcomes and achieve best-in-class capture rates.

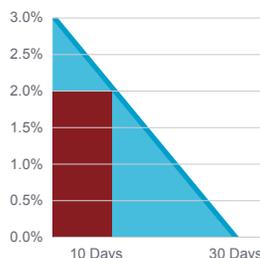
### Standard Versus Dynamic Discounting

Fixed early-pay discounts can produce risk-free, double-digit returns. To capture even greater returns, though, adopt dynamic discounting initiatives that pay on a sliding scale at any time before the invoice is due. Both you and your vendor benefit.



## APEX Portal Flexible Early-Payment Options

**Dynamic Discounting**  
*Sliding-scale early-payment discounts available to any supplier.*



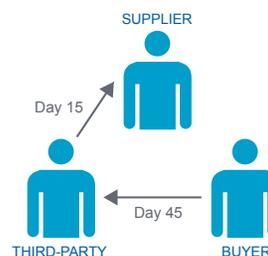
*You pay supplier early for a sliding-scale discount.*

**Auction/Marketplace**  
*Suppliers compete for your available cash.*

3.0% ✓  
2.6% ✓  
1.8% ✓  
1.0% ✗  
0.5% ✗  
0.2% ✗

*You set auto-reject, auto-approve, and review thresholds. Suppliers bid. You decide which to take.*

**Flexible Funding**  
*Support your entire supply chain while holding onto your cash.*



*Third party pays supplier early for a discount. You pay third party on due date for full amount.*

## OPTIMAL BENEFITS

The APEX Portal Dynamic Discounting and Supply Chain Financing module is highly configurable, giving you lots of options. Design multiple types of discount programs and offer them to some or all of your suppliers. Fund your own early payments or use integrated financing options on demand. Use flexible administrative tools to go 100 percent touchless or design your own approval workflow. The choice is yours.

### Flexible Discounting

- **Buyer-Initiated.** Offer sliding-scale early payment discounts based on fixed APRs or on LIBOR rates or hurdles set by your treasury department. Make discounts available to some or all suppliers, on some or all approved invoices.
- **Supplier-Initiated.** Set up online auction marketplaces where suppliers compete for your early payment funds. You can set thresholds for automatically approving offers, rejecting them or sending them for review.

### Flexible Financing

- **Add Your Bank.** Integrate your bank into your discounting program and use third-party funding to make early payments to strategic suppliers. Your bank pays suppliers early. You pay the bank the full invoice amount on the original due date or later. It's a way to hang onto your cash for longer, but still support supplier early payment needs.
- **Use Our Pre-integrated Funder.** For mid-tier and long-tail suppliers, use our fully integrated, 100 percent digital solution from The Interface Financial Group. Simply flip a switch or set a threshold to turn funding on or off.

### Flexible Administration

- **Intelligent Segmentation.** Use our benchmark data and APEX Archimedes™ cognitive technologies to analyze supplier characteristics and behaviors. Use the information to develop cash discount likelihood scores and build the most applicable offers.
- **Multichannel Marketing.** Once your program is established, drive adoption with good contact data and active marketing. Our integrated multichannel marketing solution leverages an extensive database of more than 20 million validated supplier contacts—backed by person-to-person outreach by our team.
- **ERP Integration.** When a discount is accepted or financing is used, communicate directly with your ERP platform to change payment terms or payees. No manual effort is required.
- **Approvals.** Use flexible business rules to configure the portal to be 100 percent touchless or to enable approval workflows that are routed to your team.

## Enabling Your Supplier Ecosystem

*The APEX Portal Dynamic Discounting & Supply Chain Financing module is part of our APEX Analytix solution set that encompasses software and comprehensive audit services to enable your supplier ecosystem and help you achieve optimal procure-to-pay performance.*



**apexportal™**  
Supplier Portal Software



**firststrike.**  
Controls & Analytics Software



**apexrecovery™**  
Recovery Audit Services

BUILT ON



**smartvm.**  
20M+ Scored Supplier Records

POWERED BY



**apexarchimedes™**  
Artificial Intelligence/  
Cognitive Computing System

## BENEFIT FROM A COMPREHENSIVE FAMILY OF SOFTWARE AND SERVICES

The APEX Portal™ supports 100 percent of your suppliers, policies and procure-to-pay systems globally, at no charge to your suppliers. And APEX Analytix is the definitive “keeper of trusted supplier data”—our SmartVM® database contains “golden records” for over 20 million supplier records that have been scrubbed, validated, enriched and scored for accuracy. This means you get a secure, easy-to-use, touchless platform for onboarding and vetting new suppliers, continuously monitoring and improving your vendor master data, and more—all in multiple languages and with country-specific functionality. Pair DD & SCF with other APEX Portal modules to extend the value of your investment.

- **Supplier Discovery:** Source suppliers by searching preregistered suppliers, current suppliers and our 20M+ supplier SmartVM database of proprietary supplier records with contacts.
- **Dynamic Discounting & Supply Chain Financing:** Automate every aspect of your early payment programs – from initial targeting, design and marketing to backend reporting.
- **E-invoicing:** Connect to your e-invoicing provider, one of our partners, or our Simple E-invoicing solution.
- **Supplier Inquiry:** Offer your suppliers 24/7 online access to invoice and payment status, in their own language.
- **Statement Audit:** Automate your supplier statement audits for faster recoveries and a lower cost per claim.
- **Supplier Risk and Performance Management:** Identify, assess, monitor, mitigate and remediate supplier risk and drive supplier performance.

P2P leaders across the world's largest companies use APEX Analytix supplier portal software; controls, audit and analytics software; and recovery audit services in virtually every country to produce billions in documented savings and income each year. Leveraging the latest in cognitive computing and our massive proprietary database of scored supplier records, APEX Analytix helps companies recover and prevent overpayments, improve processes, ensure compliant supplier relationships, and optimize working capital. For more information, visit [www.apexanalytix.com](http://www.apexanalytix.com) or call 800 284 4522.

*your success, first*  
**apexanalytix®**

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