

Four Ways PrimeRevenue Helps Procurement Deliver More Value to the Business



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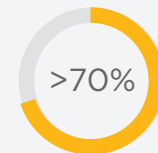
Many procurement leaders find themselves navigating uncharted territory as procurement's role and influence evolves within the business. For decades, procurement's priorities have been defined by questions such as: How can we increase savings over last year? How do we minimize risk? Are our supplier relationships healthy and diversified? These questions remain fundamental to procurement's mission – but there are new ones to consider.

How can we deliver more strategic value to the business in terms of profitability, innovation and competitiveness? Are we up to the task of being a trusted business advisor to our internal stakeholders? These two questions are keeping many procurement executives up at night, and for good reason.

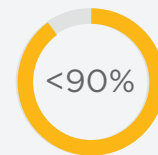
The reality is that procurement as a discipline is experiencing some growing pains as its scope of responsibility and influence grows. Often, there are significant gaps between the strategic value potential of the organization and the resources committed to reaching that potential (headcount, training, technology, etc.). Furthermore, today's procurement professionals are being bombarded by a host of new procurement-enablement tools and best practices – many of which are highly disruptive, can negatively impact supplier relationships and deliver too little ROI.

Given these factors, what are the things procurement leaders can do right now to deliver large-scale, strategic improvements to overall business performance – without negatively impacting supplier relationships? For many, the answer is supply chain finance with PrimeRevenue.

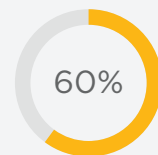
PROCUREMENT AS BUSINESS CO-CREATOR?



The majority of CPOs rate their current effectiveness of business partnering at less than 70 percent.



These same CPOs have an ambition for future effectiveness to be greater than 90 percent.

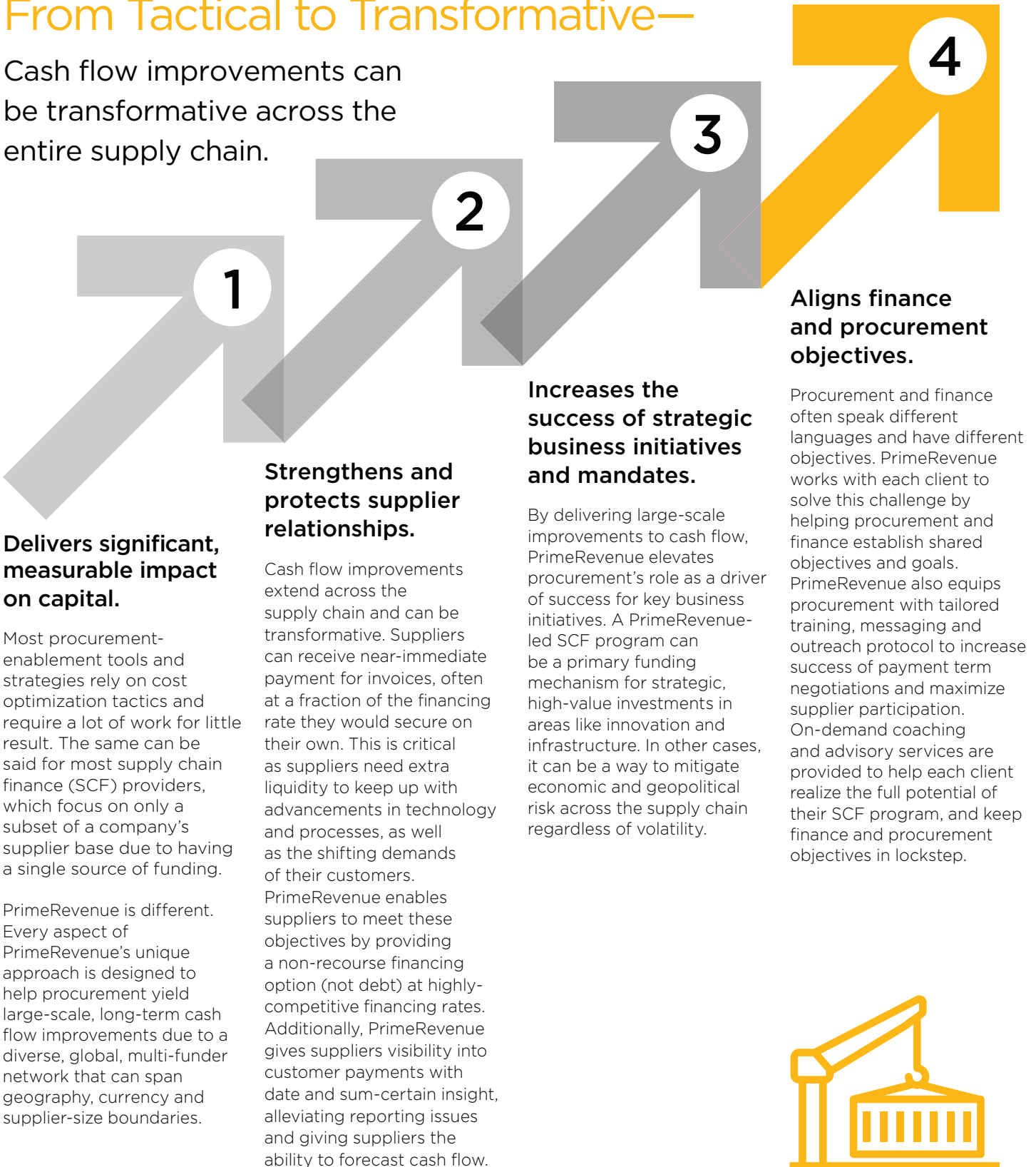


60 percent of CPOs are concerned their teams lack the capability to deliver on a strategy that repositions their role from "trusted operator" to "business co-creator."

Source: Deloitte Global CPO Survey 2017

From Tactical to Transformative—

Cash flow improvements can be transformative across the entire supply chain.



As the role of procurement continues to evolve, one thing is clear. There is tremendous opportunity for procurement to deliver large-scale, strategic improvements to overall business performance. This is the foundation upon which PrimeRevenue's supply chain finance solution and approach was built. From optimizing cash flow and aligning procurement and finance stakeholders, to supporting procurement every step of the way through program implementation and execution, PrimeRevenue is committed to helping procurement deliver more value to the business.

Choosing the Right Supply Chain Finance Partner

Not all supply chain finance solutions are created equally. Ask these questions as you consider supply chain finance partners:

- What is their approach to understanding the unique challenges of your procurement organization and supplier base?
- Can they support the scope of your business in terms of size, geography, industry and suppliers?
- Will they only focus on your largest suppliers or extend supply chain finance to a broader supplier base?
- How collaborative is their approach to program implementation? What kind of training and support will they offer your procurement team and for how long?
- Have they worked with companies and suppliers in your industry before? How successful were those programs?



IT'S MORE THAN A PLATFORM. IT'S A STRATEGY.

- Align finance and business stakeholders around shared goals and objectives;
- Identify supplier payment term extension targets based on industry benchmarks;
- Develop a strategy for which suppliers to target and when;
- Equip procurement with tailored training, messaging and outreach protocol

PROCUREMENT ENABLEMENT IS THE FIRST STEP IN SUPPLY CHAIN FINANCE SUCCESS

PrimeRevenue's unique approach to supply chain finance also places heavy emphasis on procurement readiness and support. By aligning finance and procurement stakeholders, and providing unparalleled training, coaching and support to procurement professionals, PrimeRevenue helps companies achieve greater value from their supply chain finance program.

About PrimeRevenue As a pioneer in global B2B payments, the PrimeRevenue SurePay Platform connects the entire supply chain by improving working capital and automating digital payments. Thousands of companies around the world leverage one streamlined platform to increase payment visibility, enhance control, and improve cash flow. PrimeRevenue is headquartered in Atlanta, with offices in London, Prague, Hong Kong, and Melbourne. For more information, visit www.primerevenue.com.

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