

Case Study

Unlocking Ongoing Value Through Bi-Annual Detailed Spend Analyses



OVERVIEW

PrimeRevenue's Spend Analysis is a powerful diagnostic tool designed to help large enterprises uncover spend optimization opportunities across their supplier base. While traditionally leveraged during the initial launch of spend solutions such as supply chain finance (SCF), dynamic discounting (DD), DeferPay or Payments-as-a-Service (PaaS), the Spend Analysis remains an underutilized asset when it comes to ongoing program optimization and supplier expansion. This case study outlines why running Spend Analyses bi-annually should be considered a best practice for organizations looking to maximize value from Accounts Payable.

BUSINESS CONTEXT

Many enterprises treat payment terms, payment methods and supplier financing strategies as static—set once and rarely reviewed. However, today's global supply chains are fluid and dynamic:

- New suppliers are introduced, while others exit.
- Financial conditions of suppliers evolve and working capital needs change
- Procurement strategies shift due to business growth, cost pressures, or ESG goals.
- Changes in interest rates and macroeconomic conditions affect cash and liquidity planning.
- Need for dynamic working capital demand is a growing necessity

Given these variables, a one-time Spend Analysis is no longer sufficient. Organizations that re-evaluate payment terms, methods and supplier behaviors bi-annually can unlock hidden value in their existing operations.

ABOUT THE SPEND ANALYSIS

PrimeRevenue's Spend Analysis uses 12 months of AP payment data to analyze:

- Supplier names and identifiers
- Spend categories
- Negotiated net payment terms (e.g., Net 30, Net 60)
- Annual spend
- Invoice and payment counts
- Payment methods (e.g., ACH, check, virtual card)

This dataset is then combined with 3rd-party financial data and benchmarked against PrimeRevenue's proprietary, multi-trillion-dollar global supplier database to:



WHY IT MATTERS

The Spend Analysis as a Revenue and Growth Engine

Each Spend Analysis uncovers real, measurable improvement potential – whether that is working capital, income, margin impact, or operational efficiency. It provides you with:

- Fresh opportunity from newly onboarded or expanded suppliers
- Re-engagement opportunities for underutilized suppliers
- Data-backed justification for expanding PrimeRevenue's footprint within your supplier base
- Supplier financial sustainability, which is more critical now than ever

THE PROBLEM

Stale Data = Missed Opportunity

PrimeRevenue has identified bi-annual Spend Analysis reviews as a best-in-class approach. Unfortunately, a recent internal audit revealed that many enterprises have not run a Spend Analysis in more than two years—some in over five. These missed assessments represent missed cash flow, missed supplier engagement, missed supplier financial sustainability risk and delayed growth.

In contrast, organizations running bi-annual Spend Analysis saw significant upticks in SCF adoption and volume.

CASE EXAMPLE

Global Manufacturing Enterprise

A Fortune 100 manufacturer had not updated its Spend Analysis since program launch in 2020. In Q1 2025, PrimeRevenue conducted a new Spend Analysis:



400

new suppliers
identified since
the last analysis



\$280M

in newly uncovered
term extension
opportunity



127

suppliers flagged
with a high
propensity to accept
early payment offers



17%

SCF volume rose 17%
within four months
of the updated
Spend Analysis

Key Insight: Even well-performing programs can realize significant growth through renewed insight.

RECOMMENDATION

Make Bi-Annual Spend Analysis Part of Your Financial Rhythm

Re-running your Spend Analysis twice a year helps you:

- Track supply base changes and identify new opportunities
- Quantify fresh cash flow, margin or efficiency value on a recurring basis
- Align financing programs with evolving corporate objectives
- Generate a steady stream of suppliers to onboard or re-engage

Benefits of Bi-Annual Spend Analysis

- Drives continued spend program growth and measurable financial impact
- Provides actionable insights to both procurement and treasury
- Strengthens your partnership with PrimeRevenue as a strategic advisor

CONCLUSION

The Spend Analysis is more than a launchpad—it is an accelerator. Treating it as a bi-annual ritual positions your organization to stay agile, uncover untapped value, and turn your deployed spend solutions into a competitive advantage.

NEXT STEP

Ask your PrimeRevenue team when your last Spend Analysis was completed. If it has been more than 6 months, schedule your next review today and uncover what your AP data is trying to tell you.