

## ACCESS TO EARLY PAYMENT EMPOWERS SMALL BUSINESS TO TAKE CONTROL OF INVENTORY AND CASH FLOW

EVOLution Pet Supplies is a small Australian provider of pet products. One of the challenges the company faces is being able to keep up with retailers' stringent minimum inventory requirements, which often require suppliers to have four or more months of inventory on hand. In the past, the company has had to rely on lending or credit cards to finance inventory – both of which had high interest rates.

One of the company's larger retail clients invited EVOLution to participate in an early payment program using PrimeRevenue's supply chain finance platform. Since onboarding onto the program, EVOLution has been able to meet the client's stock minimum requirements and is able to submit invoices for early payment based on their changing cash requirements.

EVOLution also uses PrimeRevenue's supply chain finance platform for visibility into payments. Once logged into the platform, the company can see what money is coming, in, what's due, which invoices have or have not been approved, credit memos, and which invoices are available to trade for early payment.

### CASE STUDY SNAPSHOT:

#### CHALLENGE:

- STRUGGLED TO MAINTAIN CUSTOMER'S STRINGENT STOCK REQUIREMENTS
- RELIED ON EXPENSIVE BANK FINANCING

#### RESULTS:

- ACCESS TO LOW-COST LIQUIDITY ENABLES BUSINESS TO BULK INVENTORY RESERVE
- PLATFORM PROVIDES TRANSPARENCY INTO INVOICE APPROVALS

**“ I heard about the supply chain finance program and actually contacted the retailer directly to see if I could participate. The cost of doing business with larger companies can be a barrier for small suppliers. With PrimeRevenue, I'm able to access the liquidity I need to make sure we can meet our customer's requirements at a cost far lower than other traditional financing and supply chain finance options. ”**

*Vera Lee, Managing Director, EVOLution Pet Supplies*

**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](http://www.primerevenue.com).

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