

# How to Be a Treasury Superstar

It starts with asking the right questions. How can treasury and finance deliver a wow-worthy impact to the business? How can we help relieve friction? What tools should we have at the ready?

## How can we fuel growth amid disruption?

Face it – disruption isn't going anywhere. So how can treasury and finance accelerate growth amid the chaos?

“Our treasury team understands that we need to be change agents.”

—Bob Castagna, Boston Scientific



## Do we really want to take on more debt?

Growth requires investment. Instead of adding debt to the balance sheet, is there liquidity trapped in the business that can be unlocked?



## Are our supplier payment terms helping or hurting us?

Paying suppliers too soon hurts cash flow. Are your supplier terms in line with best-in-class? For most companies, the answer is “no.”



“Boston Scientific’s official payment terms were 45 days, for no good reason except that nobody seriously questioned it. And then some contracts had much shorter terms.”



## How can we extend payment terms without hurting suppliers?

**Supply chain finance.** It allows you to extend terms while giving suppliers the option to get paid early. That means better cash flow for you and your suppliers.



### Buyers

- Improved cash flow
- Stronger supply chain
- Optimized working capital
- Doesn't count as debt

Supply Chain Finance



### Suppliers

- Improved cash flow
- Payment visibility
- Discounted liquidity
- Off-balance sheet funding

“Other companies were just telling suppliers that their terms were suddenly longer. They did it because they could...We wanted to take a more collaborative approach, which led us to supply-chain finance.”



## Launching a supply chain finance program sounds hard. How can we make it easy?

It doesn't have to be hard. Choose a solution partner that:

1

Supports ALL suppliers regardless of size, geography or currency.

2

Provides access to multiple funding sources.

3

Offers tools that makes it easy for suppliers to onboard and participate.

## What kind of superstar-worthy financial impact should we expect?

**\$200M**

IN FREE CASH FLOW UNLOCKED

PrimeRevenue's clients regularly unlock hundreds of millions of dollars in working capital. Take Boston Scientific, for example. Its SCF program unlocked \$200M+ that has been used to invest in R&D and growth (despite economic volatility and disruption).



100+ SUPPLIERS ONBOARDED ONTO PROGRAM

CURRENTLY EXPANDING PROGRAM TO INTERNATIONAL SUPPLIERS



“This was a once-in-a-lifetime opportunity because of the sheer scale of it. How many projects does a treasury team do that generate \$200 million?”

All quotes from Bob Castagna, Boston Scientific as shared in this article:

[www.treasuryandrisk.com/2022/05/11/finding-the-capital-to-fund-corporate-growth/](http://www.treasuryandrisk.com/2022/05/11/finding-the-capital-to-fund-corporate-growth/)

© 2022 PrimeRevenue, Inc.

Follow us: [in](#) [t](#) [o](#) [f](#)

For more information, visit [www.primerevenue.com](http://www.primerevenue.com).