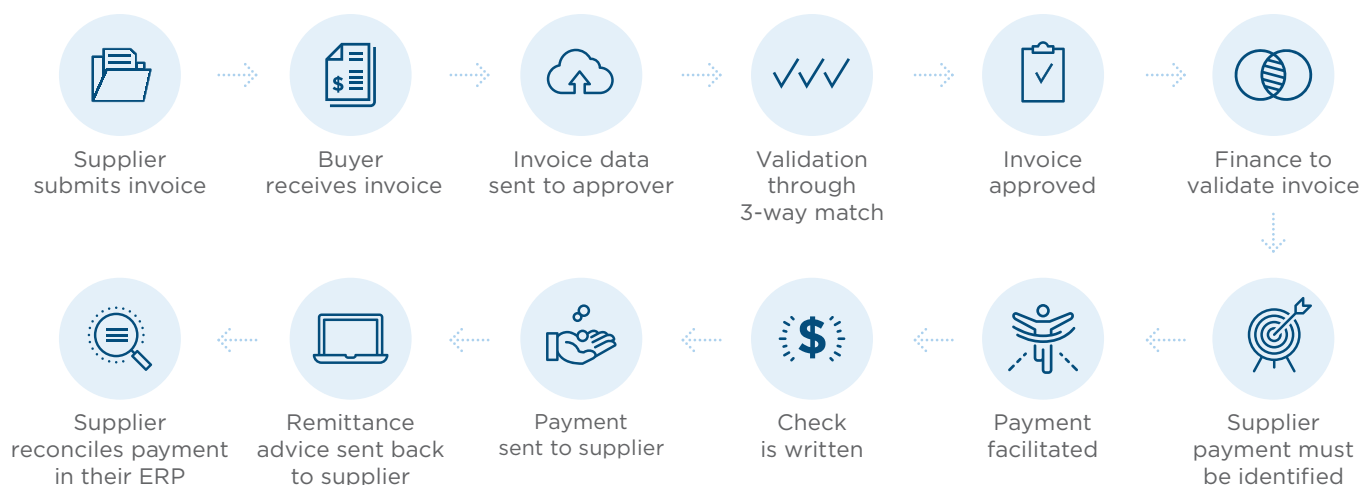


PRIMEREVENUE'S GUIDE TO MODERNIZING B2B PAYMENTS



Of the advancements in supply chain technology, for many businesses, B2B payments remain an outdated part of the global supply chain. Buyers and suppliers encounter several challenges when it comes to B2B payments, which can hinder payment efficiency and stunt financial health within the supply chain.

Traditionally, B2B payments can require manual processes and human intervention. Not only is this expensive (research firms have reported the average cost to process a single invoice can be up to USD\$15), but it also leaves significant room for error.





BUYERS

Many companies lack standardization and centralization of supplier payment terms and processes, making it difficult to manage, track and forecast payments and KPIs such as cash flow, DPO, DSO and CCC. Often, buyers have to deploy multiple separate solutions to support their different payment programs (i.e., maturing payments, early payments, dynamic discounting, etc.)

It's resource-intensive and error-prone. The administrative burden that comes with managing multiple ERP systems or payment platforms is high. It's largely a manual process (e.g. updating supplier bank account information), which creates room for payment errors and discrepancies.

Different jurisdictions have their own regulations and directives. This is particularly true in Europe and Australia, where regulations and directives surrounding payment terms and on-time payments are changing quickly.

Many B2B payment solutions don't offer support for multiple currencies, which makes it impossible for buyers with truly global supply chains to streamline supplier payments.

SUPPLIERS

Suppliers often lack transparency into invoice approval status and visibility into upcoming payments, which can negatively impact their ability to manage and forecast cash flow. A PrimeRevenue survey found that 60% of suppliers claimed they had to contact their customers between 1-10 times a month to inquire about payment status (more than 10% stated they had to reach out more than 10 times a month).

Late payments hinder a supplier's ability to invest in the businesses. Without reliable incoming cash flow, a supplier cannot confidently invest in strategic initiatives to expand and grow the business. A PrimeRevenue survey of supplier found that 49% of respondents cited late payments as their most pressing payments challenge.

Manual reconciliation processes waste AR resources. Smaller suppliers often receive manual remittance advice due to lack of ERP integration with their customers. Not only does this slow down the reconciliation process, but it is also error-prone and decreases AR efficiency.

COMMON MISCONCEPTIONS AROUND B2B PAYMENT SOLUTIONS AND THEIR ABILITY TO DELIVER PROMISED VALUE

THE SUPPLIER IS GETTING PAID BY A THIRD-PARTY.

Many suppliers assume the implementation of a B2B payments solution within the buyer's environment means they will be getting paid by a third-party or intermediary. That's not the case. Invoices are paid directly by the buyer only. The solution simply issues the payment instructions at invoiced maturity.

SUPPLIER REGISTRATION REQUIRES TOO MUCH TIME AND EFFORT.

Today's comprehensive B2B payment solutions make it easier – not harder – to get paid. All required documentation (including KYC info) is submitted directly through an online portal. Suppliers are often able to register and submit/advance payment on invoices in as little as 24 hours (or minutes, depending on the size of the supplier and spend).

THERE IS NO ABILITY TO PAY SUPPLIERS LATE.

Companies often use late payment as a strategic financial lever to control cash flow. However, it's not recommended – particularly in the current regulatory and corporate/social responsibility environment. One thing a comprehensive B2B payment platform can do is support early payment programs that allow buyers to extend supplier payment terms while giving them a way to get paid early for a nominal fee based on the buyer's credit rating (typically better than the supplier's). It also offers buyers a new way to support ESG objectives – the biggest way to support suppliers is to offer them timely payment and payment transparency.

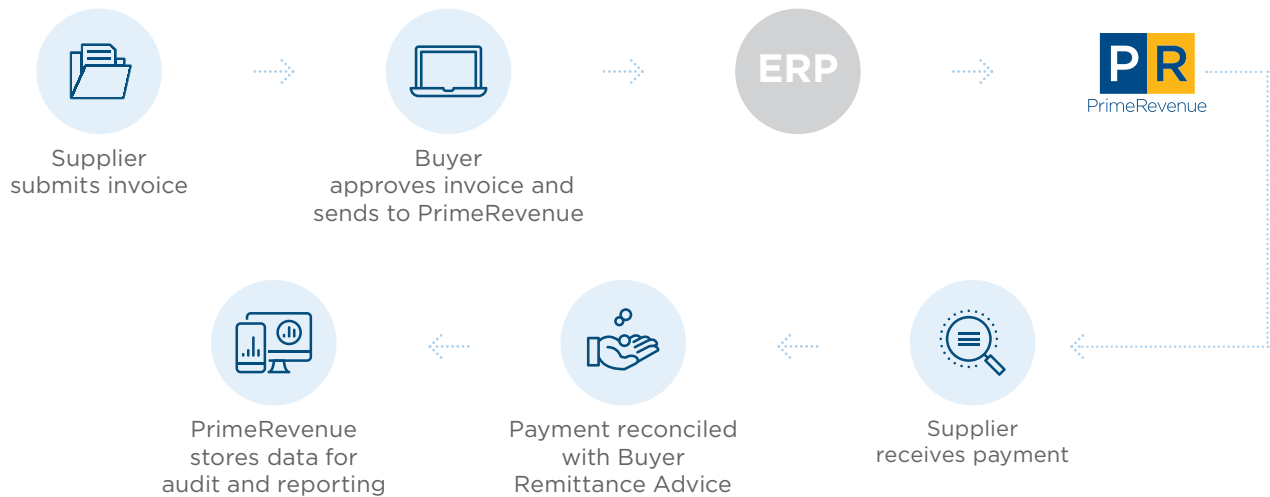


MAKING THE CASE FOR A COMPREHENSIVE B2B PAYMENTS SOLUTION



As the complexity of B2B payments continues to grow alongside an increasingly global and dynamic supply chain, companies have a clear need for a comprehensive B2B payments solution that support both maturing and early payments across the entire global supply chain.

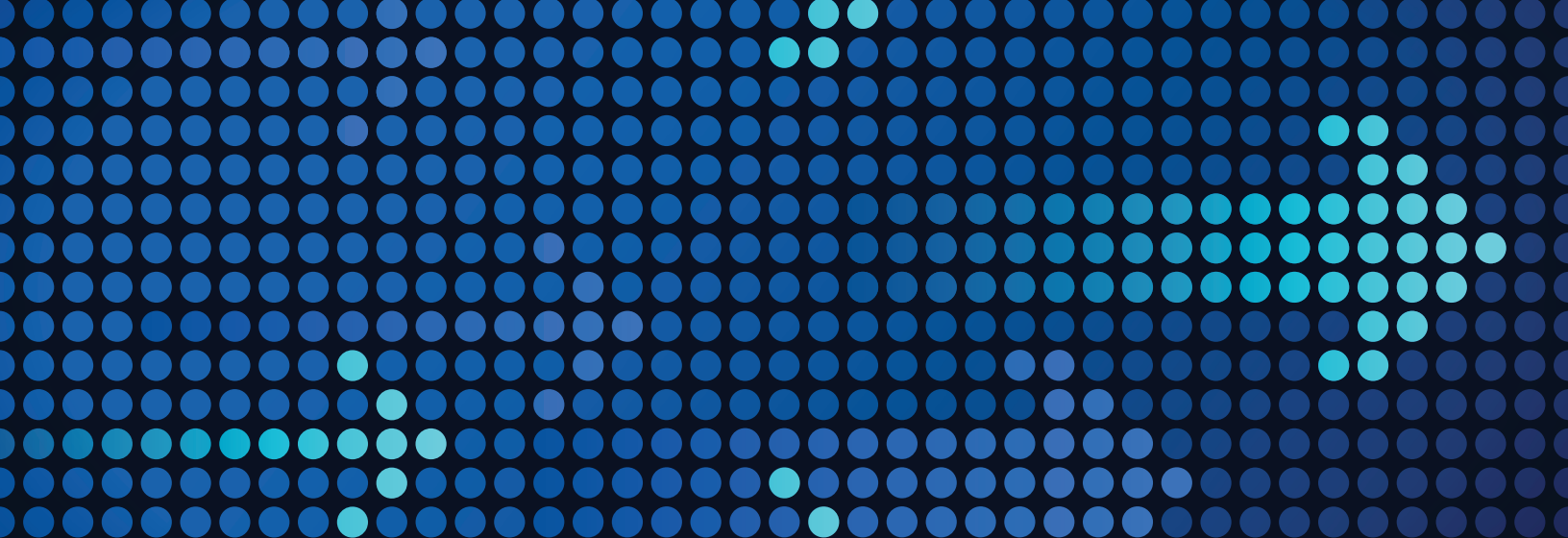
Technology-enabled payments solutions streamline all B2B payments – regardless of whether payment is being given early or on-time – in one single solution to drive efficiency and reduce risk in the supply chain.



With all payments filtering through one platform, buyers and suppliers can tap into much-needed payment visibility and flexibility while ensuring on-time payment for every invoice.

ADDITIONAL BENEFITS INCLUDE:

- + Support for suppliers of all sizes, jurisdictions, currencies, and payment programs – including Supply Chain Finance, Dynamic Discounting, Receivables Finance and Supply Chain Payments
- + Streamlined AP/AR processes, reduced administrative burden, minimized errors/delays, and no need to manage multiple payment platforms
- + Full transparency into invoice approval and payment status, comprehensive and customizable reporting, and enhanced payment forecasting



THE FUTURE OF B2B PAYMENTS

There is a clear need for B2B payment solutions that encompass both maturing and early payments, help buyers and suppliers optimize cash flow, and serve the global supply chain (including smaller suppliers).

The benefits of these solutions can be transformative for buyers and suppliers alike. By streamlining tedious AR/AP processes and giving suppliers real-time visibility into payment processes, buyers and suppliers can reduce the operational expense associated with outdated payment processes and more accurately manage and forecast cash flow.



About PrimeRevenue As a pioneer in global B2B payments, the PrimeRevenue Platform connects the entire supply chain by 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. Additional information about PrimeRevenue can be found at www.primerevenue.com | Twitter: [@primerevenue](https://twitter.com/primerevenue) | LinkedIn: www.linkedin.com/company/primerevenue.

SUPPLY CHAIN

Working Capital

- Supply Chain Finance
- Receivables Finance



Financial Portal

- Onboarding & Education
- Bank Account Verification
- Document Hub
- Payment Forecasting

Analytics

- Working Capital Analysis
- Proprietary Data

Payments

- Payment Manager
- Dynamic Discounting

The PrimeRevenue Platform is a global B2B payments solution that optimizes early and on-time payment for the entire supply chain. The PrimeRevenue Platform, which encompasses all of our working capital and payments solutions, allows companies to consolidate their entire supplier base onto one simple-to-use payments tool. With the platform, businesses can rest assured that every supplier will get paid on time, every time.

From jurisdictional payment regulations and lack of standardized payment terms to the administrative burden that comes with manual payment processes, the PrimeRevenue Platform solves the complex challenges that come with global B2B payments.

By onboarding the entire global supply chain onto one platform that supports both early and on-time payments, companies can streamline AP/AR workflows and reduce invoice processing costs. Not only does our platform eliminate the need to manage multiple payment systems, it also frees companies from manual and resource-intensive operational tasks that come with traditional payments processing. The platform automates payments while the PrimeRevenue team provides dedicated support to manage supplier inquiries and payment information, such as updating supplier bank account information.

With the PrimeRevenue Platform, all the buyer needs to do is approve invoices, sit back, and let the platform handle the rest. At the same time, suppliers have access to an intuitive platform that provides comprehensive reporting, transparency into invoice approval status, visibility into upcoming payments, and so much more.

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