

SPEED UP SUPPLIER PAYMENTS

Strengthen Your Supply Chain

TODAY — TOMORROW

More than 1 in 4 invoice payments (27%) are late¹

Growing concerns around the current economic climate means that organizations will need to step up and pay their suppliers on time, or even early in some cases.



INEFFICIENT PAYABLES PROCESSES ARE TO BLAME

Now more than ever, businesses are realizing that their payables processes are not up to par. Inefficient processes aren't just resulting in late payments, fees, and strained supplier relationships - global supply chains are being impacted. The following issues lead to slow payments.

PAPER INVOICES



of all invoice processing globally is still paper-based²

Paper handling adds days and weeks to invoice processing

MANUAL PROCESSES



Manual data entry and invoice routing are top 2 challenges for AP departments³

Staff is stuck in tactical issues and cannot focus on payment performance

ERRORS AND EXCEPTIONS



1/3 of AP staff spends between 4-8 hours/week resolving exceptions³

Dispute handling increases costs and lengthens processing cycles

LACK OF VISIBILITY



of organizations say they lack visibility into purchase-to-pay process⁴

Inability to identify bottlenecks that delay payments and resolve them

SMALL SUPPLIERS REALLY FEEL THE PAIN

Small and medium-sized enterprises (SMEs) often have limited cash on hand and rely solely on revenue from customers to stay operational and profitable. Even small hiccups and minor delays in payments cause major strife.



of SMEs around the world regularly struggle with cash flow.⁵

1	2	3	4	5
6	7	8	9	10
11	12	13	14	15
16	17	18	19	20
21	22	23	24	25
26	27	28	29	30

Nearly a third of businesses say it takes longer than 30 days to receive invoice payments.⁵



of suppliers would be willing to pay a fee to receive payments immediately.⁶

OPPORTUNITIES FOR TRANSFORMATION ARISE

Visibility is key to driving change. Now that businesses are seeing these challenges more clearly and the overall effects of slow payments on smaller companies and the greater supply chain, many are ready to change. The solution is to automate your payables processes to eliminate paper and manual activities, enable a remote workforce, speed-up processes, and ultimately pay invoices on time (or even early!). Drastically reduce invoice handling times and increase payment cycles with:

E-INVOICE RECEIVING



3 days is all it takes to process e-invoices in comparison to 15 days for paper²

AP AUTOMATION



of invoices can become "touchless" through advanced AP automations solutions²

AI & ML



Leverage predictive analytics to identify and address risk of late payments

REMOTE WORKFORCE



Reduce delays in invoice approval by enabling AP teams to access invoices from anywhere, any time

COMMITMENT TO VISIBLE COMMERCE STRENGTHENS SUPPLY CHAINS

The more visibility you have over your supply chain, the more you understand how vulnerable certain suppliers (and you) are. You can take action to support and strengthen your supply chain, like these companies that are stepping up and providing faster payments to their smaller suppliers during challenging times:

Sainsbury's



BHP

1 500 Instant payments to 1,500 suppliers with less than £100,000 annual turnover⁷

1 000 Instant payments to 1,000 suppliers with less than £1 million in turnover⁷

£1 million Instant payments to suppliers with less than £1 million in turnover⁸

30 to 7 Reduce payment terms from 30 to 7 days for 1,100 small suppliers⁸

1 <https://ctmfile.com/story/late-payments-is-bad-for-business-yet-27-of-uk-invoices-paid-late>

2 <https://www.paymentsjournal.com/paper-is-the-enemy-of-on-time-payment/>

3 <https://www.levvel.io/resource-library/pitching-roi-for-accounts-payable-automation>

4 <https://www.basware.com/en-us/resources/harvard-business-review-analytic-services-using-tr/>

5 <https://www.intuit.com/content/press-room/harvard-releases/2019/quickbooks-study-cash-flow-woes-mean-a-third-of-small-businesses-can-t-make-payroll-pay-bills/>

6 <https://www2.deloitte.com/content/dam/Deloitte/uk/Documents/financial-services/deloitte-uk-economic-impact-of-real-time-payments-report-vocalink-mastercard-april-2019.pdf>

7 <https://www.pymnts.com/coronavirus/2020/uk-grocers-vow-faster-supplier-payments/>

8 <https://www.thisismoney.co.uk/money/markets/article-8110707/Morrisons-agrees-pay-suppliers-immediatelyprotect-businesses.html>

8 <https://www.mining-journal.com/leadership/news/1383334/bhp-cuts-payment-terms-for-australian-suppliers>