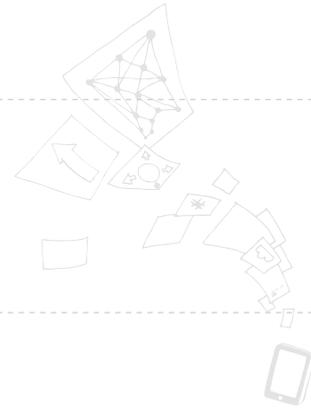


# BASWARE DISCOUNT



Capture Discounts with Early Payment.

**Basware Discount** is a service on the Basware Commerce Network. With Basware Discount, you can set up an early payment program, invite your suppliers to participate, and capture discounts with each early payment. Your suppliers get better control over their receivables, boost their cash flows and lower their Days Sales Outstanding (DSO). This service directly supports closer buyer-supplier relationships by improving working capital management for both parties.

## Why Dynamic Discounting?

Offering early payment to your suppliers is both an opportunity and a problem solver. In terms of solving problems, handling supplier inquiries is one of the most time consuming aspects of the Accounts Payable function. Why are your suppliers calling? Invariably these suppliers are looking for their money and it's almost a certainty, that the suppliers who are calling are the smallest. Why does it matter if they are small? It matters because the payment they are chasing is more important as a proportion of their total accounts receivable and therefore, it's more valuable to them. Because early payment is valuable to suppliers, they are willing to offer discounts in exchange. Today, more and more organizations are leveraging their efficient processes in order to pay invoices quickly and maximize the discounts they can capture.

From your supplier's perspective, an invitation for early payment will generate immediate interest. Improving cash flows and providing early payment assurance both saves your supplier time and puts cash in their account sooner.

## It works like this:

After completing the initial set up, you are then ready to on-board your suppliers. Activation is an integral part of many services offered within the network. With our tools you can activate one supplier at a time (as you might with a new supplier) or you can on-board them all at once. You can do it yourself via the service or you can ask us to do it for you - We've got a global activation team standing by just waiting to get you started on the road to better cash management practices with Basware Discount as an integral part of your payments strategy.

## Capture Discounts on 100% of your invoices

Taking full advantage of Basware Discount is easy. Suppliers can self-service sign up in just a few minutes. Setting payment terms is both clear and flexible and your suppliers will be able to see just how much they will get paid depending on when an invoice is approved for payment. Because you will be providing a valued service to your suppliers you will also be improving buyer-supplier relationships and supporting their businesses - a financially sound supplier equals reduced supplier risk. And because Basware Discount is available from the Basware Commerce Network, you and your suppliers can collaborate directly.

## Leverage existing investments

If your organization has already made the investments to e-invoicing and purchase to pay automation then you are already two-thirds the way there. For Basware Discount to work you only need an effective invoice approval process.

## Benefits for buyers

Discount capture: save money by paying invoices earlier

Reduced supply chain assurance risks

Reduced supplier inquiries

Stronger supplier relationships

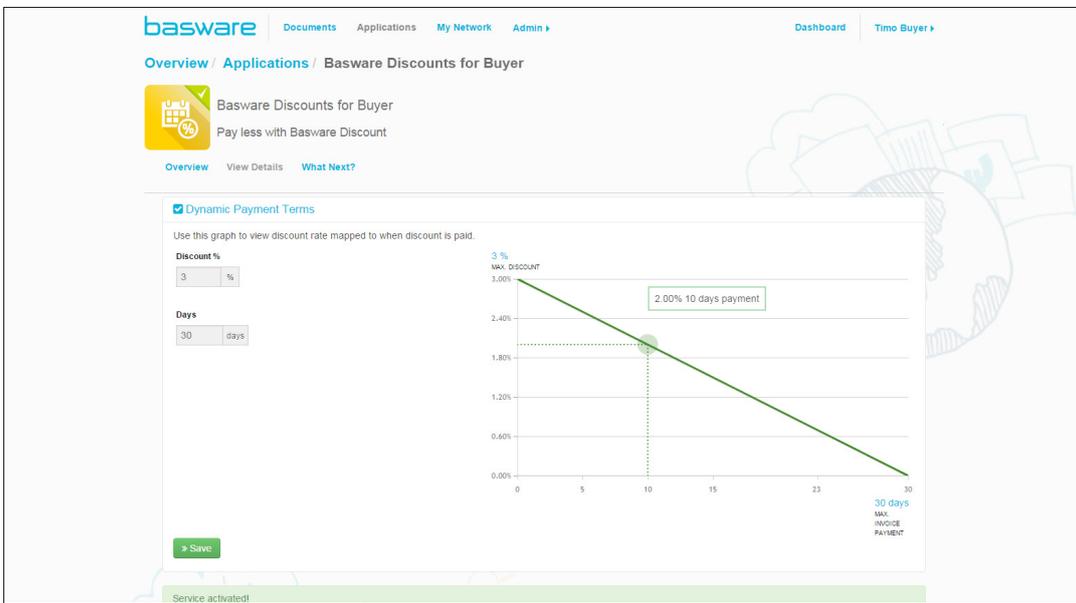
Accelerated e-invoice adoption

## Benefits for suppliers

Self-service onboarding

Get paid sooner with less uncertainty

Improve visibility and control over cash flow



Early payment discounts are calculated based on the maximum discount rate and the actual payment date relative to the net payment terms.

## Basware Discount - A Service on the Basware Commerce Network

### Basware Discount on the Basware Commerce Network

Basware Discount is a service available on the Basware Commerce Network. This makes starting an early payment program and rolling it out much easier as the network centralizes and standardizes your early payment program and your communications with suppliers. One of the major hurdles of any early payment program is supplier adoption. As a network service, it's very easy for your suppliers to take it into use - literally, just a few minutes and they can enroll themselves. Additionally, your suppliers will get the benefit of full visibility into their invoices and which will reduce the amount of time your Accounts Payable staff spend dealing with their calls.

### Basware Discount and Basware Purchase to Pay

Basware Discount is a 'stand-alone' solution on the Basware Commerce Network but also complements the Basware Purchase to Pay platform Alusta perfectly. When a supplier has enrolled to the early payment program, those invoices are flagged in order to ensure they are approved as quickly as possible. Additionally, the Alusta platform allows for separate workflows to be designated for invoices with early payment opportunities - all of this is designed to maximize your discount capture and make your early payment program a success.

### Basware Commerce Network

The Basware Commerce Network enables the easy exchange of e-invoices to ensure the success of your early payment program. The Basware Commerce Network connects over 170 international e-invoicing networks, allowing more than 1,000,000 companies to benefit from collaborative financial operations. Basware customers operate in over 100 countries and exchange 80 million transactions annually within the network. For you, this means a straight-forward e-invoicing connection point with a truly global reach, enabling fully automated invoice handling to unlock the full potential of your early payment program.

### Interested? Let us calculate a business case for you!

To get started, let us analyze your current payment processes and supplier base in order to calculate a valuable business case for you. For more details please contact:

[www.basware.com/contact](http://www.basware.com/contact)

## Building a business case

There are 3 key elements which make early payment programs both interesting and successful.

**Mature AP Processes:** if you can approve your invoices quickly then paying early becomes an option.

**e-Invoices:** receiving invoices fully electronically is the number one contributor to an efficient AP process.

**Networked Purchase to Pay:** the most efficient way to transition to a 100% e-invoicing program is by connecting your P2P process with a B2B network.

Basware is the global leader in providing purchase-to-pay and e-invoicing solutions in the world of commerce. We empower companies to unlock value across their financial operations by simplifying and streamlining key financial processes. Our Basware Commerce Network enables easy collaboration between buyers and suppliers of all sizes. With Basware, businesses can introduce completely new ways of buying and selling to achieve significant cost savings and boost their cash flow. Find out how Basware helps money move more easily and lets commerce flow at [www.basware.com](http://www.basware.com)



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