

25 - 26 August, 2016 | San Francisco, CA



The biggest challenge to adopting Dynamic Discounting

lies in creating a collective understanding of the value of this opportunity inside organizations.

TOM GLASSANOS
President - Bavelos Group
Father of Dynamic Discounting

Reaping the benefits of increased working capital requires consensus among

THREE DISTINCT GROUPS

accounts payable

treasury

sourcing & procurement



we approve the invoice

we hold the purse strings

we deal with suppliers

Usually the success or lack of success of these initiatives is a function of the extent to which all of those constituents can **see the value and understand how it all fits.**

The best way we can see to get this accomplished is to conduct a **business case assessment.** To do that we recommend a workshop format, with all three parties at the table. Outline...



...the Benefits of Dynamic Discounting

Buyers benefit by helping improve their immediate profit and loss statements and **reduce annual spend** figures.

Suppliers have freedom to initiate early payment in exchange for discounts on an invoice-by-invoice basis

You set the business rules and **dictate payment terms.**

There is **no cost (!)** to the buyer in setting up Dynamic Discounting.

Set your preferred parameters once, and **let automation take over.**

There is no third party lender to navigate. **Quick set-up.**

The access to early payment helps suppliers **improve cash flow.**

Can DD & SCF provide benefits to your organization? What's involved? What are the common roadblocks with respect to establishing a DD & SCF program into an organization? Is it worth it? If not applied in the next 1 – 3 years, will your organization suffer due to late adoption? Or, is a "wait and see" approach a better position for your business?

I will answer these questions, and walk you through setting up a dynamic discounting program from scratch, during my session at the **Rethink: Finance – Dynamic Discounting & Supply Chain Finance Summit.**

SESSION – August 25 at 9:15 AM

Examine Dynamic Discounting & Supply Chain Finance as Powerful Tools to Enhance & Streamline Your Supply Chain Management Initiatives



25 - 26 August, 2016 | San Francisco, CA



TOM GLASSANOS
President - Bavelos Group
Father of Dynamic Discounting

www.ssondynamicdiscounting.com
enquiryIQPC@iqpc.com
1-800-882-8684