



The biggest challenge to adopting Dynamic Discounting

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

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Father of Dynamic Discounting

Reaping the benefits of increased working capital requires consensus among

THREE DISTINCT GROUPS

{ accounts payable }

we approve the invoice

{ treasury }

we hold the purse strings

{ sourcing & procurement }

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

{ Better Returns }

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

{ Freedom }

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

{ Under Your Control }

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

{ Cost }

There is **no cost (!)** to the buyer in

setting up Dynamic Discounting.

{ "Set It and Forget It" }

Set your preferred parameters once,

and **let automation take over**.

{ Simplicity }

There is no third party lender to

navigate. **Quick set-up**.

{ Supplier Satisfaction }

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