



TRADESHIFT®

Dynamic Discounting

Earn higher returns on cash

It's harder than ever to find a home for short-term cash, and harder for suppliers to access working capital. Solve both problems with our Dynamic Discounting tool.

Your cash, your strategy

Put your company's short-term cash to work with dynamic discounting. Our scalable, fully automated, cloud-based solution allows you to capture discounts at attractive rates. Your suppliers will also enjoy faster, cheaper, and more flexible access to cash. It all happens on a networked, user-friendly platform that unites you and your suppliers.

- **Superior Onboarding** — Get higher supplier participation with effective campaigns, a dedicated onboarding team, and combined e-invoicing and accelerated payment.
- **Connect to all your suppliers** — Offer early payment options to all your suppliers and tailor your program to fit each supplier segment.
- **Straight through processing** — Automate early payment discounting management from initial offer to agreement and transaction.
- **Full visibility** — Monitor the performance of your early payment programs and improve cash flow forecasting.
- **Faster invoicing** — Accelerate payments through e-invoicing and AP automation to get the most from your early payment programs.
- **Real-time collaboration** — Drive transparency in the supply chain with modern real-time communication and chat.
- **Unified experience** — Collaborate with colleagues and suppliers on a single, user-friendly platform to manage transactions and early payments.

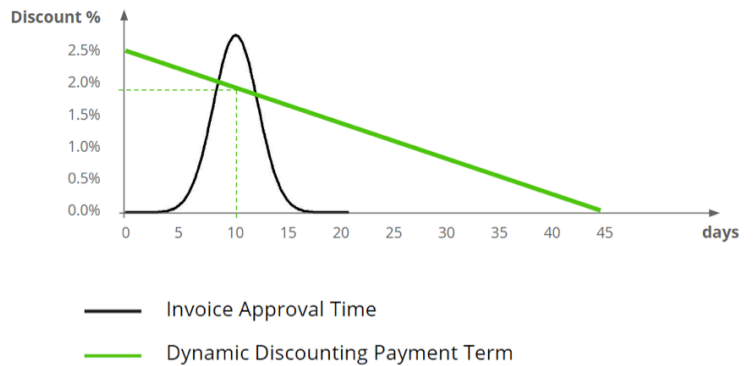
Benefits of our modern approach to Dynamic Discounting:

- Move beyond static discounting arrangements to capture more early payment opportunities. Earn a **risk-free return on surplus** cash in excess of 20 percent APR.
- **Reduce cycle times and increases discounts** with efficient delivery of transactions through the Tradeshift network.
- Use **modern collaboration** to engage with employees and suppliers. Facilitate the financing process by resolving issues quickly.
- Provide suppliers with a **unified experience** for invoicing and early payments that helps them manage receivables and maintain critical cash flow.
- Implement and use alongside an existing supply chain finance platform to **push financing further down your supply chain**.
- Gain **full visibility** into all your transactions and see the projected payout amounts per day.
- Enhance the value you get by extending or connecting any system to your network through 3rd party—or your own—apps using our **open networked platform**.

Sample benefit

Imagine you're a buyer with an average cycle time of 10 days and a payment term of 45 days. You're able to pay 35 days early on average. You've negotiated a 20 percent APR discount rate through our Dynamic Discounting tool. With Tradeshift, you onboarded 450 suppliers to the program totaling \$65 million in spend per year.

Paying at day 10, you're achieving an average discount of 1.92 percent. This delivers \$1.25 million in savings per year. And you only need to allocate \$6.23 million in cash to fund the program.



Value for all

	Your Company	Your Suppliers
 Strengthen Supplier Relationships	<ul style="list-style-type: none"> • Create a healthier supply chain • Reduce supply chain risks 	<ul style="list-style-type: none"> • Improved DSO • Improved cash flow forecasts
 Optimize Working Capital	<ul style="list-style-type: none"> • Risk free, higher returns on cash • Capture more discounts 	<ul style="list-style-type: none"> • Faster access to cash • Does not consume suppliers credit lines
 Improve Efficiency	<ul style="list-style-type: none"> • Release burden of supplier queries 	<ul style="list-style-type: none"> • Complete visibility of invoice status • Automatic early payment of invoices

ABOUT TRADESHIFT

Tradeshift drives supply chain innovation for the digitally connected economy. As the leader in supply chain payments and marketplaces, the company helps buyers and suppliers digitize all their trade transactions, collaborate on every process, and connect with any supply chain app. More than 1.5 million companies across 190 countries trust Tradeshift to process over half a trillion USD in transaction value, making it the largest global business network for buying and selling. Discover commerce for all at [tradeshift.com](https://www.tradeshift.com).