



BROCHURE

Hold onto cash longer while improving supplier liquidity

SUPPLY CHAIN FINANCE

Conserve cash and support a supply chain via payables financing on Infor's cloud-based multi-bank network

Most companies today are seeking to bulk up their capital positions yet extending supplier payment terms often has a negative stigma. The misconception is that extending terms comes at the expense of supplier health and viability. This may be true for companies that continue to rely on traditional transaction methods based on electronic data interchange (EDI) interfaces and portals, perhaps supported by one or two bank relationships. However, traditional methods of commerce have quickly grown outdated.

Now suppliers don't have to endure the strains of their customers' working capital preservation initiatives. Introducing Infor's newest solution to improve liquidity in the supply chain; Sometimes referred to as approved invoice financing, it's quick and easy to deploy while delivering immediate impact. Infor's payables financing travels with a light footprint backed by a global support team.

CFOs and treasurers are constantly thinking about the impacts of unexpected events like COVID-19 to their balance sheets and cash flow positions. They wonder and mull over what maneuvers could help them navigate these rough waters.

How are they going to conserve cash?

- How are they going to ensure their suppliers stay open for business?
- How will the entire supply chain be affected if their credit rating drops?

Infor's financial supply chain network includes some of the world's largest global trade banks, as well as regional trade banks, and factoring companies that have varied credit appetites, or that exhibit a willingness to finance the portion of spend that many banks are not interested in. In today's world of tightening credit, having a broad multi-bank network is essential.

Payables Financing with Infor delivers suppliers rapid access to capital in a digital environment that provides unique value. The Infor difference:

- 1. Multi-bank platform:** Infor delivers access to a diverse network of financial institutions to offer a balanced risk approach to supplier financing with increased coverage across multiple supplier jurisdictions
- 2. Program adoption:** Our focus on process standardization and optimal supplier benefits drives increased adoption particularly among long tail suppliers that are often under-served by banks
- 3. Supply chain expertise:** 20+ years of experience providing comprehensive physical and financial supply chain solutions that offer real-time visibility to the movement of goods and money provides a digital foundation for innovative event-based financing, as well as traditional pre- & post- shipment financing
- 4. Process automation:** Digitization of supplier trade documents and compliance leads to lower processing costs, faster payment decisions, and therefore, a maximized financing window for suppliers
- 5. Global support:** Global in-country and in-language support ensures suppliers of all sizes are on-boarded, trained quickly and receive adequate support to keep supply chains operational
- 6. Single solution:** Access to both self-funded (dynamic discounting) and bank-funded programs on a single technology platform provides agility to balance programs as capital needs change

Meet these supply chain needs with payables financing

- "I need to conserve cash."
- "I have to push out my supplier payment terms."
- "My suppliers' cost of financing is increasing...I need to find a way to drive that higher cost out of my supply chain."
- "My banking relationship is strained, and they may pull out."
- "I must extend my credit capacity."

Experience the profitable Infor difference:

- Find a solution for your entire supply base
- Gain a finance provider network that eliminates dependence upon a single relationship
- Take advantage of supplier onboarding capabilities around the world
- Grow with 20 years of experience of delivering supply chain finance programs
- Benefit from an end-to-end suite of supply chain solutions

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