

Automated Payment Processes Drive Increased Discount Capture to >90 Percent

Challenges	Solutions	Results
<ul style="list-style-type: none"> • \$600 million in spending across 260 suppliers • Very complex services spending (marketing, retail stores, etc.) • Broad inability to take advantage of early payment discounts <ul style="list-style-type: none"> • Few negotiated agreements • Low capture rate (35 percent) • No opportunity for discount after initial discount day (i.e. day 15 for a 2%/15 net-45 term) • Unable to capture ad-hoc discounts 	<ul style="list-style-type: none"> • Deployed Ariba technology to automate manual processes and capture discount opportunities • Utilized Ariba services to speed implementation, optimize processes, and improve ability to act on discount capture • Automated discount-related supplier interactions <ul style="list-style-type: none"> • "Always Accelerate" and ad-hoc features • Accelerate terms to every supplier • Pro-rated term sliding scale to maximize capture 	<ul style="list-style-type: none"> • Increased early payment discount capture to greater than 90 percent • Increased early payment discount agreements by 20 percent • Increased average discount to 1.5 percent (24 percent APR) • Capturing discounts for four percent of targeted spend • Over \$1M in annual savings

Company
Sports equipment manufacturer

Profile
One of the world's largest sports equipment manufacturers with global direct and channel retail outlets

Ariba Commerce
Cloud Features
Ariba Working capital management solutions
Ariba Discount management services

