

Focus on Patients, Not Patience.

Driving enterprise performance requires cash flow to invest in innovation.

Corcentric can help you align with customers' long payment terms, but you get paid in 30 days or less.

With a non-recourse guarantee on invoice payments, we provide you with the financial flexibility to invest in innovation.





Hi,

Working at Bristol Myers Squibb, you must be immensely proud of having achieved such an accomplished relaunch as a leading biopharma company this last year.

But, as the business grows, so do the challenges.

Driving enterprise performance requires cash flow to invest in innovation. When customers pay in 75+ days, that can stretch your working capital and patience thin.

This document sets out how we can help BMS get paid more quickly, support your customers' need for long payment timeframes and streamline your invoicing processes.

Perhaps we could arrange a call with one of our experts to discuss this further, at a time which suits you?

We appreciate your time is precious and days are short, so why don't we arrange a call over lunch, we can even arrange you a lunch delivery to free up some time.

- Lee Allen, Senior Vice President of Order to Cash EMEA

Book a call and pick your lunch delivery here:
www.corcentric.com/bms-welcome



Focus on Patients, Not Patience.

As a leading biopharma company, Bristol Myers Squibb needs the financial flexibility to invest in innovation.

Retaining this flexibility as business grows can prove challenging.

Customers may require 75 day or longer payment timeframes, to fit with their cash flow requirements. And some parts of the ledger can prove resource-intensive to collect each month.

Imagine being able to liberate this capital from receivables more quickly, without requiring your customers to pay sooner?



At Corcentric, we help businesses like Bristol Myers Squibb get paid more quickly, whilst supporting customers' needs for long payment timeframes.

Our non-recourse guarantee on invoice payments means you can focus on investing to drive enterprise performance, whilst we act as an extension of your business to invoice your customers and collect payments.



How we can support your growth as a leading biopharma company.

Our three initiatives for you.

- 1.** Liberate working capital by getting paid more quickly (e.g. 30 days), whilst retaining alignment with customers' need to pay in 75 to 90 days.
- 2.** Accelerate payments from your slowest and hardest-to-reach customers, whilst upholding your exemplary customer service standards.
- 3.** Harmonise invoicing across the business, working across multiple ERP and related systems, multiple languages and business units.

1. We can help you liberate working capital by getting paid more quickly (e.g. 30 days), whilst retaining alignment with customers' need to pay in 75 to 90 days.

Our idea

We understand many of your customers may have a need for long payment terms, but this has a negative impact on cash flow. Imagine being paid within 30 days, always, no exceptions, from every customer?

How we will help

Our non-recourse guarantee on invoice payments means you can focus on investing to drive enterprise performance, whilst we act as an extension of your business to invoice your customers and collect payments.

Best practice

We help Daimler decrease average DSO from 37 to 15 days through our ManagedAR process.

— 59% reduction in DSO

— 86% decrease in invoice disputes

“Partnering with Corcentric has consistently enabled us to not only achieve significant processing efficiencies, but to have the visibility to identify customer trends, forecast spend, and develop strategic initiatives that actually improve our working capital.”

– Richard Simons, Daimler Trucks North America

2. We can accelerate payments from your slowest and hardest-to-reach customers, whilst upholding your exemplary customer service standards.

Our idea

Every receivables ledger includes a few accounts which take a little more time and effort to collect payment from. Imagine if these were someone else's problem and you could get paid on time, every time?

How we will help

Our team of experts will pay special attention to persistent late-payers, sending timely reminders and owning the collection process. All done as an extension of your business. You get paid up-front, with no recourse if payments are delayed or written off.

Best practice

We help Bridgestone improve customer service and bring down DSO when billing their national fleet program customers.

- Improved cash flow
- Guaranteed payments, on time, every time

“Not having to manage the credit risk and collections is a huge weight off of our shoulders. Corcentric takes on the credit piece and pays us right away and it's a big saving for us from both a resource and cash flow standpoint.”

– Kyle Chen, Bridgestone

3. We can help you harmonise invoicing across the business, working across multiple ERP and related systems, multiple languages and business units.

Our idea

Merging with new acquisitions can present O2C integration challenges. Bring together disparate ERP systems, business units and regions on one invoice delivery platform, and grant access to each user for the areas they need.

How we will help

We connect any ERP or other data sources to feed into a highly-nuanced invoice automation platform, without the risk of it becoming a drawn-out IT project.

Best practice

We streamline order-to-cash process for brands such as GSK, MSD and 3M, alongside many other global brands.

- Audit trail and real time visibility into AR cash flow
- Over 1.3 million invoices sent for pharma and medical supplied clients every year

“We were using SAP and there was no mass send function, nor the level of control we needed. We needed a solution without these restrictions and reliance on very manual workarounds. Corcentric EIPP became an important tool in a major restructuring of the credit department.”

– Stephen Dee, Movianto

Let's meet. Let's liberate working capital.

We'll follow up on this with an email, but feel free to get in touch directly via the details below if you'd like to arrange a follow-up chat.

Best regards,

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