



SUSTAINABLE, HIGH-QUALITY GROWTH

Needs sustainable, high-quality cash flow.

BURBERRY





Hi,

I'm sure you're immensely proud of Burberry's performance in these challenging times.

But delighting and inspiring customers with exciting new products and innovative experiences can't be easy.

As I'm sure you'll agree, sustainable, high-quality growth requires careful control over order-to-cash processes. Which is why I've approached you today.

By improving operational efficiency of your invoicing processes with Corcentric, Burberry could accelerate the cash flow needed to drive improved profitability and generate increased levels of cash.

This document sets out how we think Corcentric can help you achieve these goals.

Perhaps we could buy you lunch (delivered to your desk*) and arrange a call with one of our experts to discuss this further, at a time which suits you?

*Pick a delivery service from our list below and we'll send you a £50 voucher for lunch.

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

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



CASH FLOW FOR SUSTAINABLE, HIGH-QUALITY GROWTH

Throughout the pandemic, Burberry has continued to delight and inspire customers with exciting new products and innovative experiences.

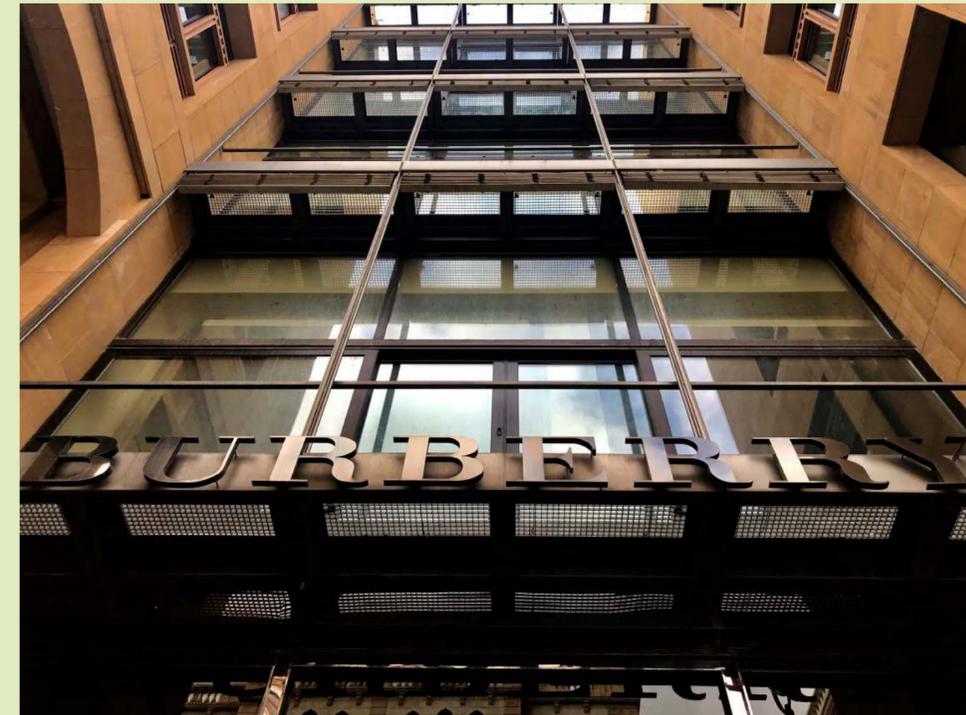
An impressive feat, no doubt requiring impressive control over cash flow and improvements in operational efficiency.

As Burberry continues to drive operational efficiency through cost saving and technology initiatives, perhaps it is time to review your invoicing processes?

One might even say...

“In this revolutionary age, few people can afford to be careless about their invoicing”

BURBERRY



We believe Corcentric EIPP can help Burberry liberate working capital through more efficient invoice delivery, bringing cash in more quickly and improving visibility of payment status.

You have transformed as a business over the last few years, let's talk about how to transform your invoicing to support high-quality growth.



HOW WE CAN HELP TRANSFORM YOUR ORDER-TO-CASH PROCESSES.

— Our three initiatives for you.

- 1. Liberate working capital to support high-quality growth.**
- 2. Transform the delivery of your invoicing to match the luxurious, forward-thinking experience of the Burberry brand.**
- 3. Improve the operating efficiency of your order-to-cash process.**



1. WE CAN HELP YOU
LIBERATE WORKING
CAPITAL TO SUPPORT
HIGH-QUALITY
GROWTH.

OUR IDEA

Liberate working capital to better execute on business objectives. We can help you get invoices out more quickly and accurately, and automate follow-ups, to accelerate payment timeframes.

HOW WE WILL HELP

Our rules-based automation layer can be configured to support every nuance of your delivery requirements from email to EDI/XML, to print and post.

BEST PRACTICE

We help The Guardian bring cash in more quickly through EDI invoicing delivery and improved visibility of invoicing status.

— DSO reduction of 2 days on average

— EDI integration with Tradacom and Media Ocean

“Through improved invoicing efficiency, accuracy and visibility, Corcentric EIPP saves us hours every day.”

— Mark Evers, The Guardian

2. WE CAN TRANSFORM THE DELIVERY OF YOUR INVOICING TO MATCH THE LUXURIOUS, FORWARD-THINKING EXPERIENCE OF THE BURBERRY BRAND.



OUR IDEA

Invoices are an important touch-point with your retail partners. Ensure the perception of your brand is not compromised by delivery limitations.

HOW WE WILL HELP

We can develop professional, on-brand, templates to meet the range of your customers' delivery requirements. Clear and accurate invoices are also paid more quickly.

BEST PRACTICE

We help Kontoor Brands, VF Corporation and Ralph Lauren deliver carefully-branded invoices to retailers across the world.

— Managing over £7bn in invoices for the apparel industry per annum

— Working with apparel retailers in 124 countries

“I can view a customer, or view a VF brand, on the parent portal, at any given moment and analyse when a document has been sent, has it been emailed or posted and what has happened to it.

With this level of clarity I can be preventative in managing any potential problems.

Visibility that I never had in the past has now given me more control over our credit management process.”

— Ulf Springer, VF Corporation



3. WE CAN HELP YOU IMPROVE THE OPERATING EFFICIENCY OF YOUR ORDER-TO-CASH PROCESS



OUR IDEA

We can automate manual order-to-cash processes, such as uploading to buyers' invoicing portals. Improve visibility across the order-to-cash cycle and ensure safe, accountable invoice delivery, electronically or by post.

HOW WE WILL HELP

Our team of experts will automate invoice creation and delivery, build connections with buyers' AP portals and pull in data from your ERP and other systems, formatting this as needed.

BEST PRACTICE

We help VF Corporation create, send and track invoices, statements and dunnings letters for 15 different businesses through one streamlined solution platform.

— Saved 100 staff days per month

— Automation of over 150,000 documents per month

“Corcentric EIPP provides the real time visibility I need to enable proactivity. It is leaner, cleaner and easier to use than any other e-invoicing solution we have worked with.”

— Ulf Springer, VF Corporation



LET'S MEET. LET'S TRANSFORM YOUR INVOICING TO SUPPORT HIGH-QUALITY GROWTH.

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,

Jonathan Blackburn

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