



You create the
Unexpected,
we'll handle the
Expected.
Every day.

T E D B A K E R
L O N D O N





Hi,

You must be excited to play such a strategic role in driving growth and enhancing operational excellence.

Although, in such challenging times for lifestyle brands, it can be hard to liberate the working capital needed for such growth.

Imagine if you could guarantee payments from customers to be on time, every time. Or even shorten this timeframe, without shortening your customers' terms?

This document sets out how we believe you can liberate this working capital from receivables, whilst enhancing customer relationships. A cash conversion cycle less ordinary?

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

Suggest a time to meet here:
www.corcentric.com/tedbaker-welcome



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As one of the leading British lifestyle brands, Ted Baker clearly celebrates the unexpected through creative excellence. Which is where your employees doubtlessly want to focus their attention.

However, embracing a life less ordinary to drive growth requires the working capital to do so. Consequently, day-to-day expected cash flow is essential for this growth.

Building back stronger, after the impact of the coronavirus pandemic, is going to take an innovative approach to the cash conversion cycle to drive down DSO and unlock this working capital.

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

Our non-recourse guarantee on invoice payments provides you with the confidence to focus on strategic investments to drive growth, whilst we act as an extension of your operational excellence to invoice your customers and collect payments.





How we can enhance your **operational excellence** to drive **growth**.

Our three initiatives for you.

1. Invoice **Smarter** – take an innovative approach to the cash conversion cycle and achieve guaranteed business outcomes.
2. Work **Together** – leverage proven service, technology and funding to unlock working capital and provide cash flow predictability.
3. Embrace **Simpler** – free up your resources to become more agile and effective, supporting faster growth and operational excellence.

1. **We can help you** take an innovative approach to the cash conversion cycle and achieve guaranteed business outcomes.

Our idea

In your role, it's likely you will always be thinking of how to invest in team and systems to make incremental gains in working capital, DSO reduction and other aspects of the cash conversion cycle. But these steps don't guarantee the business outcome. Corcentric can.

How we will help

Our innovative approach is backed up with non-recourse payment for all invoices. No late payments, no collection hassles, no bad debt.

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 help you leverage proven service, technology and funding to unlock working capital and provide cash flow predictability.

Our idea

Unlock working capital from receivables to apply more strategically elsewhere. Do so with complete confidence in cash flow predictability.

How we will help

Our team of experts operate as an extension of your business to bring payments in. We operate with a white-gloved approach, respecting and nurturing every customer relationship.

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 free up your resources to become more agile and effective, supporting faster growth and operational excellence.

Our idea

Free up resources and streamline costs throughout the cash conversion cycle. Remove the need for debt collection, or wasted time on hard-to-reach parts of the ledger.

How we will help

Through our combination of service, technology and funding we will scale up, or down, to manage your receivables as an extension of your business.

Best practice

Corcentric support VF Corporation's credit function for 12 of their top brands in 14 languages.

- Saved 100 staff days per month
- Delivering over 150,000 documents per month

“Our credit control process is a business-critical function, therefore the trust we put in Corcentric to ensure timely and accurate delivery of our documents is immense. It would be physically impossible to handle the large number of documents internally, but Corcentric EIPP takes the pain and difficulty of this function away, so we can focus on other productive tasks.”

– Ulf Springer, VF Corporation

Let's meet.

Let's unlock 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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