



corcentric™

Designing for the **B2B commerce** ecosystem



Volatility, complexity, uncertainty

Maximizing capital is vital to fueling your company's strategic initiatives. But several emerging factors make this goal increasingly challenging to pursue.

For example, you're facing macroeconomic, market, industry, and supply chain volatility—all of which combine to create unprecedented levels of uncertainty. And you're trying to manage this volatility amid a massive shortage of finance professionals.

The ever-rising complexity of B2B commerce only exacerbates these pressures. Your finance department

must coordinate different sizes and types of suppliers. Some are mature, with advanced processes that require heavy integration to establish a tight connection. Meanwhile, many smaller companies still use paper and spreadsheets, and those connections are highly manual.

It's a mirror image of these dynamics on the customer side. Each party has different platforms and preferences for payment timing and modalities. And your Procurement, Accounts Payable, and Accounts Receivable teams do all they can to keep up, but it seems impossible to accommodate thousands of one-offs.

An ineffective patchwork

In response to these complexities, many finance teams make significant investments in technology and digitization—typically deploying point solutions based on the most urgent priority or area in need of immediate improvement.

They'll then attempt to stitch these various products together with other legacy solutions.

And to make sure everything works well, they'll need to fill resource gaps with BPOs and/or contract labor.

However, even after massive investments, arduous change management, and back-breaking implementations, this patchwork of solutions rarely delivers the desired outcomes once it comes up against the real-world realities of trading partnerships.

Negative outcomes stall strategic progress

These outcomes fail to live up to expectations because critical interdependencies across your functions haven't been factored in. Since the solutions are discrete, they inevitably fail to handle the disjointed terms, power plays, and fragmented systems inherent to trade partnerships.

As a result, transaction friction worsens, potentially jeopardizing valuable relationships. With so many dollars locked up in these technologies, you'll put a squeeze on

your cash flow and working capital. And the gaps between these solutions could introduce greater fraud, regulatory, and reputational risk exposure.

Meanwhile, process inefficiencies will continue to burden your people with tedious, error-prone, repetitive tasks, increasing stress, burnout, and eventually turnover. And worst of all, the back office unwittingly becomes a barrier to strategic initiatives.

Risks like these reveal one core truth:

Instead of optimizing at the department level, you need to **optimize the inter- and intra-company processes** that define how you purchase, pay, and get paid across the source-to-settle continuum.

**In short, you need to design
for the full B2B commerce
ecosystem. But how?**

**What does it take to understand this
ecosystem—and then design for it?**

Working with Corcentric

With Corcentric, you'll enrich the transaction experience for both buyers and sellers, creating healthier business partnerships while alleviating stress on your team. You'll increase access to capital while expanding your margins and driving more revenue. Ultimately, your office will be better positioned to drive predictable, profitable growth. With Corcentric, you can:



Dictate the results you need without alienating your partners:

By streamlining and aligning how you purchase, pay, and get paid, you'll reduce cash flow risk and increase control—while preserving your supplier and customer relationships.



Create a B2B commerce lifecycle control tower:

By making step-change efficiency gains—without adding headcount, skill sets, or technical debt—you'll drive continual transaction process improvements.



Increase control of your cash conversion cycle:

By minimizing the impact of variables related to labor markets, monetary policy, or supply, you'll create more predictability for your business.

Ready to start your journey with Corcentric? Visit us online.

www.corcentric.com