

Solution

# Is your business ready for Dynamic Discounting?

Transforming the way businesses manage cash flow



# What is Dynamic Discounting?

Are you looking for a way to optimize your cash flow and reduce operating costs for your business? Dynamic Discounting may be the solution you've been searching for.

Dynamic Discounting is a financing tool that enables businesses to take advantage of early payment discounts offered by their trading partners. By leveraging Dynamic Discounting, businesses can receive a discount on their invoices if they pay them early.

This helps businesses reduce their operating costs and improve their cash flow, without having to resort to traditional financing options that can be inflexible and costly.

With Dynamic Discounting, businesses can streamline their early payment discounting process and enjoy the benefits of improved cash flow and reduced risk exposure. By providing early payment options to their trading partners, businesses can strengthen their relationships and build trust with their partners. This can result in improved supplier performance, better buyer collaboration, and increased competitiveness for your business.

The process of dynamic discounting is simple and straightforward. Businesses can use a digital platform that integrates with their existing accounting and payment systems to manage their invoices and payments. By automating the invoicing and payment process, businesses can reduce the risk of errors and delays, and save time and resources.

## Interested in learning more?


▶ [Visit our Dynamic Discounting page](#)

According to a survey by Ardent Partners, 81% of companies reported that Dynamic Discounting had a positive impact on their cash flow, while 78% reported that it had a positive impact on their supplier relationships.



## Dynamic Discounting for buyers

As a buyer, managing cash flow and optimizing your working capital is crucial for your business success. Dynamic Discounting provides a strategic solution that can help you achieve these goals and gain a competitive edge in your industry.



Dynamic Discounting is a financing tool that allows buyers to receive a discount on their supplier invoices if they pay them early. By leveraging this financing tool, you can optimize your cash flow, reduce financing costs, and improve your financial stability. This can help you invest in your business growth and pursue new business opportunities.

With Dynamic Discounting, you can also build stronger relationships with your suppliers. By providing early payment options, you can demonstrate your commitment to their success and build trust with them. This can result in improved supplier performance, better collaboration, and more long-term business opportunities for your company.

The process of Dynamic Discounting is simple and straightforward. You can use a digital platform that integrates with your existing accounting and payment systems to manage your invoices and payments. This provides you with greater control over your cash flow, and can help you manage your business more effectively.

According to a study by Ardent Partners, businesses using Dynamic Discounting reported an average of 2.7% in savings on their total spend, resulting in significant cost reductions and improved profitability.

Are you ready to learn more about how your business can make the most of Dynamic Discounting?

▶ [Visit our website here](#)



## Dynamic Discounting for suppliers

As a supplier, managing cash flow and reducing risk exposure can be challenging. Fortunately, Dynamic Discounting provides a game-changing solution that can help you overcome these obstacles and improve your financial performance.



Dynamic Discounting is a financing tool that allows buyers to receive a discount on their supplier invoices if they pay them early. By providing early payment options to buyers, you can receive payment sooner and reduce your risk exposure. This can help you optimise your cash flow, reduce financing costs, and improve your financial stability.

With Dynamic Discounting, you can also strengthen your relationships with your buyers. By providing early payment options, you are demonstrating your commitment to their success and building trust with them. This can result in improved collaboration, better communication, and more long-term business opportunities for your company.

The process of Dynamic Discounting is simple and straightforward. You can receive notifications when your buyers are eligible for early payment discounts, and you can choose to receive payment early if it suits your needs. This provides you with greater control over your cash flow, and can help you manage your business more effectively.

According to a study by the Institute of Finance and Management, suppliers who offered Dynamic Discounting to their customers saw a 20% improvement in Days Sales Outstanding (DSO) and a 40% reduction in financing costs.

**Is our Supplier Dynamic Discounting the solution for your business?**

▶ [Visit our website to learn more](#)

# Features

Tell me more about B2BE's Dynamic Discounting Solution



## Effortless and efficient

Say goodbye to delays and missed opportunities, and say hello to instant offer deployment with our Dynamic Discounting solution. With just a few clicks, you can configure and schedule offers based on pre-configured settings. As a result, the process is seamless and hassle-free.



## Simulated scenarios

Our Dynamic Discounting solution offers unparalleled versatility when it comes to determining the best offering options for your trading partners. With support for multiple scenarios, you therefore have the flexibility to configure and customise your offerings based on various criteria. For example, payment terms, discount rates, and invoice amounts.



## Policy configuration

You're put into the driver's seat with powerful configuration options that allow you to customise rules, policies, and other parameters based on your preferred outcome. With easy-to-use settings, you have the flexibility to fine-tune the solution to align with your specific business goals and strategies.



## Multi-level approvals

The highly configurable workflow allows you to easily route authorisation needs to the intended personnel. With flexible settings, you can define the approval process that aligns with your organisation's structure and hierarchy.

# Features

Tell me more about B2BE's Dynamic Discounting Solution



## Deduction matching

The flexibility to manage either Gross or Nett amount before discounting to your trading partners. With configurable options, you can choose the approach that best aligns with your business requirements and pricing strategies. Whether you want to apply discounts to the Gross amount, which includes the original invoice value, or the Nett amount, which excludes taxes and other charges.



## Automated offer deployment

A powerful scheduler that allows you to send offers to your trading partners based on pre-configured settings. With this advanced capability, you can automate the process of sending out targeted discount offers. This ensures timely and consistent communication with your partners.

**Interested in learning how B2BE's Dynamic Discounting solution will benefit your business?**

Find out your return on investment using the B2BE Dynamic Discounting Calculator.



[Click here if you're a buyer](#)



[Click here if you're a Supplier](#)

**A study by the Hackett Group found that companies using Dynamic Discounting achieved an average annual return on investment (ROI) of 15% to 30%.**

## Why Choose B2BE for Dynamic Discounting?

When it comes to dynamic discounting, choosing the right partner can make all the difference. B2BE is a leading provider of digital transaction solutions that can help you streamline your discounting process and achieve your business goals.

Here are some reasons why you should consider choosing B2BE for dynamic discounting:

- ✓ **Experience:** B2BE has been providing digital transaction solutions for over 20 years, and has extensive experience in dynamic discounting. We have worked with a wide range of businesses across various industries, and have developed a deep understanding of their unique needs and challenges.
- ✓ **Comprehensive Solutions:** B2BE offers comprehensive solutions for dynamic discounting, including a digital platform which provide real-time visibility into your invoices and payments, and automates many of the manual processes associated with early payment discounts.
- ✓ **Flexibility:** B2BE understands that every business is unique, and offers flexible solutions that can be tailored to your specific needs. Whether you are a buyer or a supplier, we can help you implement a dynamic discounting program that fits your business model and supports your financial goals.
- ✓ **Customer Support:** At B2BE, we are committed to providing exceptional customer support. Our team of experts is available to answer your questions, provide guidance, and help you navigate the dynamic discounting process. We also offer training and education resources to help you get the most out of our platform.
- ✓ **Global Reach:** B2BE operates in over 60 countries worldwide, and has a global network of suppliers and buyers. This allows us to provide dynamic discounting solutions that are tailored to local market conditions and regulations, and can help you expand your business into new regions.

Choosing B2BE for dynamic discounting can help you streamline your discounting process, optimize your cash flow, and achieve your business goals.

[Contact us today to learn more about our solutions and how we can help you succeed](#)

Interested in learning more about why B2BE is the right choice for your business? Learn more about our worldclass implementation, security processes, controls and compliance [here](#).

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### About B2BE

B2BE delivers electronic supply chain solutions globally allowing organisations to better manage their supply chain processes, providing greater levels of visibility, auditability and control. With over 20+ years of experience, the B2BE teams operate in over 20 countries and regions and speak 17 different languages. We are trusted by over 6000+ customers with more than +58,000 trading relationships.

For more information, visit [www.b2be.com](http://www.b2be.com)