



Data Sheet

Dynamic Discounting Solutions

Managing cash flow in real-time with Dynamic Discounting collaboration between you and your trading partners

Solution overview

B2BE's cloud-based Dynamic Discounting solution is the answer to simplifying and streamlining your supply chain while optimising your cash flow. Say goodbye to the challenges of manual discount management or traditional methods. It's now time to embrace a more dynamic and efficient approach to invoice discounting.

With B2BE's Dynamic Discounting solution, you can unlock the benefits of faster cash flow and strengthened supplier relationships. As well as robust partnerships with your buyers, and enhanced financial flexibility.

Wave goodbye to labour-intensive processes. Say hello to a streamlined, automated solution that empowers your business to excel in today's competitive business landscape. Experience the power of B2BE's innovative technology in optimising your discounting processes and achieving greater operational efficiency



Key Features

Effortless and efficient

Firstly, our Dynamic Discounting solution comes with a powerful feature that allows you to create and send out offers with remarkable speed and efficiency. 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.

Gone are the days of time-consuming manual offer creation and negotiation. Now, you can take advantage of our cutting-edge Scheduler, which enables you to deploy offers in a matter of seconds or minutes. You can respond quickly to changing market conditions or time-sensitive opportunities. This gives you a competitive edge in today's business environment. It is fast-paced and requires quick responses.

Say goodbye to delays and missed opportunities, and say hello to instant offer deployment with our Dynamic Discounting solution.

Multi-level approvals

Our Dynamic Discounting solution comes with a highly configurable workflow that 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. Whether it's routing approvals to specific individuals, teams, or departments, our solution gives you the power to customise the workflow to suit your unique authorisation requirements. This ensures that the right personnel are involved in the approval process at the right time.

Moreover, it streamlines the decision-making process and ensures efficient and accurate authorisation. Say goodbye to manual approval routing and hello to a seamless, configurable workflow. One that saves you time and effort while maintaining control and compliance in your Dynamic Discounting program.

Automated offer deployment

Our Dynamic Discounting solution features 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.

You can also easily set up rules and parameters, such as payment terms, discount rates, and other criteria, to determine the optimal offering options for each trading partner. This streamlines the discounting process, saves time, and eliminates the need for manual intervention.

Say goodbye to time-consuming manual tasks and hello to an automated, efficient, and proactive approach to offering discounts to your trading partners. With our Scheduler, you can not only ensure that your discounting efforts are aligned with your business goals and strategies, but also deliver a seamless experience to your trading partners.



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.

This empowers you to optimise your cash flow while tailoring your offers to meet the unique needs and preferences of your trading partners. Whether it's offering early payment discounts to incentivise prompt payment or crafting personalised offers to strengthen relationships, our solution puts you in control of the negotiation process, ensuring the best possible outcomes for your business.

Policy configuration

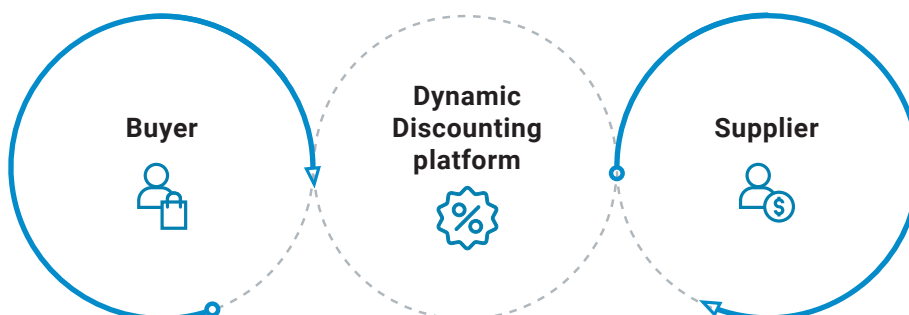
Our Dynamic Discounting solution puts you in the driver's seat with powerful configuration options that allow you to customise rules, policies, and other parameters based on your preferred outcome. With easy-to-use settings, you have the flexibility to fine-tune the solution to align with your specific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

Whether it's setting minimum or maximum discount rates, establishing payment thresholds, or defining approval workflows, our solution empowers you to configure the system to meet your unique requirements. This level of customisation ensures that the solution works seamlessly within your existing processes. Because of this, you can achieve your preferred outcome and drive maximum value from your Dynamic Discounting program.

Deduction matching

Our Dynamic Discounting solution offers you 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.

Our solution empowers you to manage the amount calculation according to your preferred method. This level of customisation ensures that you can easily adapt the solution to your existing pricing structures and financial practices, making it a seamless fit for your business. Gain control and flexibility over your discounting approach and manage your trading partner relationships with precision using our Dynamic Discounting solution.



What you can achieve with B2BE's Document Digitization solution



Improved cash flow management

Dynamic discounting solutions allow businesses to take advantage of early payment discounts offered by their trading partners. This results in improved cash flow by accelerating incoming payments. Dynamic discounting help businesses better manage their working capital, reduce dependence on external financing, and improve financial stability.



Increased cost savings

By optimising discounting strategies and taking advantage of early payment discounts, businesses can achieve significant cost savings. Dynamic discounting solutions enable businesses to negotiate favourable discount terms with their trading partners, resulting in reduced costs for goods or services procured.



Enhanced supplier relationships

Timely payments through dynamic discounting can help strengthen relationships with suppliers. By offering early payment options, businesses can incentivise suppliers to prefer them as a trading partner. This leads to improved supplier loyalty, better terms, and enhanced collaboration.



Streamlined discounting processes

Dynamic discounting solutions automate and streamline the discounting process, eliminating manual and time-consuming tasks. For example, paper-based workflows and manual calculations. Additionally, this results in faster discount approvals, reduced errors, and improved overall efficiency in managing discounting programs.



Increased visibility and control

Dynamic discounting solutions provide businesses with greater visibility into payment terms, discount options, and discounting performance. This enables businesses to track and monitor discounting activities, assess the impact on cash flow, and make informed decisions to optimise discounting strategies.



Flexibility and customisation

Dynamic discounting solutions offer flexibility in setting discount rates, payment terms, and other parameters based on the unique needs and preferences of different trading partners. This allows businesses to customise discounting strategies and tailor them to the requirements of their specific supplier base, therefore maximising the benefits of the discounting program.

About B2BE

B2BE delivers electronic supply chain solutions globally, helping organisations to better manage their supply chain processes, providing greater levels of visibility, auditability and control. We're driven by a passion for what we do, inspired by innovation, and underpinned by a wealth of knowledge. With over 20+ years of experience, the B2BE teams operate worldwide.

For more information, visit <https://www.b2be.com>