

Invoice Handling Dramatically Improves from Lowest to Near-Top Score

Challenges	Solutions	Results	
<ul style="list-style-type: none"> • Increasing G&A cost efficiency and flexibility • Process improvements in sourcing, procurement, and finance • No standardized procure-to-pay processes <ul style="list-style-type: none"> • Unable to leverage preferred suppliers • POs not compliant with contract terms and conditions of contracts • Manual processing led to payment delays and approval costs • Improving management of working capital 	<ul style="list-style-type: none"> • Deployed Ariba technology to automate payment operations <ul style="list-style-type: none"> • Paperless invoice submission and approval • Automated invoice approval with options for 2-, 3- or 4-way matching • Integration with scanning or OCR capabilities • Clean master vendor file • Deployed Ariba technology to capture volume rebates and early pay discounts <ul style="list-style-type: none"> • Ensure price compliance to contracts • Automation and flexibility to improve cash returns <ul style="list-style-type: none"> • Incentives for suppliers, choice of payment clock start date, fewer early payment terms, 15-day early payment discount timeframe 	<ul style="list-style-type: none"> • Internal rating for invoice handling improved from a score of 1 to a score of 4+ (5 = best) • 60 percent paperless invoices • On-time payments increased from 74 percent to 94 percent 	<p>Company Pharmaceutical company</p> <p>Profile Global leader in pharmaceutical research and manufacturing</p> <p>Ariba Commerce Cloud Features Ariba invoicing solutions Ariba Network for business collaboration Working capital management solutions Discount management services</p>

