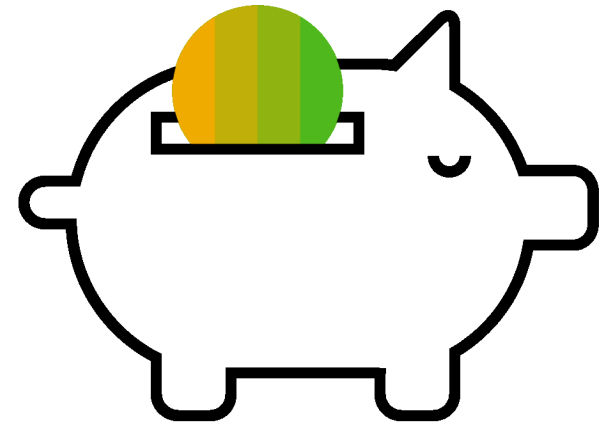




# Accelerated Payment Opportunities

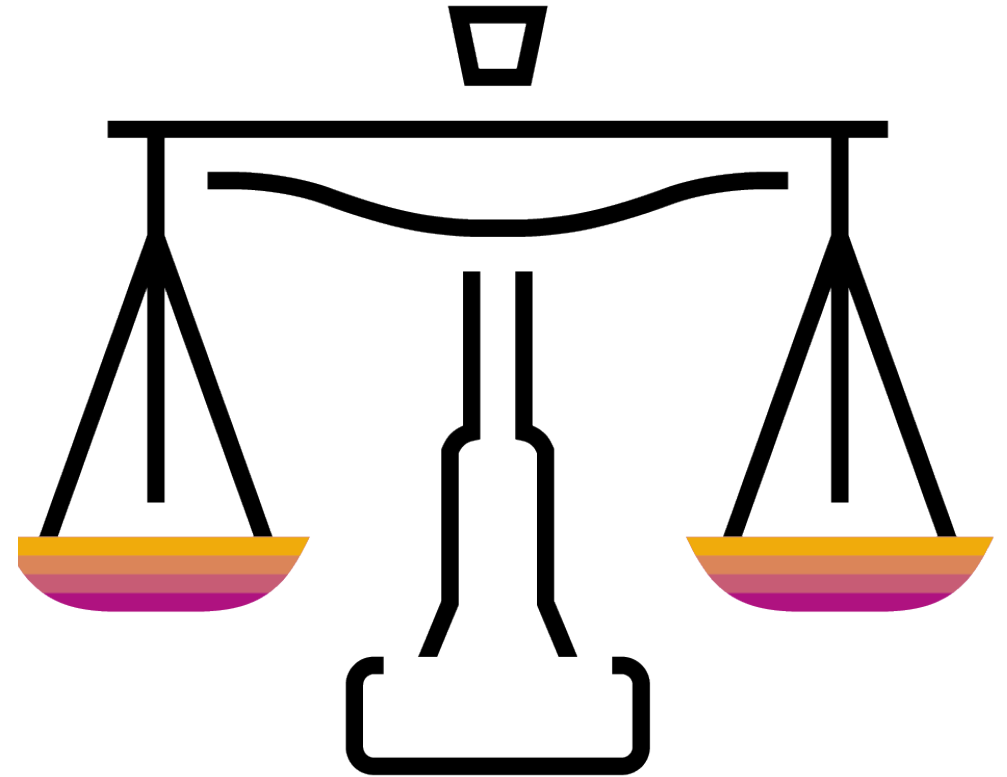


# Want to get paid faster?

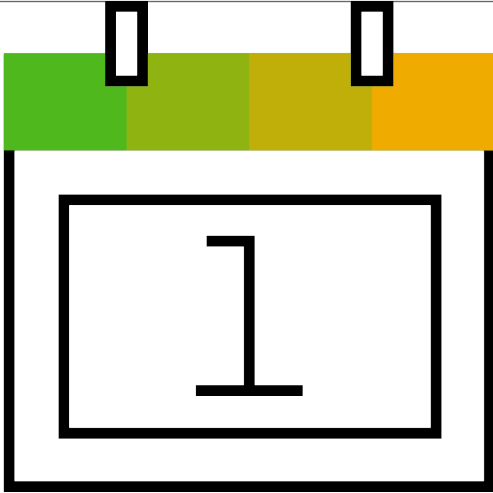


# The Problem: Long Terms – Low Liquidity

- **Standard Payment Term Example = 60 days**
- **High Days Sales Outstanding (DSO) = Poor Working Capital Performance**
- **High Cost & Low Availability of Cash Flow Alternatives**
  - Cost and availability of institutional borrowing
  - Debt on Balance Sheet
- **Traditional discounts with rigid terms**

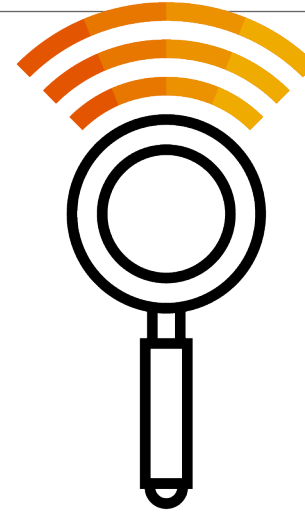


# Early Payment Program



## Improved DSO

- Improve operating cash flow
- Reduce your Days Sales Outstanding
- Strengthen your balance sheet
- Conveniently accelerate all future invoices



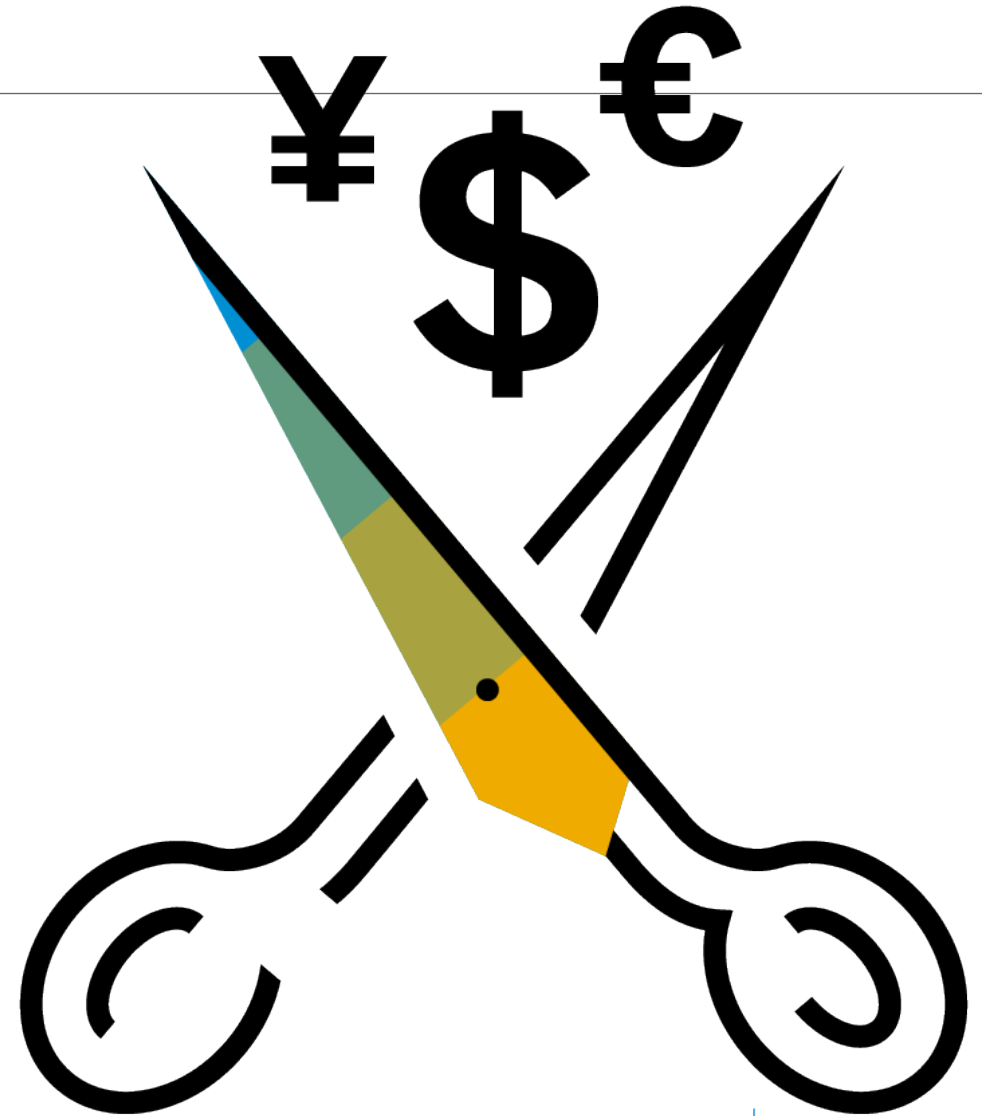
## Cash Flow Visibility

- Predict when payments will be received
- Easily apply funds with rich remittance detail
- Get 24 x7 support for payment inquiries

# Increase Working Capital

SAP Ariba suppliers participating in a working capital program have chosen to accelerate invoices ranging from **\$.10 to \$3M**

The average invoice amount accelerated is **\$2,927.24**

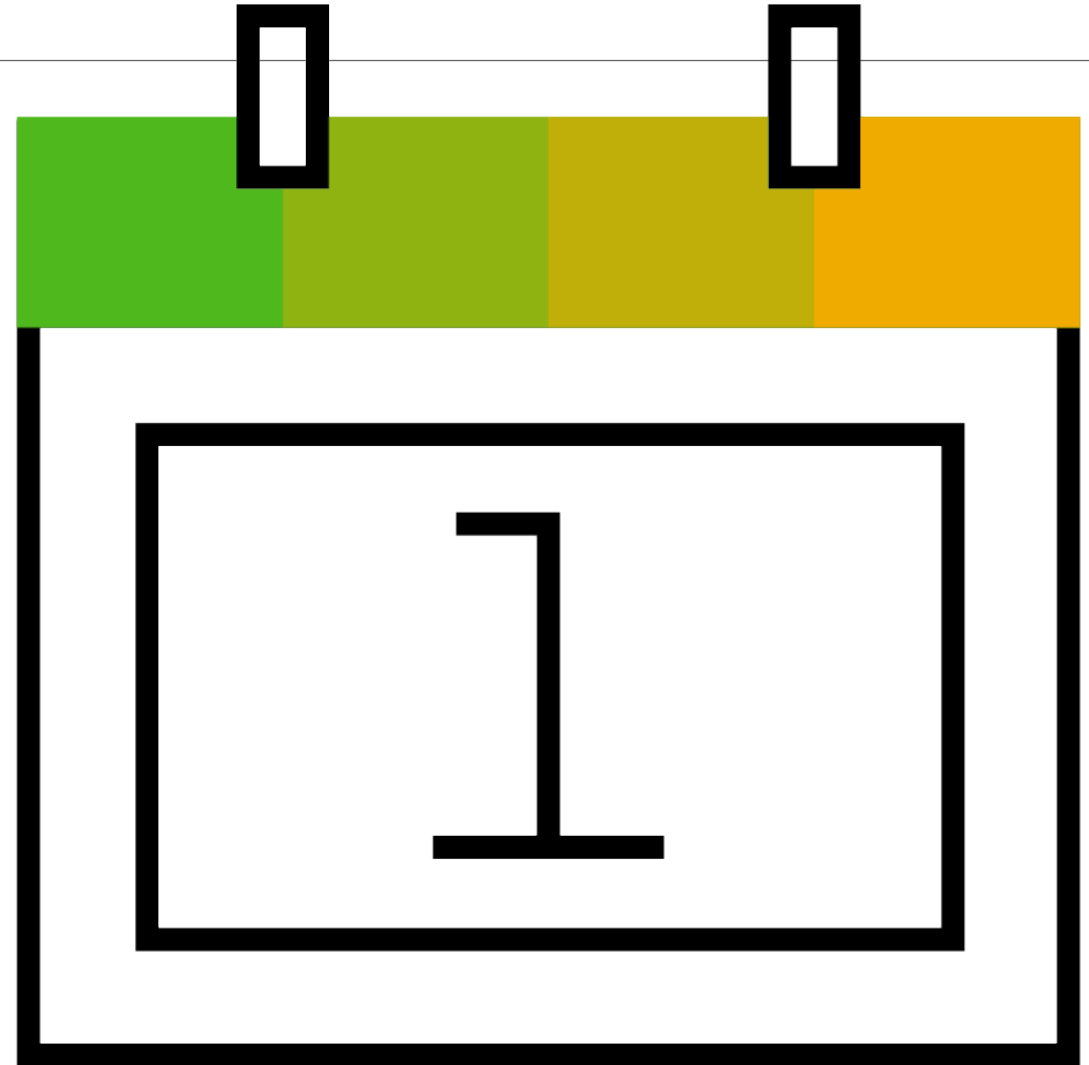


# Improve DSO

Since 2015 Ariba suppliers participating in a working capital program have elected to receive payment between **1 and 90 days early**

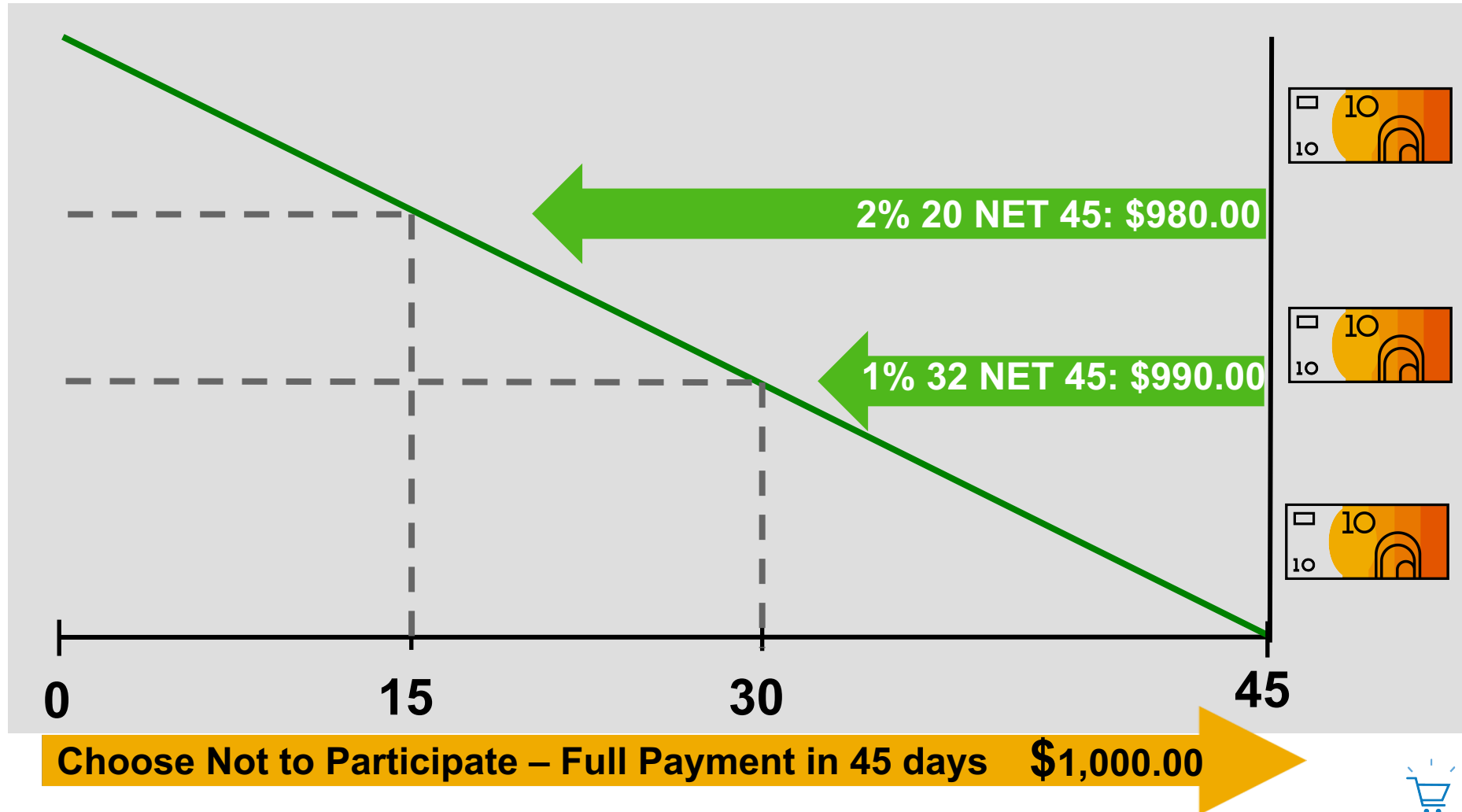
The average number of days that suppliers elect to get paid early is **30.55**

**Ariba's Working Capital Solution works for both large and small suppliers**



# Accelerated Payment Program Example

Prorated sliding scale ensures fairness





# Accepting a Dynamic Offer on the Ariba Network





# Notifications

- Scroll down to the section of the page titled, ACCELERATED PAYMENTS.
- There are two notifications that must be enabled (checked) as shown in the screen shot.
- Once the check-mark is present, enter the email address of the person or group where the notification should be sent.
- You can enter up to three different email addresses per notification. If you enter more than one, separate the email addresses with a comma (no space).
- Click SAVE at the top or bottom of the page.
- Click CLOSE.

The screenshot shows the Ariba Network user interface. At the top, there's a navigation bar with 'HOME', 'INBOX', 'OUTBOX', 'CATALOGS', and 'REPORTS'. Below this, there's a search bar with 'Orders and Releases' and 'All Customers' selected. A dropdown menu is open, showing various settings options. The 'Accelerated Payments' option is highlighted with a red box. Other options include 'Network Settings', 'Electronic Order Routing', 'Electronic Invoice Routing', 'Remittances', 'Network Notifications', and 'View All'.

Type	Send notifications when...	To email addresses (one required)
Early Payment Offers	<input checked="" type="checkbox"/> Send a notification when an early payment offer is received.	* user1@company.com,user2@company.com
Standing Early Payment Terms Offers	<input checked="" type="checkbox"/> Send a notification when my customer proposes a new standing early payment term.	* user1@company.com

**Note:** Both notifications should be checked and email entered to receive communication from Sonoco in the future.

# Accepting an Early Payment Offer

- Go to INBOX → EARLY PAYMENTS
- To review the offer details, click on the Payment ID number in the first column. This will open the offer.
- A detailed schedule will be shown based on a payment date and the applicable discount that would be taken if the invoice is paid on that date.
- As the payment date is further into the future, the less discount would be applied.

Home **Inbox** Outbox Catalogs Reports

Orders and Releases Time & Expense Sheets **Early Payments** Scheduled Payments Remittances Inquiries Contracts More...

### Early Payments

Search Filters

#### Early Payment Discounts Offered

<input type="checkbox"/>	Payment ID	Invoice	Due Date ↓	Projected Settlement Date	↑Remaining	Invoice Amount	**Discount Percent	**Discount	**Net Payment
<input type="checkbox"/>	<b>PPR2015-11-02-13-37</b>	2015-11-02-13-37	2 Dec 2015	16 Nov 2015	19 Days	R980.00 ZAR	1.60%	R15.68 ZAR	R964.32 ZAR

Review/Accept Early Payment Offer | Use Cash Optimizer

#### Discount Details

	Payment Date ↑	Settlement Date	Scheduled Payment Date	Discount%	Discount Amount	Settlement Amount
<input type="radio"/>	13 Nov 2015	16 Nov 2015	1 Dec 2015	1.50	R 14.70 ZAR	R 965.30 ZAR
<input type="radio"/>	16 Nov 2015	17 Nov 2015	1 Dec 2015	1.40	R 13.72 ZAR	R 966.28 ZAR
<input type="radio"/>	17 Nov 2015	18 Nov 2015	1 Dec 2015	1.30	R 12.74 ZAR	R 967.26 ZAR
<input type="radio"/>	18 Nov 2015	19 Nov 2015	1 Dec 2015	1.20	R 11.76 ZAR	R 968.24 ZAR
<input type="radio"/>	19 Nov 2015	20 Nov 2015	1 Dec 2015	1.10	R 10.78 ZAR	R 969.22 ZAR
<input type="radio"/>	20 Nov 2015	23 Nov 2015	1 Dec 2015	0.80	R 7.84 ZAR	R 972.16 ZAR
<input type="radio"/>	23 Nov 2015	24 Nov 2015	1 Dec 2015	0.70	R 6.86 ZAR	R 973.14 ZAR
<input type="radio"/>	24 Nov 2015	25 Nov 2015	1 Dec 2015	0.60	R 5.88 ZAR	R 974.12 ZAR
<input type="radio"/>	25 Nov 2015	27 Nov 2015	1 Dec 2015	0.40	R 3.92 ZAR	R 976.08 ZAR
<input type="radio"/>	27 Nov 2015	30 Nov 2015	1 Dec 2015	0.10	R 0.98 ZAR	R 979.02 ZAR
<input type="radio"/>	30 Nov 2015	1 Dec 2015	1 Dec 2015	0.00	R 0.00 ZAR	R 980.00 ZAR

Accept Early Payment Offer

# Accepting an Early Payment Offer

- Select a payment date and click ACCEPT EARLY PAYMENT OFFER.
- If a payment date is not selected, an error message will show that ensures this step has been taken before accepting the early payment offer.
- This will trigger an acceptance document to be electronically sent to IBM so that the payment can be processed and paid by the date selected.
- If you do not wish to accept the offer, simply click Done at the top of the page to close the offer without action.

Discount Details						
	Payment Date ↑	Settlement Date	Scheduled Payment Date	Discount%	Discount Amount	Settlement Amount
<input type="radio"/>	13 Nov 2015	16 Nov 2015	1 Dec 2015	1.50	14.70 ZAR	965.30 ZAR
<input type="radio"/>	16 Nov 2015	17 Nov 2015	1 Dec 2015	1.40	13.72 ZAR	966.28 ZAR
<input checked="" type="radio"/>	17 Nov 2015	18 Nov 2015	1 Dec 2015	1.30	12.74 ZAR	967.26 ZAR
<input type="radio"/>	18 Nov 2015	19 Nov 2015	1 Dec 2015	1.20	11.76 ZAR	968.24 ZAR
<input type="radio"/>	19 Nov 2015	20 Nov 2015	1 Dec 2015	1.10	10.78 ZAR	969.22 ZAR
<input type="radio"/>	20 Nov 2015	23 Nov 2015	1 Dec 2015	0.80	7.84 ZAR	972.16 ZAR
<input type="radio"/>	23 Nov 2015	24 Nov 2015	1 Dec 2015	0.70	6.86 ZAR	973.14 ZAR
<input type="radio"/>	24 Nov 2015	25 Nov 2015	1 Dec 2015	0.60	5.88 ZAR	974.12 ZAR
<input type="radio"/>	25 Nov 2015	27 Nov 2015	1 Dec 2015	0.40	3.92 ZAR	976.08 ZAR
<input type="radio"/>	27 Nov 2015	30 Nov 2015	1 Dec 2015	0.10	0.98 ZAR	979.02 ZAR
<input type="radio"/>	30 Nov 2015	1 Dec 2015	1 Dec 2015	0.00	0.00 ZAR	980.00 ZAR
<input type="button" value="Accept Early Payment Offer"/>						

# Scheduled Payments

- When a flexible payment term as been submitted to IBM, a scheduled payment will be available on the Ariba Network in your INBOX/SCHEDULED PAYMENTS.
- **Note:** Once an Early Payment Offer is accepted by a supplier it is transmitted to IBM's ERP and cannot be undone.

**Scheduled Payment: PPR2015-11-02-13-37** Done

Print | Export cXML

**Detail** | Payment History | History

---

**Scheduled Payment: PPR2015-11-02-13-37** Document Status: Scheduled

**PAYMENT INFORMATION**

Payment Date:	18 Nov 2015
Payment Method:	ACH
Payment Method Description:	ach
Gross Amount:	1,000.00 ZAR
Discount Amount:	32.74 ZAR
Adjustment Amount:	0.00ZAR
Net Amount:	967.26 ZAR

**INVOICE AND PURCHASE ORDER INFORMATION**

2015-11-02-13-37  
2 Nov 2015

**ADDITIONAL INFORMATION**

Discount Management offer accepted: yes

Print | Export cXML

**Early Payment (Buyer-Initiated)**

Discount Amount:	R12.74ZAR
Discount Percent:	1.30 %
Projected Settlement Date:	18 Nov 2015
Original Net Amount:	R980ZAR

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