

## PROCUREMENT

# Drive profitability, improve working capital metrics and create strength and sustainability in your supply chain



As a procurement leader, you want to build and maintain a resilient supply chain. To drive cost savings, reduce risk and manage Environmental, Sustainability and Governance (ESG) efforts, you need a partner that understands the importance of supply chain continuity.

Whether you want to protect and improve profit margins or provide suppliers with flexible funding options to maintain and improve their working capital efficiency, C2FO can support you and your suppliers' efforts.

C2FO's platform, used by the world's leading companies, provides many dynamic solutions to improve procurement and sourcing Key Performance Indicators (KPIs), especially in times of inflation and global supply chain disruptions.

We understand the importance of the strategic relationships you have with your suppliers. C2FO's working capital solutions not only provide your suppliers with payment visibility and lower-cost funding options, but also help you strengthen your financial supply chain by transforming payables into strategic assets.

You grow your company's competitive advantage through cost savings and risk reduction. We give you the tools, support and control to make that happen.

### With C2FO, procurement and sourcing can:

- Support the financial health of your suppliers by offering them the freedom to accelerate invoices for early payment at competitive rates
- Generate cash in partnership with finance through our patented Name Your Rate® technology and guided and preferred pricing
- Provide a program that benefits all suppliers — from large multinational corporations to small and mid-sized businesses — with the capabilities and resources to understand the nuances of suppliers' needs
- Continue to cultivate your long-term relationships through a team of dedicated C2FO Supplier Relationship Managers (SRMs)
- Improve gross margins without modifying existing terms and contracts
- Support your company's and your suppliers' ESG goals through dedicated early payment programs that provide low-cost working capital for women and minority-owned, small, mid-sized and environmentally responsible businesses.



*"It's not often you have an opportunity to make a fundamental change in the way business is conducted. Our partnership with C2FO is a great example of what can be accomplished when thoughtful, ethical organizations are willing to challenge the status quo."*

— Joseph E Grachek III, VP Merchandise Accounting Controller, Costco



## WHAT SETS C2FO APART

- ✓ Unlike traditional supply chain finance solutions, C2FO's unified platform offers dynamic pricing options that provide you and all of your suppliers with greater flexibility and control over working capital.
- ✓ We work with you from the beginning to understand your company's internal goals like ESG initiatives or driving net profit. We can help you implement preferred markets to support those initiatives.
- ✓ Whether your company wants to interact with suppliers directly, take advantage of our turnkey approach or a more tailored onboarding approach, we have a flexible model to fit your current and future needs.
- ✓ Our global SRM team offers the attentive and conscientious service that your suppliers expect from you.
- ✓ Our unique supplier engagement cycle ensures your supply chain partners are educated about our working capital solutions every step of the way.
- ✓ C2FO's platform can help optimize long-term working capital strategies by leveraging historical analytics and trend analysis, as well as provide real-time insights into your supply chain.

To learn more about how procurement leaders like you can leverage C2FO for you and your suppliers, contact our team at [info@c2fo.com](mailto:info@c2fo.com).

## C2FO's unique capabilities

C2FO provides continuous support to your suppliers to drive engagement, loyalty and satisfaction while saving you time and resources.



### Supplier engagement

SRMs encourage long-term supplier adoption by managing relationships with empathy and transparency.



### Volume and variety of suppliers

Hundreds of SRMs that speak all main global languages, we can help you manage suppliers of all sizes around the world.



### High-tech and high-touch approach

C2FO optimizes working capital and supply chain strategies by leveraging our proprietary price discovery model and data to foster supplier participation rates.



### Beyond onboarding

SRMs introduce, educate and enable suppliers to access the liquidity they need for the program's lifetime, maximizing participation satisfaction.

*"C2FO gave us the opportunity through Costco to access payments on our invoices earlier than we would normally. We didn't have to wait 60 or 90 days to get paid. That was fantastic for us."*

— David Toma, President and CEO of Phantom Bikes

