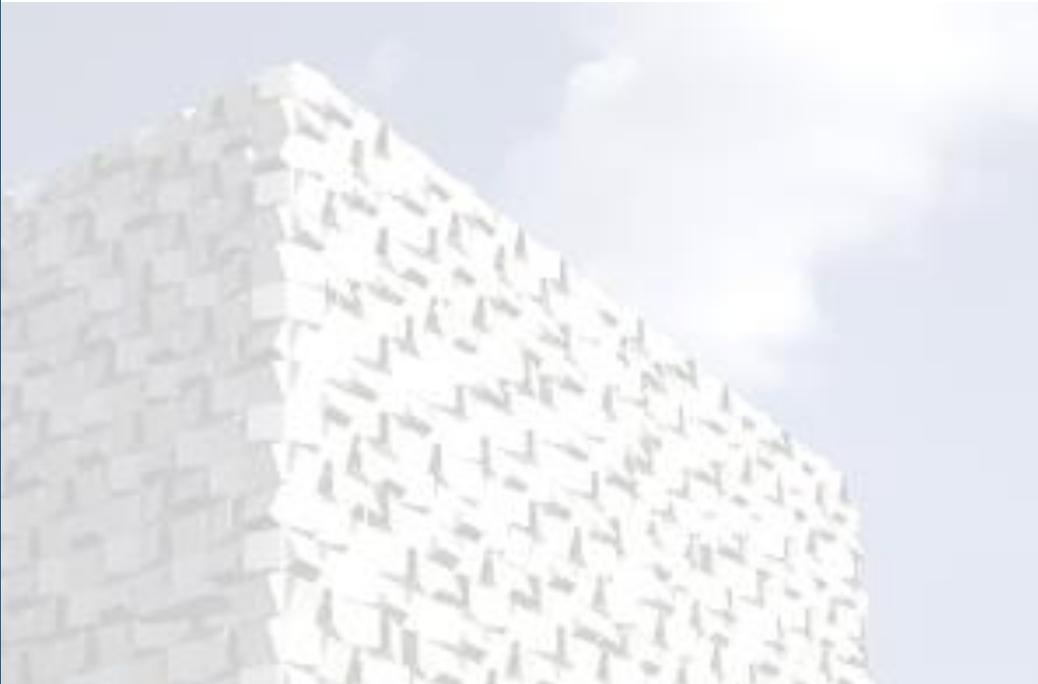


# CAPITA

## The Early Payment Solution

New value from existing transactions



# CAPITA

**As the procurement business of the Capita Group, we have a compelling proposition for delivering procurement consultancy and outsourcing.**

We deliver transformation and process efficiencies, and realise cashable procurement savings for our clients across the private and public sector. We frequently achieve a Return on Investment of between 4:1 and 10:1 by using our expertise and experience to identify opportunities and deliver on the ground benefits. We have access to over 300 procurement professionals and 100 commercial experts, who are deployed flexibly to work alongside our clients to meet their fluctuating requirements. We currently manage client expenditure that exceeds £7bn, and we are responsible for £3bn+ of live client sourcing projects. We have a particular strength in local government, where our breadth and depth of experience enables us to provide a complete procurement service, from targeted, short-term projects to long-term partnership arrangements.

## Our Solutions

- Accelerated Savings Delivery
- Supply Chain Insight and Market Intelligence
- The Design and Delivery of Procurement Transformation Programs
- The Provision of Supply Chain Technology Consultancy and Change Projects
- Operational Procurement Services
- Commissioning of Services

**Oxygen Finance ('Oxygen') was set up to develop and commercialise an Early Payment capability that uses the power of the payment processing networks to unlock income from existing expenditure and in doing so, transform procurement and accounts payable functions into revenue generators.**



Oxygen offers a complete, fully-resourced solution that delivers an automated Early Payment capability to our clients' operations, all underpinned by non-intrusive technology.

When a client engages with Oxygen, Oxygen undertakes a programme of work operating across three core areas:

- Transactional purchase-to-pay
- Supply chain engagement
- Underpinning technology

Oxygen works with global consulting partners, such as Capita, to support such implementations and has offices in the UK and North America.

Oxygen has had a go-to market offering for 3 years and has been successfully deployed with customers now seeing the income and process efficiency benefits.

Launch a strategic initiative to improve invoice performance, enhance supplier relations and generate a new source of income!



## Why?



Awareness of how the P2P process could be improved



Opportunity to better understand and manage the supplier base



Commitment to drive end to end process efficiency and reduce cost



Opportunity to use your working capital to support suppliers



Minimise the reporting and financial risk associated with incoming legislation

From launching this strategic initiative your organisation can expect to realise a number of benefits, such as the better management of current invoice payment performance, improvement of supplier relations and many more strategic benefits:

## New income opportunity



- Suppliers value improved payment efficiency
- Rebates can be negotiated linked to payment acceleration actually achieved

## Processing & compliance benefits



- Cost, visibility, control and risk
- Improved compliance drives further savings
- Local growth agenda

## Fully resourced with nil cost



- We provide all resources necessary
  - Minimal client resourcing during programme set-up
- No upfront cost and outcomes based commercial model
- True partnership approach

## Legislation changes

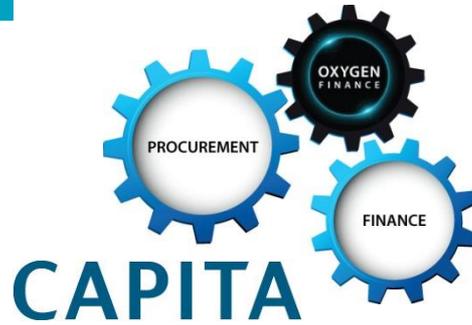


- New transparency and reporting framework\*
- Financial penalties associated with continued late payment\*\*

\* Small Business, Enterprise and Employment Bill

\*\* Recast late payment directive

# Our Early Payment Solution

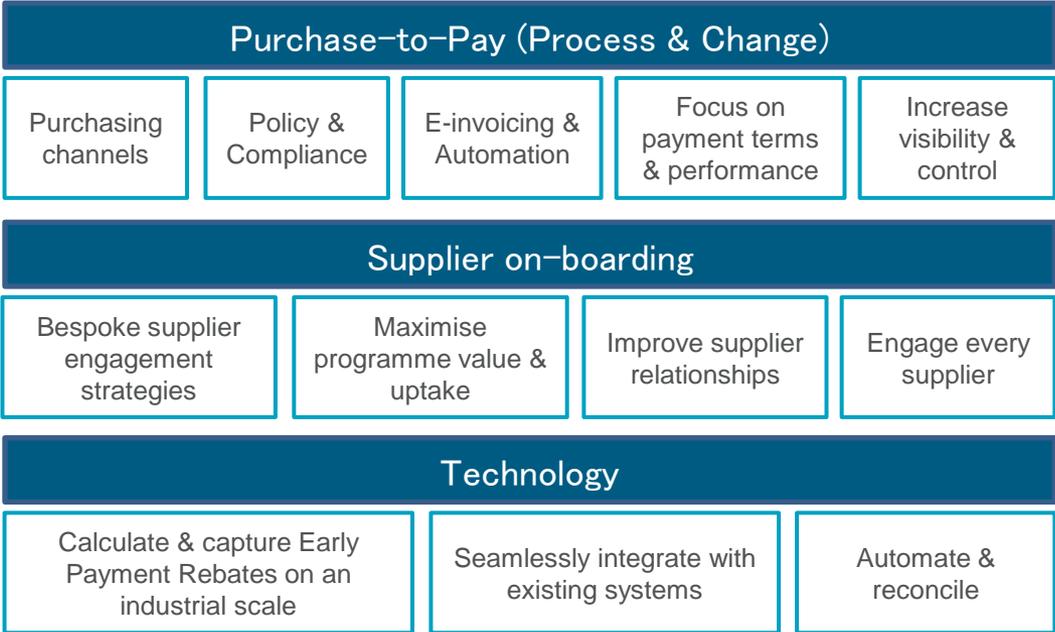


## Current State

- Standard Terms
- Frequent variability in payment performance
- No incentive to drive efficiencies
- Varying degrees of automation
- Resource constrained
- Perceived cost centre
- Government focus

## Future State

- Accelerated terms
- Buyer is incentivised to pay as early as possible
- Rebates determined by actual invoice performance
- High level of automation
- Expert resource provided
- Zero cost solution / third party investment
- Win-win outcome



# Automated Early Payment = Win-Win

- We work with the Buyer's processes so they are in a position to pay invoices early
- Early Payment calculations are negotiated with suppliers in exchange for this enhanced payment efficiency
- The earlier an invoice is paid the more value is generated; and it brings cashable benefits that deliver to the organisation's bottom line



# procurement

A woman with long dark hair, wearing a light-colored long-sleeved shirt and dark trousers, is sitting on the word 'procurement'. She is looking towards the camera with a slight smile. The word 'procurement' is written in a large, bold, blue sans-serif font. Below the word, the tagline 'It's what we add that makes the difference' is written in a smaller, grey, handwritten-style font.

*It's what we add that makes the difference*

## Let us make a difference for you:

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