

## Order-to-Pay

### Invoices and payments made simple

J.P. Morgan's Order-to-Pay is an on-demand solution that delivers robust functionality in the areas of purchase order (PO) delivery, invoice and payment processing and discount management by connecting buyers and suppliers across a secure settlement network.

This advanced approach to Accounts Payable (AP) automation gives clients more control over the end-to-end order-to-pay process. It also provides better access to dynamic discounting and early payment features that help improve financial management.

#### Purchase order delivery

Order-to-Pay integrates with purchasing systems to import and validate PO information, enabling buyers to deliver POs to their suppliers electronically. This functionality helps improve inventory performance and payables processing.

#### Invoice processing

Managers can reduce operating costs and increase quality control by moving to electronic invoicing. It prepares invoices for payment by applying comprehensive validations, assigning accounting allocations and documenting established approvals. This eliminates manual processes and reduces or eliminates expensive exceptions.

#### Key advantages

- Comprehensive, integrated AP automation platform provides a range of efficient tools to meet organizations' evolving business needs
- Minimal technology requirements
- An extensive shared supplier network, providing easy access to a global list of suppliers for electronic processing and early payment discounts
- Discount capture provides buyers with economic gain opportunities
- On-hand experts assist with implementation, supplier recruitment and program support



#### Payment settlement

Order-to-Pay offers multiple payment options (including ACH, card, wire and check payments) to help streamline processing, reduce overall payables and minimize payment-related expenses.

#### Working capital management

J.P. Morgan's working capital capabilities enable us to provide support to clients that no other AP provider in the industry can deliver.

Our patent-pending dynamic discounting tool enables organizations to reduce costs of goods and services by managing the capture of early payment discounts, contributing to a rapid return on investment.

This is done via a three-pronged approach:

1. Prorated sliding-scale discount terms that expand the early-payment opportunity past the standard discount date
2. Dynamic discounting that creates discount opportunity with suppliers on net terms
3. Supplier recruitment that creates a scalable network effect to facilitate discount adoption

As a result, recent customers have reported:

- More than 40% of their invoice volume and 20% of their spend now earn discounts
- Their average discount rate is 1.6%, with an annual percentage rate (APR) of 36%
- They are maintaining an average days payable outstanding (DPO) of 35 days

#### Simplify AP automation with Order-to-Pay

Order-to-Pay acts as an extension of an organization's existing payment systems by seamlessly integrating into enterprise resource planning (ERP) applications. Fully scalable, it provides the flexibility to expand functionality as business needs change.

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For more information, please contact your J.P. Morgan Treasury Services representative or visit [jpmorgan.com/ordertopay](http://jpmorgan.com/ordertopay).

## Supplier network

Solutions that empower suppliers to accelerate collections motivate supplier adoption. Order-to-Pay provides access to a global shared network of more than 100,000 suppliers, making it possible to activate electronic processing for a critical mass of suppliers.

By logging on to a central Web portal, suppliers can transact more efficiently with their clients and get paid faster. Structured around a platform delivering choice, ease-of-use and service, Order-to-Pay enables suppliers to electronically receive purchase orders, submit and track invoices, manage payment terms and receive detailed remittance information.

Enrollment and use of the network can improve supplier relations and also increase efficiency by enabling suppliers to resolve queries online.

## The J.P. Morgan advantage

J.P. Morgan's financial strength, flexible delivery models, scalable technology platform and world-class client service are at the core of Order-to-Pay.

- Our on-demand client portal and integrated reporting helps clients quickly benefit from AP automation, without the extensive technology requirements.
- Our network of suppliers range from small companies of one or two people to Fortune 500 companies, representing virtually every industry segment.
- For suppliers, we offer many advantages and a team of experts to make enrollment easy.
- Clients receive quality service, from analysis and implementation through program management and supplier engagement.
- Product specialists provide support and onsite assistance throughout the start-up phase and will work closely with your organization to help your business maximize results.

## Order-to-Pay: Delivering value to buyers and suppliers

### BUYER BENEFITS

- Streamline processing
- Increase control and efficiency
- Eliminate paper and data entry
- Accelerate invoice approval
- Strengthen supplier relationships
- Systematically capture discounts
- Increase quality and reduce costs

### SUPPLIER BENEFITS

- Access a single portal for invoice and payment status
- Receive timely payment
- Reduce uncertainty
- Automate data handling
- Improve cash forecasting
- Strengthen trading relations
- Achieve greater control over cash flow

*J.P. Morgan's Order-to-Pay makes invoices and payments simple.*