

# CROSSFLOW CASE STUDY

## Standardising payment terms

### PROBLEM

Buyer's payment terms are significantly shorter than its competitors' payment terms

Has limited buying team resource to engage with suppliers

Operating with lower working capital and incurring costs to fund debt

### SOLUTION

Standardise global payment terms with Crossflow

Use Crossflow to enable suppliers to self-select when they get paid

Leverage Crossflow's competitive cost of finance to support the programme

Use Crossflow to manage supplier onboarding and engagement

### IMPACT

Generated significant additional working capital

Stronger supplier relationships with efficient early payment via auto-pay



**+15%**



**Crossflow helped us align payment terms to industry best practice**

**GLOBAL CFO**

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