

BENEFITS

1. Reduces your spend - earns you significantly more Early Payment Discounts

- Additional discounts on non-discount invoices
- Maximal capture of traditional discounts

2. Lets you benefit from double digit, risk free returns

- Paying *approved* invoices earlier is risk-free
- Discounts that represent double-digit interest rates are attractive to many of your suppliers - they opt in.

3. Improves supplier relationships

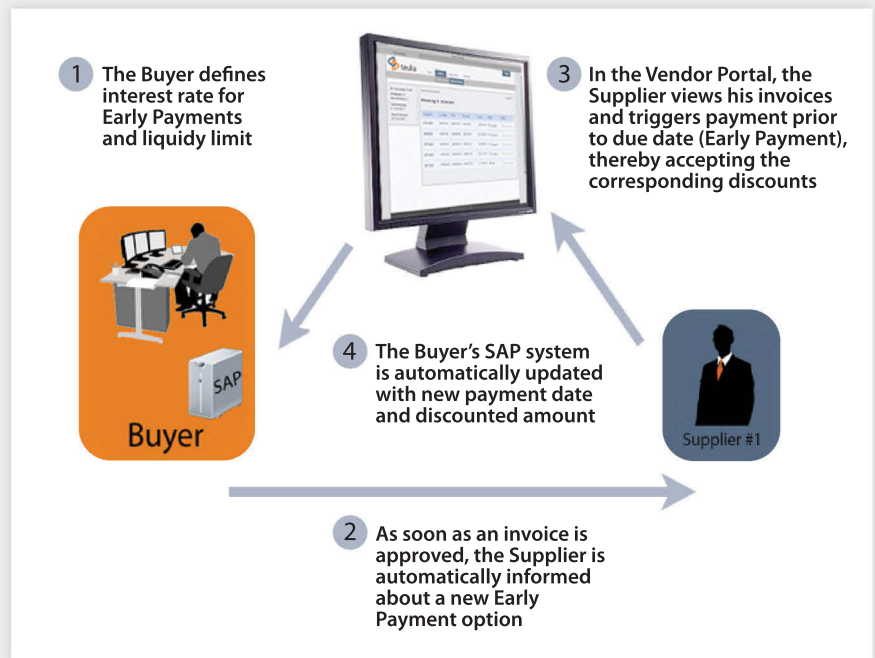
- Suppliers benefit from fast and on-demand access to cash at acceptable rates
- Unlike factoring there is a 100% payout
- No paperwork, hidden fees or hassles

Start Earning Double-Digit, Risk-Free Returns

Taulia turns your accounts payables into investment opportunities that earn double-digit, risk-free returns. With our *Dynamic Discount Optimizer* you can earn Early Payment Discounts on every invoice – even invoices not offering a discount. As a matter of fact, Early Payment Discounts attractive to you can at the same time be attractive to your suppliers – due to a difference in cost of capital. They get paid earlier and you save money. It's a win-win.

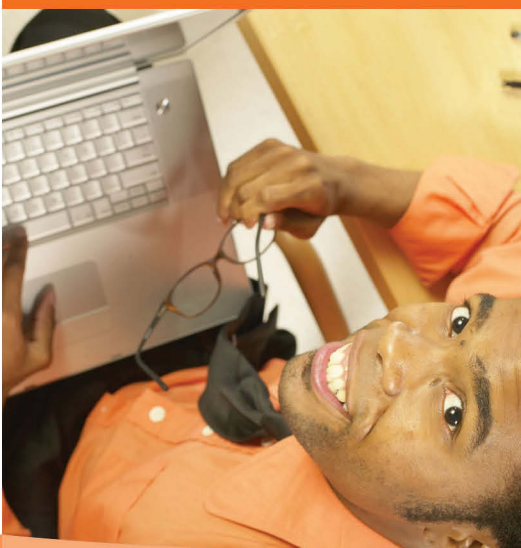
HOW IT WORKS

With the *Dynamic Discount Optimizer* you can capture Early Payment Discounts on non-discount invoices in four simple steps:



After step 4, the buyer pays the supplier using the same payment method as today. No change is required, but Taulia does advocate a switch to daily payment runs. Additional logic within the *Dynamic Discount Optimizer* ensures that all early payment invoices are discounted correctly and paid on time.

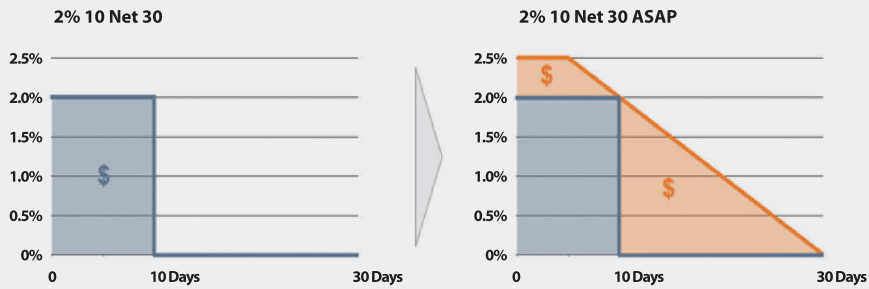
The liquidity limit is typically set by the finance department. Once it has been reached, the Early Payment option automatically ceases to be available in the *Vendor Portal*.



Using the Dynamic Discount Optimizer, the buyer can conveniently manage the entire process within the familiar SAP environment. And while paying suppliers earlier can be fully automated, the Dynamic Discount Optimizer keeps the AP department at all times informed and able to intervene - see the dashboard screen below:

CO type	Status	Vendor	Vendor address	Purch.doc	Reference	Curr.	Amount	Offer %	Offered date	New note	Level	FBK	CoCode	Doc.date	FI Doc. no	MM Doc. no	Last chang	Time
		3200	John Wayne - Invoice Parts, San Jose	4500014497	1120023	EUR	370.74	0.000			R		1600	03102009	5100000005	5105607215		00:00
		3006	Henderson Inc. PHILADELPHIA		INV945	USD	160,000.00	0.000					3600	08252009	1900000012			00:00
		3006	Henderson Inc. PHILADELPHIA		08423	USD	54,000.00	3.100	09142009				3600	09072009	1900000018		09112009	00:54
		3152	LUXITEC Inc. PHOENIX		INV454544	USD	19.99	0.000					3600	05062009	1900000008			00:00
		3152	LUXITEC Inc. PHOENIX		Z	USD	30,000.00	3.000	08312009				3600	05062009	1900000007		08252009	16:04
		3152	LUXITEC Inc. PHOENIX		332222	USD	30,000.00	22.000	08302009				3600	07222009	1900000010		08252009	16:58
		200028	Albatros Aircrafts, FOSTER CITY	4500007219	INV5846348363	USD	30.00	1.700	09152009			R	3600	03242009	5100000007	5105607280	09102009	00:20
		200050	Frank Kneip		REYWGERTWEIG	USD	5,577.00	0.000					3600	08072009	1900000014			00:00
		200050	Frank Kneip		OFFER1 2	USD	24,534,535.00	2.500	09182009				3600	08082009	1900000015		09092009	17:19
		200050	Frank Kneip		BLOCK1 23	USD	30,000.00	0.000				T	3600	09072009	1900000016			00:00
		9101	MDS Schem, Concord	4800000676	SHP	USD	670,145.00	0.000			R		3600	04012009	5100000044	5105607244		00:00
		200027	State of Georgia, ATLANTA		TYU	USD	1,000.00	0.000					3600	04282009	1900000000			00:00
		9100	Integrated DNA Technologies, Inc., Dallas		MAEX55	USD	56.00	0.000					3600	07172009	1900000011			00:00
		3701	eSupplier, Inc. WILMINGTON		DDEE	USD	5,874,356.00	0.000					3600	07222009	1900000013			00:00
		200028	Albatros Aircrafts, FOSTER CITY	4500007221	MAEX86	USD	15,180.00	0.000					3600	19062009	5100000002	5105607275		00:00
		9100	Integrated DNA Technologies, Inc., Dallas		INV1249	USD	345.00	0.000					3600	03242009	5100000004	5105607272		00:00
		3200	John Wayne - Invoice Parts, San Jose	4500014497		EUR	0.00	0.000					1600	09142004				00:00
		9102	VMS International, West Chester	4800000675		USD	0.00	0.000					3600	04072008				00:00
		20002	Prudential, San Francisco	4800000678		USD	0.00	0.000					3600	04072008				00:00
		200028	Albatros Aircrafts, FOSTER CITY	4500007221		USD	0.00	0.000					3600	11091999				00:00

Looking beyond the Early Payment option, the *Dynamic Discount Optimizer* also enables you to replace traditional discounts, like to 2% 10 Net 30 with their more dynamic counterparts:



The sliding scale entitles you to take a higher discount the earlier you pay. And it does still entitle you to a discount, even if approval comes only after day 10. The result: Your supplier gets paid as soon as the invoice is approved while you capture discounts on literally every invoice that offers a discount.

Instant installation on existing hardware

- Certified SAP® Add-on-installed locally via simple transport
- No additional middleware required
- Does not require specific IT infrastructure or hardware
- Easily connects to vendor portals or e-invoicing networks; connection with industry-grade security and encryption

FEATURES

- Comprehensive Dynamic Discounting solution
- Covers all aspects, including optional early payments and dynamic payment terms
- Certified SAP® Add-on; complete and seamless SAP® integration
- Familiar SAP user interface: Process messages inside SAP and jump into all relevant documents with a mouse click
- Full control: Set interest rates and liquidity limit in the Finance Module – early payment option is automatically turned off when limit is reached
- Extensive reporting capabilities, incl. real-time view on the total funds committed
- Seamless integration with existing portals, 3rd party portals or the *Taulia Vendor Portal*
- Able to provide suppliers with full invoice and payment status – resulting in speedy supplier adoption

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ABOUT TAULIA:

Taulia is a San Francisco-based solution provider specializing in Vendor Portals and Dynamic Discounting. Our mission is to develop simple and straightforward solutions that help SAP customers fully realize the financial potential hidden within their supply chain. Our solutions are built on leading SAP expertise and fully leverage your SAP system – rather than bypassing SAP and creating redundant functionality.



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