



# Discount Management

Our simple, user-friendly interface allows you and your suppliers to make discount decisions in seconds.

Suppliers want to get paid faster and are willing to offer significant discounts in exchange for earlier payment. For you, this money can amount to millions of dollars in direct bottom line savings. Direct Commerce's Discount Management enables your company to quickly collect these discounts and dramatically increase your discount capture rate above less automated and paper-based invoicing environments.

Through a combination of technology, process and communication programs, Discount Management Solutions provides you an intuitive, easy-to-implement system that will rapidly increase your savings to the bottom line.

## Features

- Gain share pricing model
- Accelerated deployment
- Comprehensive supplier onboarding Benefits
- Rapid ROI saving millions of dollars
- Maximize discounts taken
- Improved Supplier relationships
- Ongoing monitoring of your Discount Program

## Discount Management

Solutions, a product of the Direct Commerce Procure-to-Pay suite of services, enables you to significantly increase your discount capture rate beyond your current paper-based invoicing process.

Discount Management helps you maximize discounts, minimize risk and reduce upfront fees.

**direct**  
**commerce**®

Easy-to-Use P2P Solutions



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**Leela Gill**  
*Vice President of Operations*

# Discount Management

Direct Commerce® Discount Management provides a vehicle for suppliers to make dynamic decisions depending upon their current business conditions to benefit you, the buyer. Our system will notify the appropriate Management before the discount deadline and can escalate notifications as needed. Discount Management gives you many ways to take advantage of every discount possible to you maximize your savings.

The elements of the program include:

**Technology** – suppliers use an intuitive interface and select terms that are “equal or better” than existing terms. This offer can then be submitted to the buyer for approval.

**Process** – Direct Commerce helps create procedures based on your company policies that enable your organization to take advantage of newly available discounts.

**Communication** – training you and your suppliers about the program to ensure that taking discounts becomes part of your daily business activities.

## Highlights

- Discount Optimization
- One-Step Payment Functionality
- Select Your Own Terms
- Approver Notification
- Automatic Escalation for Soon-to-Be Missed Discounts
- Summary Screens
- Online Discount Calculator
- Online Queries
- Captured vs. Offered Discounts
- Views
- Advanced Analytics
- Reporting
- Download to Excel
- Strategy Planning and Supplier / Company Training

## Easy-to-Use P2P Solutions

To learn more about how Direct Commerce solutions can optimize your discount management and P2P automation, visit [directcommerce.com](http://directcommerce.com) or email [info@directcommerce.com](mailto:info@directcommerce.com)

