

Supplier Enablement

Grow commercial card volume with comprehensive and up-to-date supplier and spend data

Codat's Supplier Enablement product removes obstacles to commercial card volume growth through secure, ongoing, and consented access to client data in an actionable format.

Key Benefits for Commercial Card Issuers



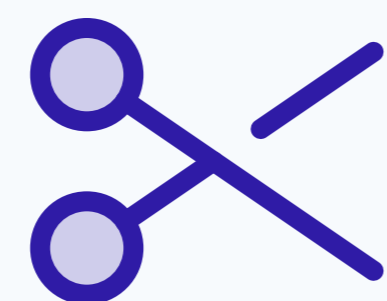
Increased sales acquisition

Remove friction and drop-off from the sales process and quickly present potential commercial card clients with compelling rebate offers.



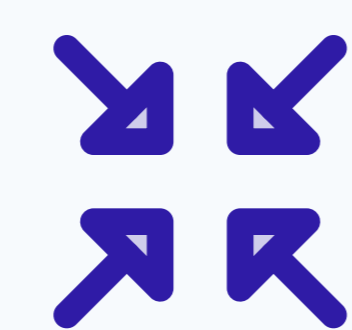
Increased volume migrated to card

Onboard more suppliers through targeted campaigns with more relevant messaging thanks to comprehensive and up-to-date supplier data.



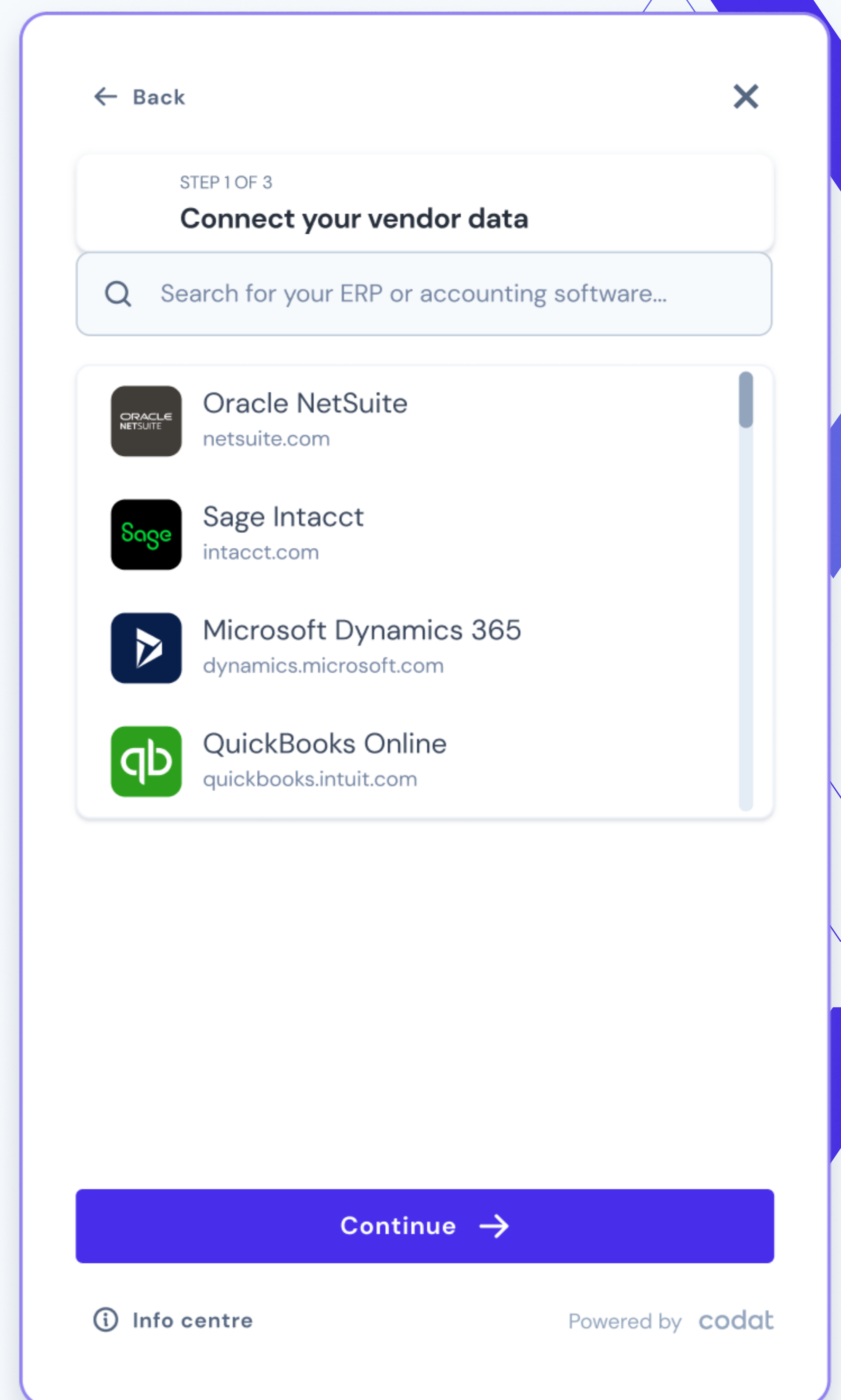
Faster speed-to-spend

Reduce time spent collecting, cleaning, and processing data and help clients set up their card programs sooner.



Reduced spend churn and continual growth

Monitor spend to pick up new suppliers as they appear in the vendor file and check that onboarded suppliers do not revert to check.



Supplier Enablement with Codat
Businesses share with issuers a comprehensive, real-time view of suppliers and spend directly from their source-of-truth, the ERP system or accounting software.

Step 1 - Collecting the Spend File

Without Codat

- Multiple weeks to sell to customers, held up by slow data collection
- High drop-off due to delay and friction in data sharing

With Codat

- Data sharing in minutes
- Fast and streamlined sales process

Impact

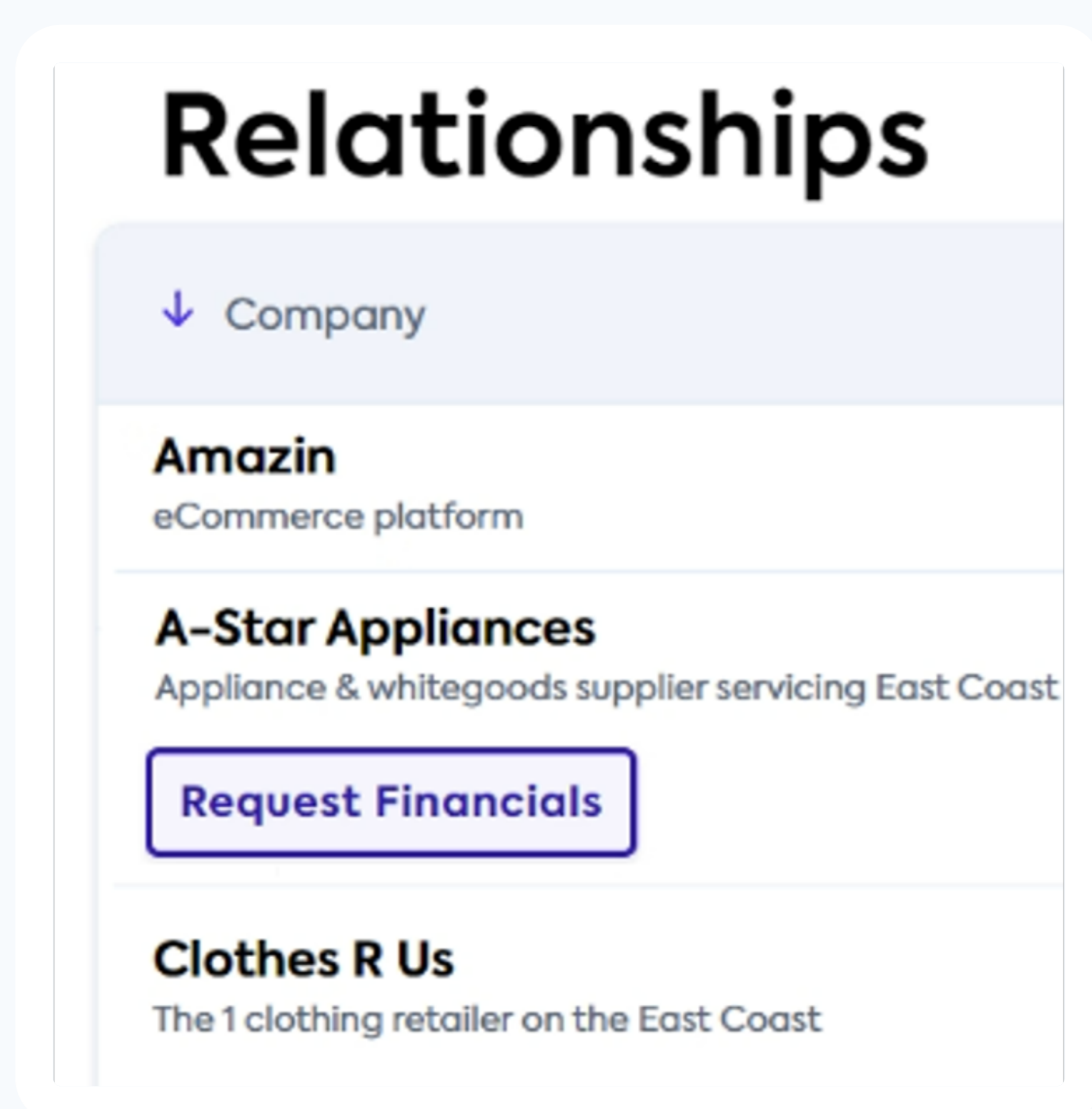
Increase Sales Conversion

By removing friction from the sales process issuers increase conversion and initiate more commercial card programs.

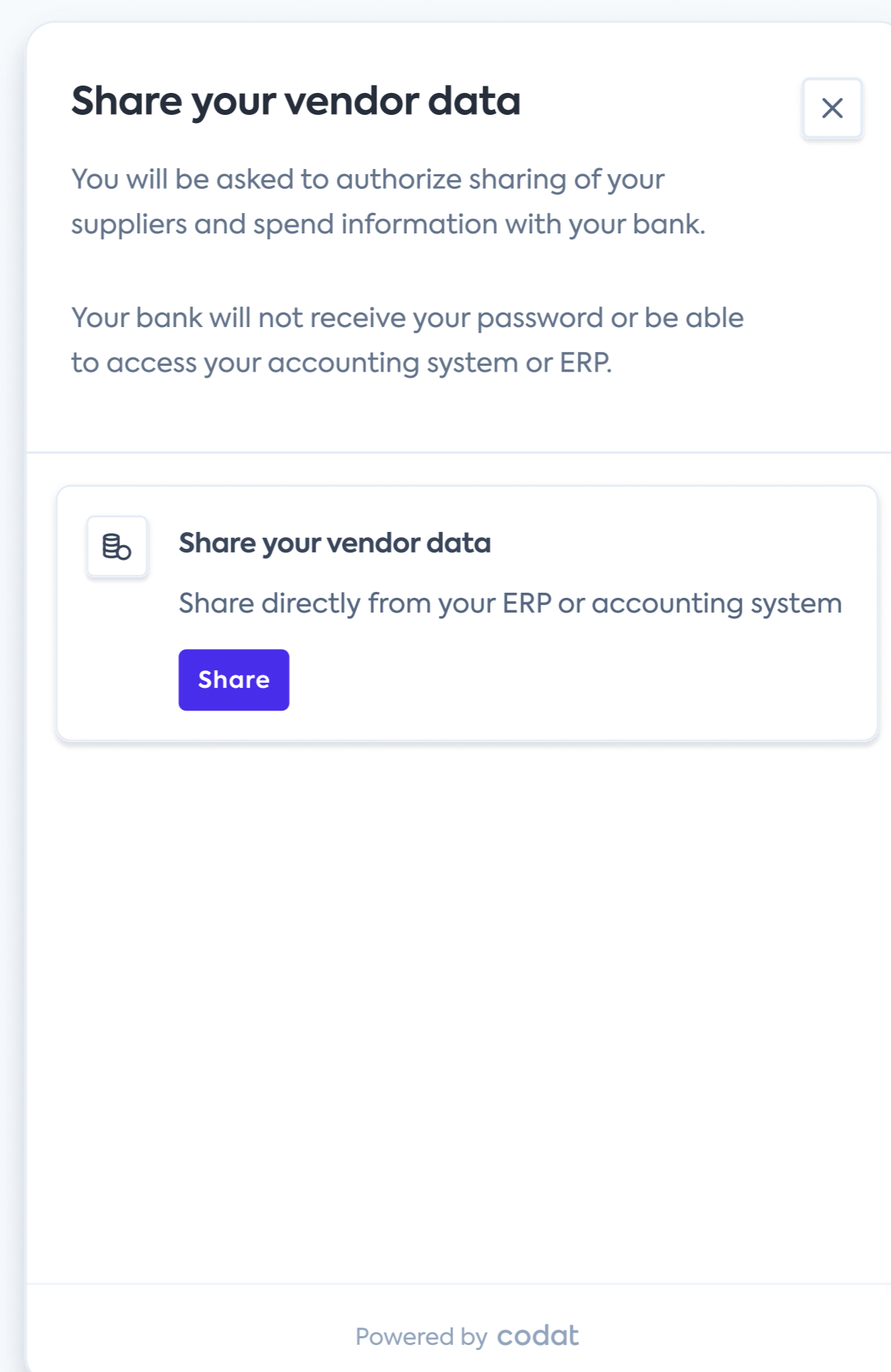
Accelerate Speed-to-Spend

By eliminating delays caused by inefficient data collection, issuers are helping clients start moving suppliers to virtual card within days.

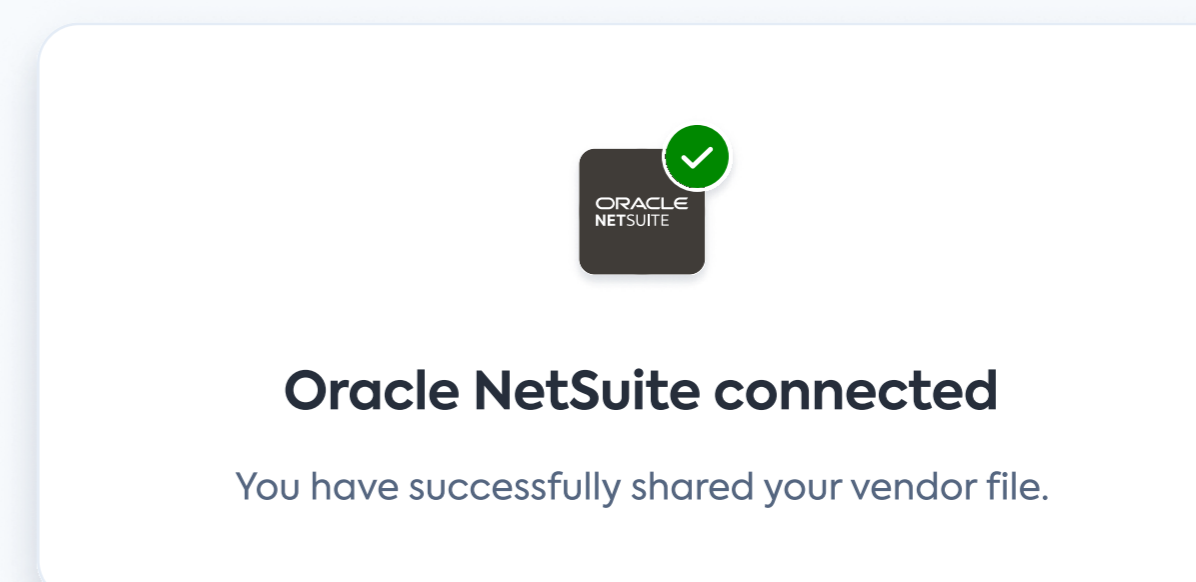
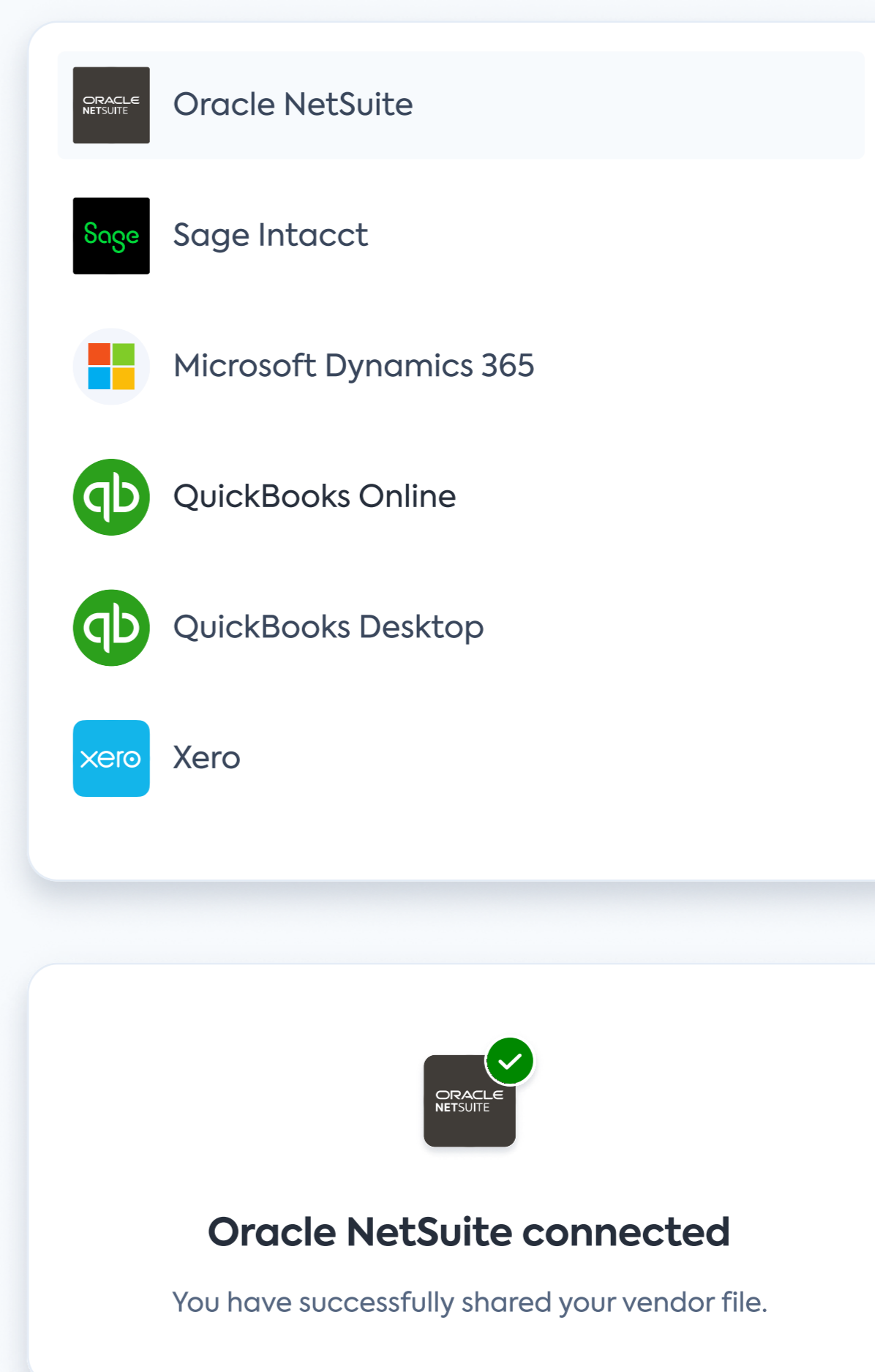
How it works



Relationship Dashboard
Relationship Managers and Product Specialists see all their client relationships in an easy-to-use portal where vendor files can be requested with a few clicks.



Authentication Flow
Clients share the data that issuers need within minutes, directly from their ERP or accounting system through a simple authentication process.



Step 2 – Data Clean-up and Rebate Offer

Without Codat

- Time-consuming data processing
- Vendor files and spend data are often messy, incomplete and shared in inconsistent formats

With Codat

- Simple and streamlined interaction with customer
- Single standard format for complete vendor files and spend activity

Impact

Increase Sales Leads by Reducing Process Time

A 25%–40% reduction in the time that Relationship Managers and Product Specialists spend on administrative work opens up space for more commercial and new business activity equal to an uplift of 1/3 to 2/3 in total leads per seller.

How it works

Configurable Consistent File Supplier details and spend activity are available in configurable and easy-to-use spreadsheets within minutes, eliminating the need to wait for internal processing.

Company Name	Street Address	City Name	State
Coastal Goods	4957 Moises Cliff	West Blairview	ID
Tech Innovations	2943 Camylle Manors	Port Tavares	KY
Green Solutions	123 Maple Lane	Pleasantville	CA
Summit Consulting	456 Elm Street	Rivertown	NY
Precision Engineering	789 Oak Avenue	Sunnydale	TX
Quantum Technologies	101 Pine Road	Harbor City	FL
Aqua Dynamics	202 Cedar Boulevard	Greenfield	AZ
Nature's Bounty Market	303 Birch Lane	Meadowville	CO
Skyline Architects	404 Willow Avenue	Lakeside	WA
Health Haven Pharmacy	505 Spruce Street	Mountain View	OR
Quantum Fitness Center	606 Redwood Drive	Hilltop	GA
Evergreen Investments	707 Juniper Lane	Oceanview	NC
Solar Power Solutions	567 Robin Lane	Tranquil	CO
Fusion Tech Solutions	123 Cedar Falcon Avenue	Jubilee	NC
Blossom Bakery	890 Redwood Finch Lane	Harmony	FL
Elemental Consultants	456 Oak Raven Road	Bliss	CA
Urban Elegance Boutique	789 Pine Sparrow Lane	Solitude	GA
Infinite Innovations	234 Spruce Osprey Drive	Elysium	TX
Serene Spa Retreat	321 Elm Eagle Avenue	Serenity	WA
Pinnacle Marketing	876 Juniper Falcon Street	Enchantment	NY
Wholesome Harvest Market	543 Willow Hawk Drive	Reflection	AZ



Step 3 – Supplier Campaign

<p>Without Codat</p> <ul style="list-style-type: none"> • Supplier onboarding campaigns rely on a limited view of supplier relationships • Waste time on suppliers who have already received annual or bi-annual payments • Enrolment teams lack context to have impactful conversations 	<p>With Codat</p> <ul style="list-style-type: none"> • Supplier onboarding campaigns target the right suppliers, e.g. suppliers often paid late, paid partially, or with early payment discounting • Enrolment teams can see all the suppliers who have a payment outstanding
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Impact

Migrate More Spend to Card

Deeper insight and complete, up-to-date supplier and spend data make supplier outreach campaigns more efficient. This results in more suppliers onboarded to card programs equating to another 3%-7% of the client’s total Accounts Payable file.

How it works

Detailed Suppliers and Spend Data in an Actionable Format
 Data are shared directly from the client’s ERP or accounting software system and processed by Codat to produce a comprehensive view of supplier and spend activity, down to the level of individual transactions, payment methods, terms, bill status and more.

Supplier Name	# Bills	Total Spend	Latest Spend	# Bills Outstanding	% Bills Outstanding
Coastal Goods	3	\$7,928.52	6/13/2023	0	0.00%
Tech Innovations	3	\$69,260.57	4/26/2023	0	0.00%
Serene Spa Retreat	4	\$54,948.95	6/12/2023	1	95.30%
Summit Consulting	3	\$67,933.78	4/4/2023	0	0.00%
Lysanne Kozey	1	\$459,422.51	6/3/2023	1	100.00%
Quantum Technologies	3	\$6,445.53	4/23/2023	0	0.00%
Kohler, Schimmel and Rutherford	3	\$479,283.21	6/11/2023	1	94.40%
Nature's Bounty Market	1	\$63,303.89	12/31/2022	0	0.00%
Skyline Architects	2	\$6,349.50	3/14/2023	0	0.00%
Fusion Tech Solutions	1	\$495,564.32	2/1/2023	1	91.30%
Doyle, Baumbach and Weber	1	\$429,610.24	4/27/2023	1	100.00%
Evergreen Investments	3	\$61,209.48	1/24/2023	0	0.00%
Solar Power Solutions	3	\$6,013.29	4/13/2023	0	0.00%



Step 4 – Ongoing Supplier Enablement

Without Codat

- Spend files are quickly out-of-date
- Minimal ongoing supplier enablement
- Inability to track spend and ensure it stays on card

With Codat

- Spend files update automatically
- Ongoing, proactive supplier enablement
- Suppliers reverting to previous payment method are identified

Impact

Continually Grow Spend

Keep vendor files up-to-date to avoid losing the 16% of annual spend that goes to new suppliers.

Reduce Spend Churn

Check that onboarded suppliers stay on the program by monitoring payment methods and stepping in to cut churn from 15% to 5-10%.

How it works

Data Refresh Schedule

Suppliers and spend data are refreshed on a configurable frequency so that clients do not have to resubmit files.

Accounting data types	Fetch on first link	Sync frequency
Suppliers suppliers	<input checked="" type="checkbox"/>	Monthly

Ongoing Monitoring

New suppliers can be flagged as they appear in the file, as can suppliers who were onboarded to the card program but who have since reverted to check or prior method.

Company Name	Tires and More Co
Tax Number	74-1116225
Base Currency	USD
Phone	(201)-234-5678
Addresses	9th Floor 215 Park Avenue South New York New York United States NY 10003
Web Links	Tiresandmore.com
Last sync date	December 1 2023
Months Reviewed	1
New Suppliers	25
New Spend	\$759,126.67
Total Payments	42

