

Supplier Match

P R E S E N T A T I O N

kontrol



June 5, 2020

Your estimated* annual rebate

\$29,147 per year

LOW estimate*

\$45,942 per year

HIGH estimate*

*This is an estimate ONLY. Estimated AP spend accuracy is potentially impacted by many factors, including but not limited to: data quality, supplier relations, current payment mix (ACH/Check), supplier mix, and how the card program is conveyed to your suppliers by your organization. This revenue share is not guaranteed. Our teamwork and approach to supplier enrollment will have an impact on actual final revenue.

The methodology behind your estimate: supplier acceptance summary

Confidence	Total AP Spend	Low Experience Factor	Low Estimate	High Experience Factor	High Estimate
High	\$ 5,088,289	53%	\$ 2,696,793	81%	\$ 4,121,514
Medium	\$ 2,461,267	41%	\$ 1,009,120	62%	\$ 1,525,986
Low	\$ 2,238,139	11%	\$ 246,195	26%	\$ 581,916
Not Matched	\$ 4,605,481	0%	\$ -	0%	\$ -
KR	\$ 17,956,897	0%	\$ -	0%	\$ -
TOTAL ANNUAL SPEND	\$ 32,350,073		\$ 3,952,108		\$ 6,229,416

Kontrol Estimation AP Sper	\$ 3,952,108
Revenue Share	
Standard - 65%	1.00%
Non-Standard - 35%	0.25%
Annual Revenue Estimate	\$ 29,147
% of Total AP Spend	12%

Kontrol Estimation AP Sper	\$ 6,229,416
Revenue Share	
Standard - 65%	1.00%
Non-Standard - 35%	0.25%
Annual Revenue Estimate	\$ 45,942
% of Total AP Spend	19%

**This is an estimate only*

Estimated “AP Spend Capture” accuracy is potentially impacted by many factors to include but not limited to: data quality; supplier relations; current payment mix (ACH vs. Check); supplier mix; and how the Virtual Card program is conveyed to your suppliers by your organization.

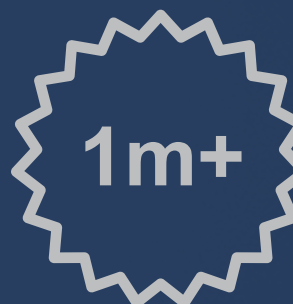
This revenue share is not guaranteed—our teamwork and approach to supplier enrollment will have an impact on actual final revenue.

Key driver of a successful program: vendor enrollment

Why Kontrol's vendor enrollment results lead the industry:



Dedicated vendor enrollment team



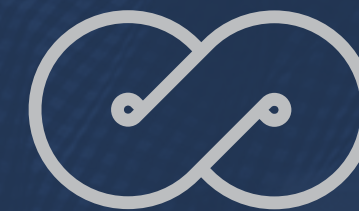
1 million+ suppliers



Sweat equity – the key



Push-pay



Continuous VE

Our payment optimization strategy

Since 2011, Kontrol has paved the way in integrated payments. We know that there is not a 'one-size fits all' approach to payment automation.

Our solutions and services are tailored directly for your business. Our payment optimization strategies will help your organization move beyond 'read and react' supply chain management and begin:

- ▲ Developing better supplier relationships.
- ▲ Providing enhanced data analytics.
- ▲ Creating better management of corporate working capital.

SUPPLIER RELATIONS

ENHANCED ANALYTICS

CAPITAL

What happens in a payment optimization strategy session?

Developing a holistic payment optimization strategy has the power to enable better supplier relationships, provide enhanced data analytics and better management of corporate working capital.

1.

Kontrol further investigates your current supplier management strategies to identify strategic implementation options.

2.

This strategic analysis will likely include the segmentation of suppliers into key categories such as strategic importance, type of spend and geography.

Our advisory services are tailored
to your organizations needs



Payment Optimization Strategy sessions



Seamless Integrated Payment Process



*Increased Control of Accounts Payable,
Receivables and Reconciliation*



Analytical Data Insights



Payment Security



*Access to Support
from Industry Experts*

Key driver of a successful program: supplier enrollment

1. *Approve Final Supplier List*

- Add Suppliers
- Remove Suppliers
- Add Phone Numbers

2. *Draft of Supplier Letter*

3. *Dedicated supplier Enrollment (VE) Team Assigned*

4. *Supplier Enrollment Campaign*

- Mutually agreed upon Game Plan
- We verify there will be no change in pricing or terms
- We contact all suppliers regardless of size
- We contact all suppliers regardless of difficulty

5. *Continuous Effort*

6. *Future campaigns may include other forms of payment*

Why should you do this?

Why Kontrol's vendor enrollment results lead the industry:

- ▲ Improve A/P efficiency
- ▲ Recurring rebate per year
- ▲ Zero cost
- ▲ Simple Implementation
- ▲ Full flexibility
- ▲ You have to pay your AP anyway – why not pay your suppliers who already accept card payments with a card, and reap the benefits?

Virtual card: do others in my industry use them?

It doesn't matter what industry or sector you are in, nor what your company or organization does. If you have suppliers that invoice you, you will benefit from this program. Our wide range of clients already do. They include:



What are the benefits of payment integration?



▲ **Our Personal Customer Service**



- *US-based Operations Team*
- *Exceptional Responsiveness*

▲ **Our supplier Enrollment Team**



- *Best Practices*
- *Dedicated Service*
- *Respect for your Client–supplier Relationships*

▲ **We are not a bank**



- *We are bank agnostic, which gives our clients greater flexibility*
- *Our bank partners handle all your money and payments*

Our team of experts

Since 2011, our team of industry experts has been serving over 20,000 buyers and over 1 million suppliers.

“At our heart, we’re a team of people who like helping other people. Our primary focus is on working with organizational leaders, specifically CFO’s and finance leaders, to help them make the unpredictable–predictable.”

~ Scott Songer, CEO

Implementation is simple: 6 step process

- ▲ *Kick-off call*
approximately 30 minutes
- ▲ *Add contact numbers to your supplier list*
approximately 3 hours
- ▲ *Edit/Approve draft supplier letter we prepare*
approximately 30 minutes
- ▲ *Create sample payment file*
approximately 5 hours
- ▲ *Account set-up calls*
approximately 3 hours
- ▲ *Flag suppliers in your accounting system*
approximately 2 hours

Average Total Time Invested = Approximately 15 Hours



Thanks for listening. We'll answer any questions now.