

Citi® Working Capital Analytics

Optimize your working capital and increase your financial advantage

Citi's powerful analytics tool provides an in-depth analysis across all spend categories to give you superior visibility and insight for decision making.

Citi Working Capital Analytics and our advisory team can help your organization realize potential cost savings and greater efficiency within your Accounts Payable processes and in new payment and working capital strategies.

Using a suite of analytical tools available only to Citi clients, our team of analysts will review and analyze your spend data, then recommend payment methods and a strategic approach to managing your financial supply chain that will increase efficiencies and cost savings. Citi will also outline ways to streamline your entire procure-to-pay process with modular solutions such as:

- Commercial card optimization
- Complete Payments and Working Capital Supplier enablement planning
- Buyer-Initiated Purchasing Card segmentation
- Citi Supplier Finance segmentation
- Electronic Invoice opportunity scoping

Information in. Inefficiencies out.

Participating in a Working Capital Analytics review is easy, and completely confidential. Your organization simply provides a data file and participates in a brief interview before Citi performs its consultative analysis. Citi will mine your organization's payables data to make specific payment recommendations; during the analysis, data can be selectively enriched to provide more targeted results. Throughout the process, Citi works closely with you to evaluate your organization's operations

and provide customized analytics, reports and presentations tailored to your organization's needs and objectives.

Once the analysis is prepared, Citi will work with you to assess the recommendations, align them with products and services Citi offers and develop a step-by-step action plan for unlocking opportunities within our Commercial Cards and Procure to Pay Solutions sets.

Citi® Procure to Pay is an end-to-end financial supply chain solution that automates the collective set of accounts payable processes from purchase order to supplier payment and reconciliation. It can identify operational cost savings and opportunities to optimize working capital, as well as provide insights you can leverage to improve your audit results and control systems.

Benchmarking your organization

Your organization's spend data and operational metrics can also be analyzed and compared to best-in-class organizations. Current strengths will be identified as well as opportunities to maximize working capital by expanding payables operations to include electronic invoicing, early payment discounts, increased purchasing card spend and rebates, strategic use of a commercial card float and supplier finance to enhance DPO and reduce borrowing costs.

Citi Working Capital Analytics reports

After completing a review of your organization's spend data, Citi will provide you with reports that include recommendations and an action plan.

Benefits at a Glance

- **Control:** Macro-to-Microscopic visibility into payments and timing, program and policy compliance
- **Cash Flow:** Extend your payables while paying your suppliers faster; take better advantage of vendor discounts and rebates, reduce borrowing costs and leverage card float
- **Efficiency:** Identify the business case for electronic processing conversion to reduce the time and the costs associated with paper-based invoicing and payments

Transaction Services

The sample report charts to the right are examples of how Citi Working Capital Analytics tools can help you achieve your organization's strategic objectives. The first chart details an organization's spend by payment method and average transaction size. The second chart identifies suppliers that accept Purchasing Cards. For this example organization, Citi would recommend using several electronic methods including Citi® Commercial Card solutions.

In-depth and ongoing analysis

Based on an analysis of your data files, detailed reports will outline opportunities for working capital gains and payment strategies. On an ongoing basis we also provide updated reports that track program performance against your defined goals or the opportunities we have identified.

Why Citi?

With Citi you have a payments partner that understands your business and can provide the tools and insights your organization needs to achieve its financial objectives. As a market leader, Citi provides a wealth of experience and expertise, unmatched global capabilities and best-in-class customer support. As a trusted partner and advisor, Citi is committed to providing you with innovative strategic solutions that deliver increased visibility, security and financial control.

To request a case study or learn more about how Citi Working Capital Analytics or Citi Procure to Pay can transform your payables strategy, please contact cwca@citi.com.

