

# BUSINESS CASE :

# AIRBUS

In 2008, AIRBUS and Corporate LinX jointly designed a program for suppliers of the civil aircraft manufacturer: Invoice Transfer Program (I.T.P.).



## OBJECTIVES :

- Allow suppliers, whatever their location to access through the ITP Portal, the invoice approval circuit within the 5 SAP versions which exist in the Group
- Provide suppliers with competitive early payment solutions via a multi-bidder auction of their receivables on AIRBUS
- Equip buyers with leverage in their supplier negotiations
- Improve the Group's working capital by applying 1 single payment term and only one currency.

## IMPLEMENTATION :

- Implementation of the supplier program by involving the Accounting teams Suppliers, Purchasing, Treasury and IT
- Comparison of financing offers proposed
- Communication development for the supplier offer including a cartoon
- Internal presentations and tools for the Purchasing Teams
- Use of a single condition of payment
- Marketing and implementation of supplier subscribers.

