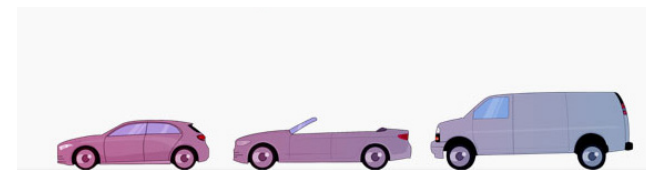


# BUSINESS CASE :

# faurecia

3<sup>rd</sup> largest automotive supplier in the world

In 2015, FAURECIA and Corporate LinX developed an original offer for suppliers: FAURECIA-DIRECT.



## OBJECTIVES :

- Provide Purchasing with a differentiating service to propose to suppliers
- Allow all types of suppliers to access their client workstation online, managed in SAP, for all European factories FAURECIA
- Provide a forecast of net amounts settled according to fixed deadlines
- Offer payment to suppliers at the same rate throughout Europe
- Receive 100% non-recourse settlement receivables from FAURECIA
- Reduce the number of payment delays
- Improve the working capital of the Group's divisions by optimizing internal processes and supplier conditions
- Encourage suppliers to use the online consultation rather than calling accounts payable.

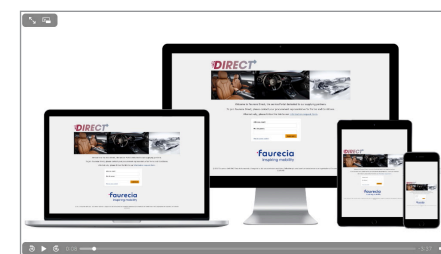
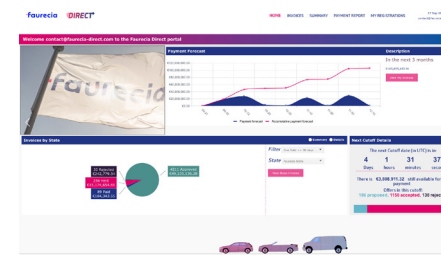
## IMPLEMENTATION :

- Construction of the supplier program by involving teams concerned by the supplier relationship, namely: Purchasing, Accounts Payable, Treasury and SAP teams
- Development of a differentiating offer for the Group's suppliers
- Creation of internal and external marketing materials including small films
- Presentation of the process and the message to be delivered to supplier partners to the purchasing teams
- Update of payment terms and creation of a simplified regulations matrix in SAP
- Marketing campaigns, telephone follow-up and dedicated telephone support for suppliers.



## RECENT INNOVATIONS :

- Maintain a single and competitive rate for European suppliers
- Provide a comparison between other credit and prepayment solutions offered to FAURECIA suppliers.



<https://corporatelinx.com/wp-content/uploads/2018/12/video-PRES-DIRECT.mp4>