



A BETTER WAY TO DO BUSINESS

Savings.

Efficiency.

Social Value.



A BETTER WAY TO DO BUSINESS

Oxygen Finance is a specialist B2B payments business and the leading provider of early payment programmes.

A wholly owned subsidiary of TruFin PLC, we have offices in the UK and North America.

Early payment is the sole focus of our business – not a division or a product line. Our sophisticated technology and expert teams work with both large public and private sector organisations; delivering tangible value to our clients and their suppliers through enhanced payment strategies.

There is a compelling rationale for buyers and suppliers to adopt more progressive payment practices and we are passionate about delivering it.

Beyond technology, our expertise supports customers in two key areas:

- Optimising their purchase-to-pay processes to be effective and highly efficient. A typical council processes 160,000 invoices per annum.
- Maximising supplier participation. On average a participating supplier will be paid 8-22 days early.

This focus ensures we deliver outstanding results for clients time and time again. It's why we're a trusted supplier to both high-profile local authorities and corporate businesses alike.

The
average supplier
is paid 22 days
earlier

Our loyal
customer base
represents £ billions
of spend

Oxygen's Early Payment Programme

Our Early Payment Programmes enable clients to unlock value from their supply chain by offering to pay suppliers ahead of contracted terms in exchange for a pre-agreed discount. Suppliers who agree to join have the discount applied dynamically when the invoice is paid. Importantly, the level of the discount is directly proportional to how early the payment is made, so it is transparent and equitable.

It's a proven, low risk model that customers rely on to deliver real efficiencies and real savings.



Market-leading supplier onboarding that routinely brings over 40% of addressable spend into programmes

Our programmes are buyer-led, putting clients in control and can be live and delivering results in just 12 weeks. The implementation process involves three fully-resourced workstreams:

- Market-leading **supplier onboarding** that routinely brings over 40% of addressable spend into programmes. Our approach means participating suppliers have their invoices paid at the earliest possible point in the process – no portals, no logins, no complications.
- Implementing best-in-class **technology** and a proven and sophisticated rebate engine - allowing us to offer options to suppliers that others simply cannot. It is also ERP system agnostic, allowing 100% of spend to be considered in a client programme and enabling seamless integration - ensuring transactions are processed without manual intervention.
- The **process and change** workstream delivers sustainable P2P process improvements ensuring payment can be made at the earliest point in the process without compromising business controls.

Buyers can put cash balances to work

Suppliers can eradicate financing costs

Our programmes work - giving Oxygen the confidence to invest resources and offer a value-based model, meaning our remuneration is simply a proportion of the savings we actually deliver, aligning Oxygen and our clients' objectives. This gives further reassurance to customers in today's highly cost-conscious climate.

Each customer benefits from a service management team to ensure the programme is continually optimised over the contract term.

What's more, we offer customers a range of reporting capabilities, enabling them to fully explore and interrogate the entire process. These deliver up to the minute data on a range of metrics, from spend and programme numbers to tender and contract data through a series of user-friendly dashboards and reports.

It all adds up to a compelling offer that helps businesses enjoy a better way of trading. Buyers can put cash balances to work, suppliers can eradicate financing costs from prices charged and the effort spent chasing down transactions between parties can be re-focused on what matters most - [doing better business](#).

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Client view

Read what our clients have to say about their Oxygen Early Payment programmes.

“We have a great partnership with Oxygen Finance, they have invested significant resource both at the start of the programme to get us up and running and it has continued during the ongoing service management phase to ensure ongoing success.”

Katherine Fairclough, Chief Executive, Cumbria County Council

“We see this as a win-win scenario. The programme not only opens up a welcome new income stream, but crucially allows us to develop better relationships with suppliers and vastly improved efficiency across our procurement systems.”

Russell Ward, Head of Accounts Payable and Enablement, NHS Wales Shared Services Partnership

“We see this as a win-win scenario”



“Through this programme we have established better relationships with local businesses”

“For the local community, the new income received helps the council to counter funding cuts and protect future growth and development. Social value creation also comes from delivering cash to suppliers, with payments typically being made 20 days earlier than their standard contracted term.

The early payment programme has also helped us to forge stronger relationships with our suppliers and utilise local businesses which aligns with the government’s target of placing a third of procurement spend with small and micro suppliers by 2020.”

Richard Simpson, Executive Director for Resources, Croydon Council

“We have saved £87 million up to 2017 and have a further £15m to save over the next 3 years. As council budgets get tighter, we have to look for ways to innovate and deliver better services for less. This was an ‘outside of the box’ solution – but it is really working for the local economy and for the council. Through this programme we have established better relationships with local businesses – this is the real added value that all local authorities should be looking for.”

Neil Copley, Service Director for Finance, Barnsley Metropolitan Borough Council

Supplier view

“We’re a family-run business and have been working with Bexley, which is our biggest client, for more than twenty years. Labour costs are our biggest outlay and being paid faster means we have the peace of mind that we can pay our contractors on time. Since the programme was introduced, we’ve seen a difference in how quickly we are paid. If I send an invoice on a Monday, it is usually paid by Thursday and that’s enormously helpful when you’re running a small business with high labour costs.”

Bexley Council Supplier

“We have seen added value in receiving early payment to help with cash flow and we have experienced an enhanced working relationship with the accounts team at the Council since we joined. We have an accounts manager for Cumbria County Council who does not have to spend time chasing for payments as we are guaranteed early payment of our invoices. We wholly support this initiative and are delighted to support our customers in this respect.”

Cumbria County Council Supplier

“Being paid faster means we have the peace of mind that we can pay our contractors on time.”

Contact us

To speak to one of our team about our early payment programmes,

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