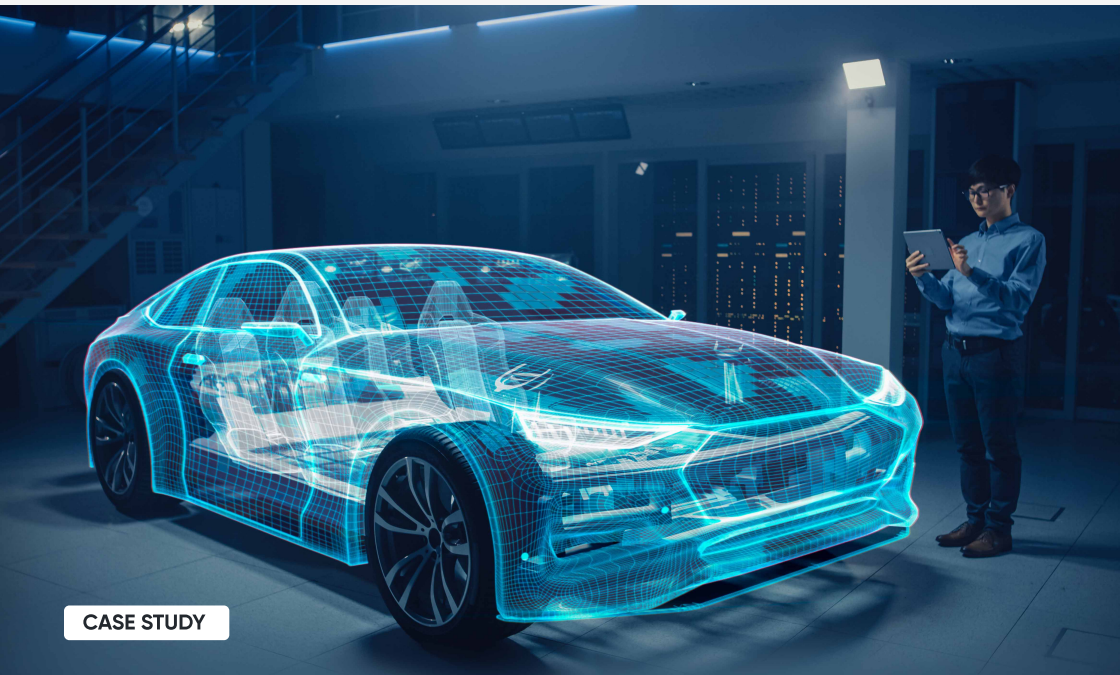


# clear



## CASE STUDY

# How a Major Japanese Automaker Launched a Monthly Discounting Digital Early Payment Program worth ₹100 Cr using Clear Invoice Discounting

A 9% return from large vendors while reducing ₹20 Cr+ worth of spends

## About the company



**Industry**

Automotive



**Product/Services**

Vehicles



**Number of locations**


412 (India)





**Area served**


India & International

## The Impact

 ₹20 Cr+ spend was reduced within 4 weeks of going live, resulting in a 9% return from large vendors

 An additional ₹41 Cr+ monthly discounted potential was locked in 4th-8th week of going live

 Line of sight for ~ ₹100 Cr+ monthly discounting from 8th week onwards


 Annual EBITDA impact of ~ ₹8.5 Cr

## Executive Summary



A major Japanese public multinational conglomerate manufacturer of automobiles, motorcycles, and power equipment, headquartered in Minato, Tokyo, Japan, running operations in India with all technology systems (ERP) controlled by a Japanese parent company.

## Challenge faced:

 An ad-hoc based manual early payment program which was difficult to scale.

## How Clear Helped:



### Customized automated data flow setup:

- Dataflow creation without modifying ERP but ensuring program runs with just 10 minutes of manual intervention per day.



### Digital vendor onboarding & training:

- Digitally onboarding with training support and a dedicated account manager to handle concerns.



### Multiple entry type handling to give transparent view of receivables via vendor portal:

- Reduced follow-up calls to the procurement department by managing adjustment entries while enabling vendors to reconcile net payables.

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