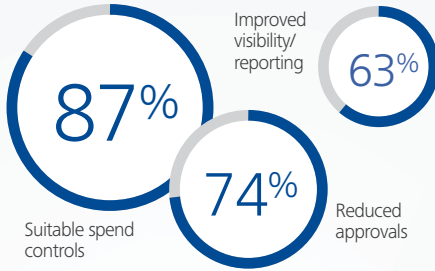


## B2B Payments 2015 Australia and New Zealand Research

### BEST WAY TO PAY...

#### Better

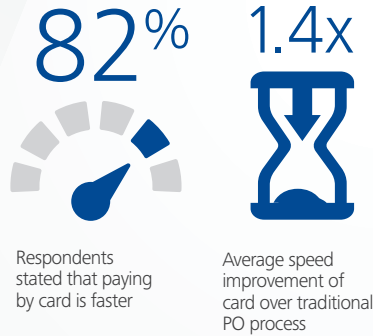
Buyers reported that cards and digital accounts provide:



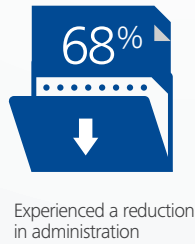
Top three procure-to-pay technologies



#### Faster

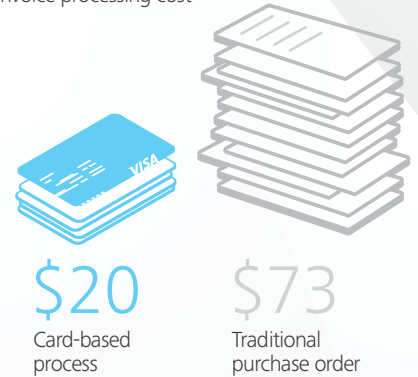


"Cards are a very efficient way to streamline your overall procure-to-pay workflow"



#### Cheaper

Invoice processing cost



"The technology that comes with cards now is incredible. We've seen immediate cost benefits because we have better arrangements with suppliers."

### ...AND BE PAID

#### Better

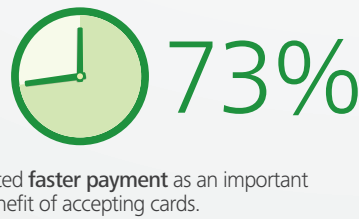
Top benefits of accepting cards (% of accepting respondents)



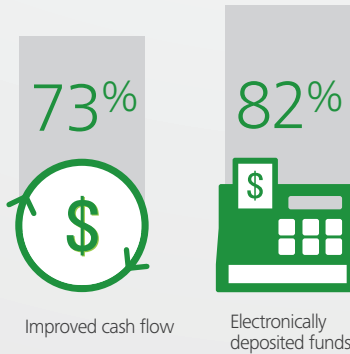
Suppliers stated that accepting cards for B2B payments **increased sales**



#### Faster



Top two reasons for accepting cards



#### Cheaper



"It's great for cash flow and it's great for us: less paperwork, less mistakes in the process, better reporting."

Note: Percentages represent share of survey participants selecting the response.

#### Contact

Richard Miller  
Tel: +61 3 9671 7903  
Email: rimiller@deloitte.com.au