



Introducing

Early Pay by saltare

Early Pay is a unique payment solution that offers a quick and easy way to facilitate early payments. Enabling you to support your suppliers and improve the flow of cash to your entire supply chain in a way that benefits everyone. So you can deliver sustainable economic and social benefits.

How?

Through our ground-breaking digital solution Early Pay. You can provide peace of mind to your suppliers by delivering certainty of payments through automated communications, whilst giving them the option to get paid sooner – in just 3 clicks!

By using Early Pay you can stimulate your local economy, supporting it to level-up through early payment offers to local businesses, helping them to prosper.

What's in it for you?

-  A strong supply chain with improved business relationships
-  Delivery of tangible social impact throughout your supply chain
-  Financial benefits achieved through potential early payment discounts. Plus operational efficiencies as a result of reduced inbound invoice queries
-  Access to new and valuable supply chain data and insights.

What's in it for your Suppliers?

-  Reduced anxiety as a result of certainty of payments
-  Improved cashflow from early payment potential
-  Reduced need to secure alternative funding to support their business
-  No more need to chase payments, freeing them up to focus on customers, like you

The Challenge

Local authorities continue to face significant financial pressures of real term cuts, increasing costs and rises in demand for public services.

With the added pressure to deliver on the National Procurement Strategy, such as fulfilling social value, building greater connections with local suppliers and embracing procurement innovation.

Effective supply chain management and strong supplier relationships have never been more important.

£70bn

Total third-party Spend in 2021 by local government (LGA)

1.3m

Council Invoices paid late each year (CIPS)

440,000

SME's could be forced to close this year due to late payments (FSB)



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How does it work?

Once you've approved an invoice, Early Pay will notify your supplier. You can offer to pay early, and choose whether to apply a discount. Your supplier can accept the offer if they so wish. There's no obligation either way, but your suppliers will have peace of mind of knowing exactly when they'll be paid.

Due to the flexibility of Early Pay, you have the option to prioritise local businesses and choose to provide early payment with no discount. Any discounts applied to other supplier groups can generate additional savings that can then be reinvested into local services.



Achieved through a simple, secure integration with any ERP system and managed via an easy to use Buyers portal, giving you complete control over supplier segmentation and early payment discounts.

Transform the way you pay and contact Saltare today

Arrange a demo today to see just how Early Pay will deliver benefit to your organisation whilst enabling you to generate significant social value, strengthen communities and help local businesses prosper.

Contact the team

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We believe in swifter payments for a better world