Video One:

* PrimeRevenue
  + Supply chain finance
  + Buyers
    - Personalized working capital analysis
    - Prioritization of suppliers to achieve cashflow goals
    - Procurement team support
      * Via supplier-specific messaging and negotiation tools
    - Ample liquidity no matter the size or scale of your business
  + Suppliers
    - Accelerate cash flow as soon as tomorrow
    - Reinvest in your business rather than waiting to get paid
    - Get competitive rates based on your buyers credit score
    - Mitigate risk from extended payment terms
    - Protect against market volatility with multi-funder structure
  + Offers cloud enabled platform to work with buyers and suppliers to free up billions of dollars locked up in supply chains

Video Two:

* Buyer extends a Suppier’s payment terms
  + This extension can strain the relationship and the supplier’s cash flow
  + Buyers can invite the supplier to participate in the SCF program
  + Enables the Supplier to receive payment as soon as the invoice is approved
  + Supplier can take advantage of the Buyer’s high credit rating to get better rates
* Once a supplier agrees to participate in SCF…
  + they submit their invoices to the buyer, just as before
    - (done on platform or elsewhere?)
  + Buyer approves the invoices
  + The invoices are automatically uploaded to a cloud enabled SCF platform
* Within the cloud enabled SCF platform…
  + The supplier has 100% visibility into all accounts receivables with their buyer
  + Supplier can select as many or as few invoices as necessary for receiving early payment
    - None are considered debt or a loan
* Once invoices are selected…
  + The funder processes those requests and delivers early payment to the supplier
    - (as soon as the day after approval)
  + Full amount of invoice minus a small fee is transferred electronically to the supplier’s bank account
* When the invoice have matured at the end of the extended term…
  + Buyer still pays the invoice to whomever its due
* Helps buyers free up cash, helps suppliers get paid early
  + Strengthened relationship between buyer and supplier

Video Three: Impact of COVID on supply chain finance funding

* Increases in the spread that the banks are charging
* Typically 50 basis points
* Based on passing on increased costs that banks are suffering
* Haven’t seen much in way of line reductions
  + In terms of utilized capacity
* We see price increases of 50 basis points, but overall cost of clients on the program has come down in terms of a total rate
  + 3-month LIBOR was 2.8% before crisis to 0.8% today (80 basis points)
  + That 200 basis point reduction more than offsets the 50 basis point average increase so the overall rate has actually come down about 100 to 150 basis points from precrisis to today – Dominic Capolongo EVP, Global Funding at PrimeRevenue

Video Four: Early Payment Program Fuels Supplier Growth

* High degree of flexibility from the supplier side
* Once onboarded, there’s extra incentive to stick with that buyer-supplier relationship
* “cash flow is king”
* Platform allows you to pull money off as soon as you need it
  + Aka PR is custodial

Video Five and Six: Supplier Story, DFDS

* DFDS was running 60 days before that
* DFDS has flexible terms where they pull money out of the platform whenever they need it
  + “If you’re quick, you’ll get it in less than a week”
* Easy to deal with buyers in other countries
* Outgoing costs (fuel for trucks for example) can leave the balance sheet quickly, and often money coming in is slower

Video 7: SCF Today, Why Customers are More Engaged Than Ever

* Matt Doorley, VP Customer Advocacy America
* Global pandemic and destruction of businesses. What are you hearing from clients?
  + Deals with sectors across many industries
  + Who is doing well?
    - Food and beverage retails
    - Their supply chains are operating at near full capacity which is requiring their supply chains to operate at optimal levels
  + Sectors who aren’t doing so well…
    - Automotive, oil & gas
    - Dealing with significant reduction in demand, temporary plant closures which is putting pressure on their supply chains because of the lack of demand or even plants running.
  + BOTH scenarios result in a huge need for liquidity
* Given all liquidity options that large organizations have, why do they choose SCF?
  + Priority and focus on supply chain has increased dramatically
  + Variables that support this…
    - Price:
      * These are very efficient, low-cost programs that can be offered to suppliers
    - Established:
      * programs have been around for a while
      * needs to be stable
      * (aka needs to be trusted)
    - Ease of use:
      * Doesn’t take forever to get access to this liquidity
      * Offering the program and onboarding the suppliers is quick and easy
* Some have hundreds of suppliers, some have thousands of suppliers
  + Joint action plant to execute against this?
    - 3 key things:
      * Improving working capital
        + There’s two levers we’re helping them with:
        + Payables

Help them optimize payment terms and offer an alternative source of liquidity to their suppliers

* + - * + Receivables

Help them put together a portfolio of their customers and putting a receivables finance solution together

* + - * Cost Reduction
        + Customers are focused on improving margin
      * Enhancing, protecting, and sustaining their supply chains
        + Industries are struggling and they’re just trying to figure out ways to help their supply chain survive.
        + We’re trying to get the program out so that those suppliers have another source of liquidity

Video 8: SCF as a Critical Liquidity Tool for Suppliers

* Nyerere-Jamal Richmond: Director of Supplier Engagement Americas
* How are buyers and suppliers responding to the liquidity crisis:
  + From buyers:
    - They’re offering SCF to more of their supply chain
    - They’re even offering it to suppliers without a term extension
      * What this does is give their suppliers access to additional streams of liquidity
  + For Suppliers, we’re seeing multiple changes:
    - When Suppliers are joining the program, they’re far more engaged.
      * They’ve been asking forward thinking questions
      * They’ve been providing the documentation sooner
      * They’re really thinking about how this cash is going to impact their business
    - They’re moving more quickly to take advantage of these programs
    - They’re also using all of the tools available to them
    - They view this as basically a pool of low-cost capital that they can access in a time of need
    - What about suppliers that have been using the programs for years?
      * We have tens of thousands of suppliers and many have been around for several years.
      * They’re using more of the tools that are available to them
      * A lot of suppliers who have been on the system are using our Auto-Advanced feature for the first time
        + They’re setting payments that happen automatically
        + Makes payments SUM and DATE certain
        + They know exactly how much they’ll get paid and when they’re going to receive it
        + Also, they’re using the tool to make sure that invoices are approved in a timely manner

They can look in the system, see when things have been approved, how much has been approved, and if they have a question they can address it with their buyers sooner rather than later

* Can you talk about the magnitude of cashflow that can be unlocked for the suppliers
  + Last year alone (2019), PrimeRevenue processed well over 250 Billion dollars of payments through their system
  + **Normally in any month, 70-80% of the invoices in the system are accelerated**
  + In the month of **March (2020), 93%** of the invoices loaded into our system were accelerated for early payment. That’s a huge increase.

WoCap is a trustless working capital optimization service supported by decentralized lending. The financial operations are built on the Stacks blockchain, powered by Clarity smart contracts, and secured by Bitcoin. In real-world supply chains, businesses of all shapes and sizes consistently have two problems regarding liquidity: getting paid for their services as soon as possible and running low on working capital required to keep operating and growing. Suppliers are willing to take a discount to be paid early, and buyers are willing to pay interest in exchange for extending payment terms. But who provides the capital? And how do the entities all trust each other? These are key questions to understanding why WoCap is a necessary development in the world of supply chain finance. For any business willing to put their Bitcoin holdings to work as collateral, WoCap dramatically simplifies their process of optimizing working capital by making use of properties that are unique to Stacks and Clarity. Today, Banks provide the liquidity after clients have been onboarded and completed legal paperwork. Platforms (such as PrimeRevenue) exist to mediate these relationships and take a fee on top. The business model is the same with WoCap but Banks are not required, smart contracts and collateral remove the need for legal paperwork, and onboarding is much faster. And WoCap is able to capture more demand for this type of product because businesses and lenders of all sizes can participate. Banks will be replaced with decentralized liquidity pools which will offer better terms to buyers and suppliers. The software and smart contracts empower the financial operations on the WoCap platform to transact and operate without trust between entities. As a result, WoCap is able to operate more efficiently, and lower costs to the platform yield better lending/borrowing rates for customers compared to what currently exists today. Here's an example: A buyer wants to extend payment terms. Traditionally, this is done in 30-60-90-120 etc day increments. The buyer can post the total amount due, the date they'd like to extend payment terms until, and a closing date for the contract auction. The platform verifies the collateral is sufficient, and then lets liquidity pools bid against each other for interest rates until auction close. Liquidity pools can be single-users, trustless-automated groups that bid within explicit constraints, or blind-trust groups run by an individual or company.

Adding new lines here to make this a different file for git version testing.