



OXYGEN
FINANCE



STAR Procurement
Meet The Buyer Event
Priority Account Service

24th November 2022

Who are Oxygen?

OXYGEN
FINANCE

Oxygen are the UK's Leading Early Payment provider with early payment programmes across 40+ local authority clients, accelerating payments for over 10,000 suppliers every year.

CLIENTS



SUPPLIERS



Savings. Efficiency. Social Value.

The Challenge



1. 3 in 5 UK SMEs are owed money from late payments
2. 1 in 5 insolvencies are attributed to late payments
3. In October 2022, registered company insolvencies were 38% higher than October 2021, and 32% higher than October 2019

1. Councils are facing a £3.2bn budget shortfall in FY23/24
2. Inflation Rates at 10.1% as of September 2022
3. Increasing pressure for innovation



Forward-thinking Councils such as Rochdale, Stockport, Tameside & Trafford are seeking innovative solutions to support the council and their supplier base.

The Priority Account Service – A WIN – WIN for Councils & Suppliers

Your cash, paid quickly.

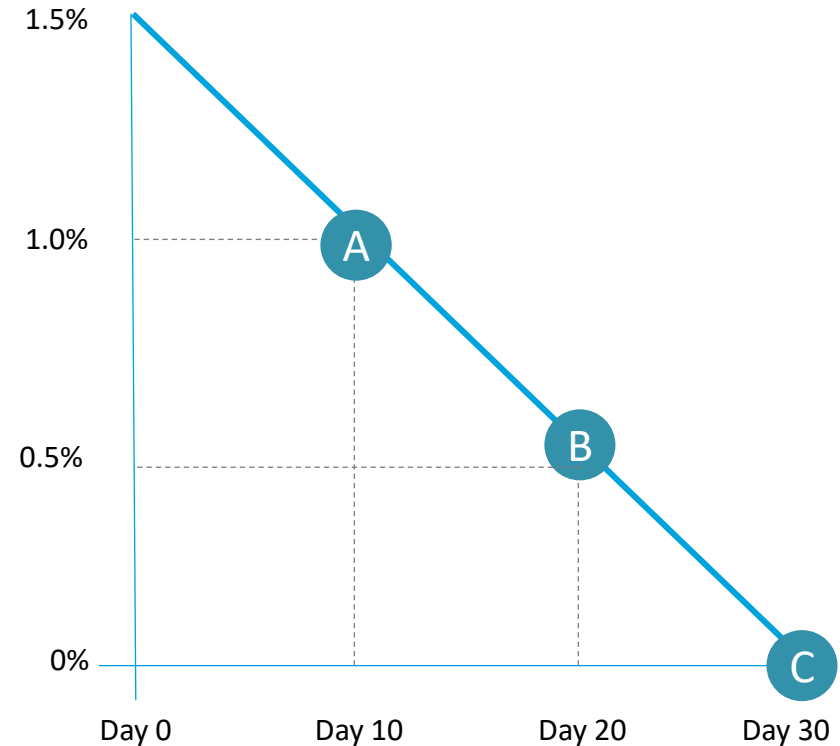
How it Works



Invoices paid early attract a rebate which is dynamically calculated and deducted from the settlement value. Participation by suppliers is solely at their discretion.

E.g. on a £200k invoice with a 30-day term

- A** Payment made on day 10 @ 1% rebate = £2k
- B** Payment made on day 20 @ 0.5% rebate = £1k
- C** Payment made on day 30 @ 0% rebate = £0



Rebates are automatically calculated and deducted with Suppliers invoicing as normal and no additional work for commissioners nor finance.

Benefitting your Cash Flow



The Programme offers a range of benefits, including accelerated payments, dedicated points of contact, and improved query handling.



Faster payment

Fast-tracked invoice processing and dedicated contacts for when you need to get in touch.



Fair and transparent pricing

No sign up or admin costs, just a small percentage fee deducted from each invoice based on how early you are paid.



Fuss-free sign up

Join in 2 minutes, with no extra set up required. Just simple, straightforward, early payment.

How to join

You can become a Priority Account at any point by visiting our microsites, or speaking to one of us. Your Council contacts should also be able to refer you.

Alternatively, when you are bidding for a new contract, STAR will include the option to participate within their tender documents.

Priority Account Service (PAS)

2.1.1 The Council has undertaken a transformation of its payment practices and is seeking to further improve supplier relationships. As a result we are now able to offer the Priority Account Service.

2.1.2 Benefits to your organization are:-

- ✓ Improved cash flow through early receipt
- ✓ Increased process efficiency via e
- ✓ Prioritised processing and query r
- ✓ Enhanced client satisfaction foc

2.1.3 The Council expects our suppliers to protect front line services whilst lea to provide liquidity to our supply d request as well as a sample Supplier

2.1.4 Please note that all suppliers are participate in PAS, if suppliers do no section 6 by completing the relea invalidate a supplier's tender bid

How it works

2.1.5 Our standard contract terms will ren therefore be paid early, a small reb Le, 20 days ahead of contractual ter

2.1.6 However, in reality, the actual paym case the rebate is calculated dynam by which payment is accelerated (th invoice and the date it is paid). The r Please note the payment date is th and not the date on which it arriv Rebate schedule below for further d

2.1.7 Please note that the payment date is and not the date on which it arriv

2.1.8 The successful supplier will be requi awarded the contract at the rate off

2.1.9 The Council reserves the right to re programme according to specific cir

STAR PROCUREMENT

6 PRIORITY ACCOUNT SERVICE

6.1 I/we confirm that I/we have read and understood the terms of participation in the Priority Account Service and appreciate that participation or otherwise in the Programme impacts on the evaluation of quotation submissions.

6.2 Is your organisation an existing participant in the Council's Priority Account Service?

6.3 Response

Yes / No (delete as appropriate)

6.4 Please select one of the following options:

6.5 Response

Option 1
I/We agree to participate in the Priority Account Service and agree to maintain the existing rebate (already agreed and in place with our organisation) for any contract awarded pursuant to this tender exercise (Note: this option is only available to existing programme participants)

Option 2
I/We agree to participate in the Priority Account Service based on the terms of the Supplier Agreement <https://client.oxygen-finance.com/star-sourcing/> and agree to the Daily Rebate Schedule as detailed in the same Supplier Agreement and included in this Request For Quotation.

Option 3
I/We do not wish to participate in the Priority Account Service in relation to any contract awarded pursuant to this tender exercise. (If yes, do not complete the remainder of this section of the Request for Quotation)

(delete the above as appropriate)

6.6 If you have selected Option 1 or 2 above in 6.5, you must complete the **Daily Rebate Schedule that is on page 6 of this Request for Quotation so your pricing score can be determined during the evaluation stage.** The Council may seek to apply the Priority Account Service benefits and an accelerated payment process to all invoices presented by you to the Council, including those not covered by this Request for Quotation. Any requested exceptions will need to be agreed with the Council prior to contract award and must be stated below:

6.7 Response

<Suppliers Response>

IN PARTNERSHIP WITH
ROCHDALE BOROUGH COUNCIL

Features How it works Benefits Comparison FAQs

Get your invoices paid early on the Priority Account Service

Rochdale Borough Council is inviting you to become a member of its fast, fair and fuss-free early payment programme.

Speak to an advisor

Your name:

Your company:

Your phone number:

Request a call

Visit the council microsites:

- <https://www.oxygen-finance.com/client/rochdale/>
- <https://www.oxygen-finance.com/client/stockport/>
- <https://www.oxygen-finance.com/client/trafford/>
- <https://www.oxygen-finance.com/client/tameside/>

Or speak to us today on the Oxygen Finance stand for more information



Thank you for listening.
Any questions?



Disclaimer & Confidentiality Notice

This document is strictly confidential and is provided for the exclusive use of the client and no other party. It is not available to be distributed or circulated to any other party or to be published in any manner in any forum without the express written consent of Oxygen Finance Limited ("Oxygen").

This document has been prepared by Oxygen using sources believed to be reliable and accurate but without further investigation the information contained herein cannot be warranted as to its accuracy or completeness.

The information and opinions in this document are subject to change without notice and it is intended for discussion purposes only. Neither this document nor any other statement (oral or otherwise) made at any time in connection herewith is an offer, invitation or recommendation to enter into any transaction in relation to an Early Payment Programme ("EPP") or any other Oxygen offering as described herein, or any associated direct or indirect internal or external funding thereof.

The client is advised to independently review and/or obtain independent professional advice and draw their own conclusions regarding the economic benefit and risks of EPP and the legal, regulatory, credit, tax and accounting aspects in relation to their

particular circumstances.

Provision of this document to the client does not oblige Oxygen to enter into any transaction. Any offer would be made at a later date and subject to contract, satisfactory documentation and market conditions. Oxygen and its partners (as defined herein) make no representations as to any matter or as to the accuracy or completeness of any statements made herein or made at any time orally or otherwise in connection herewith and all liability (in negligence or otherwise) in respect of any such matters or statements is expressly excluded, except only in the case of fraud or wilful default. Any forecasts and projections provided herein are indicative only as at the dates indicated and do not purport to be anything else and may in particular (but without limitation) be affected by changes in market conditions. Past performance is not indicative of future results.

This disclaimer and confidentiality notice is not intended to override the terms of any Non-Disclosure Agreement, Letter of Engagement, Operational Services Contract or other formal contractual agreement between Oxygen and the client (each a "Contractual Agreement") and in the event of any conflict, such Contractual Agreement shall take precedence.