

*“We pick and choose payments we want early, when we want them – and at a low financing cost that is much, much less expensive than traditional ‘2 10 net 30’ early payment discount schemes. This makes a difference in our collection efforts also, as we don’t have the tracking or the inefficiencies of collection calls”.*

- Stephanie Bice, Accounts Receivable Manager  
Air Liquide Electronics U.S, LP

## CASE STUDY

[www.primerevenue.com](http://www.primerevenue.com)



Present in 72 countries, Air Liquide is a world leader in industrial and medical gases and related services. The Group offers innovative solutions based on constantly enhanced technologies. These solutions, which are consistent with Air Liquide’s commitment to sustainable development, help to protect life and enable our customers to manufacture many indispensable everyday products.

Founded in 1902, Air Liquide has nearly 37,000 employees. Sales in 2006 totaled 10,949 million euros, with sales outside of France accounting for almost 80%. Air Liquide is listed on the Paris stock exchange and is a component of the CAC 40 and Eurostoxx 50 indices.

## CHALLENGE

Air Liquide Electronics US (ALEUS) is a significant strategic supplier to a Fortune 500 global semiconductor manufacturer. Despite an excellent relationship with its customer on the payables front – the customer pays on time and is the company’s largest customer worldwide – Air Liquide sought to increase visibility into its receivables, spot problem invoices sooner, and manage cash flow in a proactive way in order to lower DSO (days sales outstanding).

## SOLUTION

Air Liquide became a supplier on the PrimeRevenue SCF Platform at the invitation of its customer in 2004. Not only was Air Liquide able to view receivables information from its customer immediately upon invoice approval, it was also able to leverage the program’s source of funding to trade receivables for cash in advance of payment maturity.

## RESULTS

As a result of the PrimeRevenue SCF Platform, Air Liquide has achieved significant benefits, including:

- The ability to pull money early in order to meet Air Liquide DSO program objectives locally and at the corporate level.
- The ability to conduct discovery of problem invoices well in advance of intended maturity date in order to resolve and minimize disruption of cash flow.
- The opportunity to accelerate cash receipts in advance of quarter-end or year-end by trading receivables with the customer to meet internal cash requirements.

***For more information, contact us today at [sales@primerevenue.com](mailto:sales@primerevenue.com) or visit us at [www.primerevenue.com](http://www.primerevenue.com) to learn more.***