

## *Joint venture to deliver new financial supply chain services*

**C**OMPANIES seeking to improve the way they manage their working capital and business processes can now turn to TradeCard's patented financial supply chain services. These will be delivered jointly by TradeCard, a financial supply chain service provider, and global IT consulting firm Cap Gemini Ernst & Young. The two firms have signed an agreement to this effect.

The financial supply chain comprises the business processes and data flows which buyers and sellers use to manage and settle their transactions.

According to a Cap Gemini Ernst & Young benchmarking study of 150 companies, the firm believes that automation of the financial supply chain with TradeCard's technology along with targeted business process realignments could save companies 50 to 100 basis points of top-line revenue. Such savings result from better use of working capital, improved risk management, and business-

related costs.

"Cap Gemini Ernst & Young is helping to build the most complex and high-profile B2B marketplaces across the industries worldwide," said Pravesh Mehra, its vice-president. "We are also helping many large enterprise clients with their private marketplace strategy, development, and customer connectivity efforts through our proven Create-Build-Connect methods.

"We sought a financial supply chain solution provider who could help us help our clients. TradeCard fit the bill. Its platform streamlines the procurement-to-payment process and makes the flow of cash and goods more visible. Together, our companies will help create the most efficient financial supply chains for our B2B clients."

TradeCard's platform can be integrated with corporate customers' Enterprise Resource Procurement (ERP) systems, such as Oracle and SAP, or marketplace procurement platforms, such as Commerce

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One and Ariba. It has developed the technology and the method to integrate these systems with TradeCard's platform, quickly and with minimum cost.

"In today's B2B market, goods move through the value chain faster than the flow of cash," said Kurt Cavano, TradeCard's chairman and CEO.

The two companies are working together to connect TradeCard's services to a wide variety of financial institutions, corporate companies and B2B marketplaces. ■