



B2B COMMERCE, REIMAGINED FOR GPOS

Transform your GPO into a B2B commerce *community*



Group Purchasing Organizations (GPOs) are at a crossroads. Traditional fee-based models are being squeezed by supplier disintermediation, shrinking margins, and increasing pressure to deliver more value to both buyers and suppliers. The old approach—relying solely on sourcing and rebates—*is no longer enough*.

Corcentric enables buying groups to modernize embedding payments, automation, and managed services directly into their operations. This evolution turns the GPO into a scalable, fintech-powered ecosystem that delivers measurable value across the entire network—transforming your organization into a future-ready B2B commerce community.

What's driving change

- **Fee Compression:** GPOs are forced to justify fees in an increasingly competitive, price-sensitive market.
- **Supplier Disintermediation:** Suppliers are going direct to buyers, cutting GPOs out of the transaction flow.
- **Revenue Leakage:** Lack of transparency and manual workflows lead to missed dollars and poor compliance.
- **Value Dilution:** Without clear, embedded value, GPOs risk becoming irrelevant.
- **Legacy Systems:** Aging technology makes it difficult to automate, measure, and scale.

Why GPOs are transforming with Corcentric

Corcentric goes beyond tech—we become your strategic partner in redefining how your GPO delivers value.

- **Strategic Revenue Enablement** — Move beyond fee dependence and monetize the full transaction lifecycle.
- **Supplier-Centric Innovation** — Improve supplier retention with faster payments, simplified onboarding, and guaranteed cash flow.
- **Member Experience at Scale** — Deliver seamless compliance, faster onboarding, and more efficient transactions.
- **Digitized AR Infrastructure** — Gain real-time visibility, automated workflows, and integrated payment capabilities.
- **Expert-Led Transformation** — Our technology is backed by experienced advisors and white-glove services.
- **Commerce Community Enablement** — We help GPOs evolve into comprehensive B2B commerce communities that drive long-term ecosystem value.

The Corcentric advantage

1. **Monetize Every Transaction**
Embed value directly into the transaction flow and unlock new, recurring revenue streams.
2. **Deepen Supplier Relationships**
Eliminate credit risk, accelerate payments, and streamline disputes to become a partner of choice.
3. **Enhance Member Loyalty**
Simplify onboarding and compliance, making it easier for members to engage—and stay.
4. **Digitize AR Operations**
Replace manual work with automated invoicing, real-time analytics, and scalable infrastructure.
5. **Build a Future-Ready GPO Model**
Transition from intermediary to indispensable ecosystem enabler.

What this means for...

- **CEOs** — Future-proofs your GPO model with embedded revenue streams and stronger supplier retention—moving beyond price-based relevance.
- **CFOs** — Delivers predictable cash flow, eliminates bad debt risk, and provides real-time financial visibility across the transaction lifecycle.
- **Supplier Partners** — Accelerates payments, simplifies onboarding, and guarantees revenue through a fully managed, risk-free buyer network.



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Supplier value snapshot

- Accelerated Sales Support
- Always-On Marketing Exposure
- Strategic Growth Collaboration
- White-Glove Member Onboarding
- Simplified Credit Management
- Custom-Tailored Invoicing
- Streamlined Exception Resolution
- Guaranteed, On-Time Payments
- Zero Risk of Bad Debt
- End-to-End Collections Management

How it works

Corcentric combines software, payments, and managed services to modernize your entire buying group ecosystem. From invoicing and collections to credit, compliance, and supplier engagement—we help GPOs operate smarter, faster, and with greater transparency.



Reimagining the revenue model for modern GPOs

From fees to fintech: transform every transaction into value

- 1. Embedded onboarding:** Start with seamless supplier and member integration. Corcentric handles credit decisions, system setup, and invoicing preferences.
OUTCOME: Higher engagement, faster ramp-up, fewer manual headaches.
- 2. Automated invoicing & compliance:** Manual AR? Gone. Our system digitizes invoice workflows, tailors delivery formats, and ensures program compliance is baked in.
OUTCOME: Reduced revenue leakage, real-time visibility, and audit-ready accuracy.
- 3. Guaranteed payments:** Suppliers get paid on a fixed schedule, Corcentric underwrites the risk, so the transaction cycle becomes a revenue certainty.
OUTCOME: Predictable cash flow and zero bad debt—without adding internal risk.
- 4. Dynamic collections & dispute management:** Corcentric manages exceptions with a brand-sensitive, fully visible workflow—resolving issues quickly and protecting relationships.
OUTCOME: Improved DSO, less friction, and healthier supplier/member ties.
- 5. Transaction-level monetization:** Corcentric unlocks new revenue streams by embedding payments, services, and digital tools into the core of your operation, creating value at every step.
OUTCOME: Reduced dependence on traditional fees and stronger enterprise valuation.

Get *peace of mind.*

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ABOUT CORCENTRIC

Corcentric is a leading global provider of best-in-class procurement and finance solutions. We offer a unique combination of technology and payment solutions complemented by robust advisory and managed services. Corcentric reduces stress and increases savings for procurement and finance business leaders by forming a strategic partnership to diagnose pain points and deliver tailor-made solutions for their unique challenges. For more than two decades, we've been a trusted partner who delivers proven results. To learn more, please visit www.corcentric.com.