



Razor Global Payment Collections

Global Payment Collection Made Easy

“Trade Technologies provides a common platform that unifies all parties to the transaction while going the extra mile to keep things on track”

- Dee Howley
Credit Manager
Razor LLC

Executive Summary

Since 2007, Trade Technologies has provided unique and cost effective business process outsourced services and cutting-edge technology to enable Razor USA to digitally bill, and securely collect, international receivables.

Trade Technologies manages the entire document supply chain from Razor’s suppliers to its buyers under letters of credit, direct import, collections and open account transactions. Trade Technologies has reduced Razor’s risk and transaction costs while accelerating collections and providing visibility, predictability and control to a complex financial supply chain.

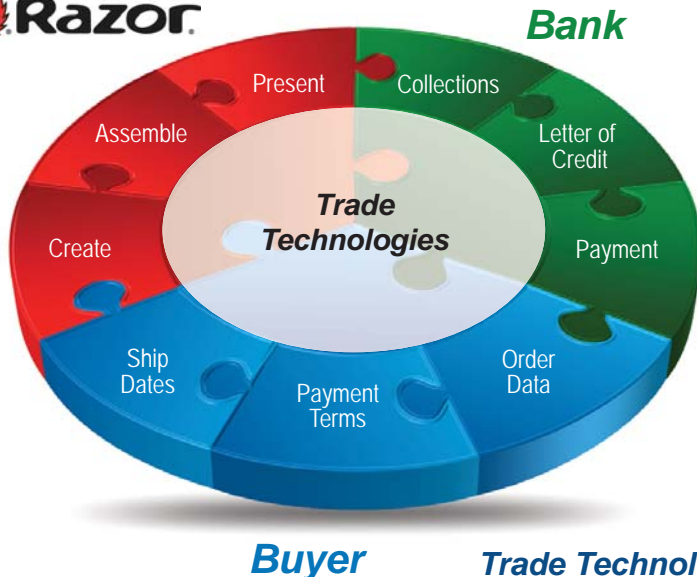
Razor is a leading global provider of scooters and wheeled sporting goods. Razor sells its products globally under a variety of payment structures including open account, retailer direct import, direct collections and traditional letters of credit.

In most cases, Razor is sourcing its products from one or more third party suppliers across Asia. These suppliers are shipping final products directly to Razor’s retailers and other buyers in 26 countries. Each of these buyers has its own unique document and other requirements for import and payment purposes. Supplier documents need to be collected and delivered to Razor, replaced with compliant Razor documents that can be securely and quickly sent to buyers or banks for payment. This complex process is usually fraught with inefficiencies, errors, paper documents and unpredictable delays in payment.

Trade Technologies has offices in Atlanta, Austin, Boston, Chicago, Hong Kong, Houston, Istanbul, London, Los Angeles, New York, San Francisco, Seattle and Singapore.

sales@tradetechnologies.com | www.tradetechnologies.com

Tel: 512.327.9996



Trade Technologies Provides:
Fully Managed Document Process
Digital Document Exchange
Real Time Collaboration
Visibility, Predictability and Control

Solution

For the last ten years, Razor has relied on Trade Technologies unique combination of industry-leading outsourced services and patented software solutions to manage, accelerate and digitize the billing process to its customers. Trade Technologies trade professionals in Asia manage the entire process from supplier to buyer in real time utilizing the Trade Technologies patented TradeSharp software and process.

The Trade Technologies Solution:

- Automates the creation of trade documents for letter of credit and open account transactions;
- Connects with factories/suppliers to assure receipt of timely and accurate documents;
- Digitizes document delivery to banks and buyers via secure web portal;
- Enables real time visibility, control and predictability of payment to Razor; and
- Delivers accelerated payment, reduced errors and lower transaction costs.

Solution Provider - Trade Technologies

Trade Technologies' provides web-based technology and professional staff on the ground in Asia to manage the process for complying with multiple buyers requirements

Business Challenge

Coordinate multiple retailers' / buyers' document templates and delivery requirements with United States based staff and Asia based agents and suppliers, reducing errors and speeding payment receipt.

Value Achieved

- Compliance with retailer / buyer open accounts and letter of credit instructions.
- Shipping windows are met and penalties are avoided.
- Business partners improve coordination.
- Visibility into transaction status and history is available 24/7.
- Payment accelerated and cash management made predictable.

Customer Benefits ROI

- Days Sales Outstanding (DSO) from cargo delivery to payment has been reduced
- Errors and Penalties reduced
- Courier costs reduced
- Employee costs reduced

No matter what it takes, regardless of payment terms, Trade Technologies keeps the Razor payment collection wheels on track. For over ten years, Trade Technologies consistently delivers document turn-around from shipment to presentation in two weeks or less.

The Future

Trade Technologies has recently released a new version of its patented TradeSharp cloud software to extend the functionality and automation of this three party export process including:

- Customized workflow management for supplier documents through a supplier portal.
- Automated workflow and document templates based on country, buyer and product requirements.
- Automated creation of exporter documents.
- Instant and secure digital delivery of draft and final documents to buyers and banks.

Trade Technologies has offices in Atlanta, Austin, Boston, Chicago, Hong Kong, Houston, Istanbul, London, Los Angeles, New York, San Francisco, Seattle and Singapore.

sales@tradetechnologies.com | www.tradetechnologies.com

Tel: 512.327.9996