



### GET PAID EARLIER

[www.ap.jnj.com](http://www.ap.jnj.com)

#### DYNAMIC DISCOUNTING OPTION

##### What is dynamic discounting?

Dynamic Discounting is a process which allows Suppliers of commercial goods and services to dynamically change the payment terms of a specific invoice to accelerate payments based on a sliding scale discount.

In order for an invoice to qualify for dynamic discounting, it must be **aging to terms** (no holds, blocks, mismatches or credit balances).

Please be aware that Dynamic Discounting is not available for non-invoicing payees (check reqs, utilities, etc.), any foreign bank based payments, or taxing authorities.

##### What are the benefits of discounted payments?

- ✓ Option to get paid earlier
- ✓ Flexibility of accepting discounts on **one or all aging invoices**
- ✓ Control timing of payment based on cash flow needs.

##### Am I eligible to apply dynamic discounts if I am already set up with one of JJSI's early payment terms?

Yes, suppliers who are set up with JJSI's standard early payment options are eligible to select dynamic discounting at any time in their payment cycle, as long as their invoices are **aging to terms**. Early payment terms will not apply to invoices which are selected for Dynamic Discounting.

##### Dynamic Discounting vs. Permanent Dynamic Discounting

Dynamic Discounting is applied to individual invoices that are free for payment and are chosen by the payee via the portal. Permanent Dynamic Discounting is a standard early payment term option and is systematically applied to all invoices.

##### How do I select an invoice to be paid with a dynamic discount?

1. Log into the AP Supplier Portal [www.ap.jnj.com](http://www.ap.jnj.com).
2. Select "Search Payment Information" under the Payment Status Tab.
3. To search for all eligible invoices, select "Check All", ensure invoice status is "Aging to terms" and select an Invoice Date Range, Click **Submit**.
4. Click on "Pay Now" to select an invoice for Dynamic Discounting.
5. Verify your contact information on the Dynamic Discounting agreement.
6. Input the system allowable discount amount (no special characters or commas) indicated in point 1 into the text box in point 2, Click **"I Agree"**.

#### EARLY PAYMENT TERMS OPTIONS

##### What are the standard early payment terms options?

Johnson & Johnson Services, Inc.'s (JJSI) payment terms policy is to pay all invoices at net 60 days. As an alternative to the 60 day payment term, JJSI AP offers four standard early payment options:

- ✓ **2.85% 10, net 60 or**
- ✓ **2% 25, net 60 or**
- ✓ **.75% 45, net 60 or**
- ✓ **Permanent Dynamic Discounting**

##### How do I enroll in one of the standard discounted payment term options?

To enroll in one of the standard discount payment terms, which will be applied to all payments (not applicable to PO's created prior to the updated payment terms), please contact your Buyer or

- (US based JJSI Affiliate) -
- (877) 557-4487 or
- (732) 524-1154
- (Canadian based JJSS Affiliate) - (416) 382-4848 or
- (866) 661-6647; e-mail:
- VendorRelations@joica.jnj.com

