

Benefits for Suppliers

Having suppliers who are committed, enabled and comfortable with a marketplace is vital to securing the benefits for its customers. Zanzibar lowers the barriers for suppliers to trade electronically with their government customers.

- **Free to Suppliers:** There are no charges to suppliers for connecting to Zanzibar. We believe that this is vital, particularly for smaller and newer businesses giving them a fair opportunity to put their goods and services in the public sector shop window on an equal footing with larger and more established suppliers. For many suppliers, Zanzibar has opened the door to electronic trading for the first time by offering a 'no barrier to entry' easy to use solution at no cost.
- **Single Entry, Multiple Use:** A supplier need only register and be set up once on the system. This reduces their selling costs whilst allowing them to reach a much wider audience.
- **Faster Order to Payment Time:** Using Zanzibar means that suppliers can be paid on or before payment terms. This is a major benefit to both suppliers and buyers in meeting their prompt payment obligations. When all stages of the process are fully automated, suppliers simply 'flip' incoming orders into electronic invoices which are received by the customers immediately. Suppliers can be confident that their invoices can't get lost in transit and can enjoy settlement faster than ever before.