Each job brings suppliers you may never use again. Each one still costs a full year of upkeep.

Keep your regular wholesalers and subcontractors in your ERP. The rarely used suppliers of each job go through Fintrava, so you keep one supplier record instead of many. Your approvals stay with you.



EUR 1,800

a year to keep one supplier in the ERP, system cost only. Team admin comes on top and is much higher.

Source: Fintrava working figure, 2026

45%

of maintenance purchase orders came from a long tail holding 20% of MRO spend

Source: BCG, 2016

about 73%

of Belgian installers' turnover goes to purchases of goods and services

Source: Eurostat, 2022

WHAT IT MEANS FOR EACH ROLE

CEO or owner. Every supplier in your ERP costs money each year. Count the ones you hardly use, with your own data.

Purchasing. You choose which suppliers and categories go through Fintrava. Core buying stays with you.

Commercial. A new project often means new suppliers. Their set-up and follow-up can go through Fintrava, and your clients do not deal with it.

Accounts payable. You keep one supplier record for Fintrava instead of one for every rarely used supplier. How it invoices you is agreed per customer.

CFO or finance. A supplier costs about **EUR 1,800** a year in ERP cost before your team's admin[1], which comes on top and costs more. Fees are agreed upfront.

Operations. Rarely used suppliers for a project are bought through Fintrava, already set up as your supplier. Follow-up and returns have an agreed owner.

Site manager. You still get approval from the authorised role before anything is ordered, and you can see where each order stands.

HOW IT WORKS

1. **Understand** the need and the budget holder
2. **Offer** a quote with scope and who does what
3. **Approve** by your authorised role
4. **Coordinate** follow-up and delivery
5. **Reconcile** invoices matched, costs allocated

CHECK YOUR OWN NUMBERS

Count your active suppliers and how many send 3 invoices a year or fewer. Multiply them by what one supplier costs you a year, the ERP cost plus your team's time.

NEXT STEP

- Ask for the white paper. It has the figures behind this page with their sources, and a worksheet for your own data.
- Or walk us through one recent purchase from a supplier you hardly use. We will tell you plainly whether Fintrava fits.



Sources: **1** Fintrava working figure, ERP cost per supplier record, 2026 ; **2** BCG, More Than Spare Change: Capturing the MRO Advantage (Nov 2016), 2016, boston-consulting-group-brightspot.s3.amazonaws.com; **3** Eurostat, Structural business statistics, 2022, ec.europa.eu. Studies quoted with source and year; no figure here is a Fintrava result.