



常见问题解答

付款、汇款通知及现金折扣

问：为何我会收到来自 Apple 的付款？

答：Apple 的记录显示，有尚未支付给您的应付款项。有关更多信息，请参阅汇款通知正文中的详细内容。

问：我们的其他款项何时能得到支付？

答：款项将按照 Apple 所签发的采购订单中商定的支付条款进行支付。如果您的记录显示有逾期款项未付，请联系应付账款部门。

问：我该如何联系应付账款部门？

答：请发送电子邮件到位于付款通知底部的 Accounts Payable 电子邮件地址。

问：我该怎样更改我的邮寄地址或电子邮件地址？

答：请发送邮件到通过汇款通知中显示的Accounts Payable的邮箱。

问：我该如何解读汇款通知中包含的日期？它和我们的记录有所不符。

答：该日期的格式为“日/月/年”，例如：7-4-2016 表示 2016 年 4 月 7 日。

问：记录标题中的“文件编号”和“收款人号”是什么？

答：文件编号是该款项的 Apple 内部编号，收款人号是您公司在 Apple 的编号。如果要联系 Accounts Payable 进行查询，请附上这两个编号，以便我们准确处理您的问题。您可以在汇款通知的底部找到供查询所用的电子邮件地址。

问：要向 Apple 提交发票，最可靠的方法是什么？

答：如果你所在的国家允许，通常电子发票是向 Apple 提交发票并加速付款流程最快捷高效的方法。请发送邮件至汇款通知提供的Accounts Payable的邮箱来确认最适合您的提交方式。如要设置电子发票，请联系：http://www.tungsten-network.com/apple_new/。关于开票的说明，请详见采购订单。

现金折扣

问：为什么我实际收到的付款少于提交给 Apple 的发票金额？

答：付款金额有所差异的常见原因与提前付款现金折扣条款或扣税有关。

问：我的帐单显示存在折扣金额。我该如何确认此支付款项的折扣金额是正确的？

答：贵公司的合同及/或由Apple 签发的采购订单中包含有基于付款条款的商定现金折扣金额。首先，请确认贵公司与 Apple 就该汇款通知中所包含的发票订立了哪些付款条款。贵公司和 Apple 之间可能签署了不止一份合同，尤其是当 Apple 内部的不同部门均从贵公司购买产品或服务时。

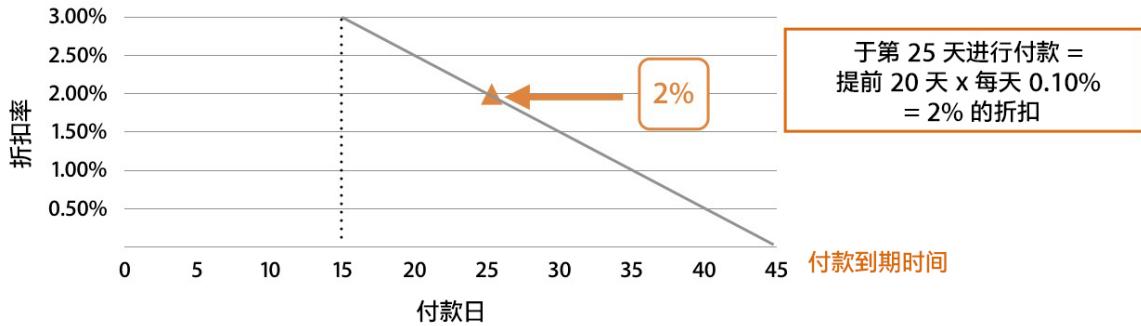
最常见的折扣条款是，如在15 天内完成付款，折扣率为 3%；否则，款项将在第45 天支付。如果您的折扣金额经计算并非发票金额的 3%，则贵公司可能与 Apple 签订了动态付款条款 (DPT) 协议。

当在15 天内付款时，标准 DPT 采用 3% 的折扣率，即比到期付款日（第 45 天）提前了 30 天。这相当于每天百分之零点一 (0.10%) 的折扣额度。在第 15 天后到第 45 天之前这段时间中发生的付款，其折扣率按照实际付款提前的天数乘以百分之零点一 (0.10%) 计算。

下图展示了 DPT 对早于 45 天付款期限支付的发票所用折扣率的算法。本范例假设付款于第 25 天进行，即时间较原本的 45 天付款期限提前了 20 天。在这个范例中，DPT 折扣额度为百分之二 (2.00%)，即为 20 天乘以每天 0.10% 的基准。

动态付款条款示例

第 15 天（含）之前折扣为 3%，逐日递减至第 45 天（付款到期时间）。



问：我公司目前没有与 Apple 签订提前付款条款。要将我们的付款条款变更为动态付款条款，我们应当与谁联系并咨询相应事宜？

答：请与 EarlyPayments@apple.com 联系，以对您现有的或新签订的合同和/或采购订单进行更新，纳入动态付款条款。



Frequently Asked Questions and Answers

Payments, Payment Advices and Invoice Discounting

Q: Why am I receiving a payment from Apple?

A: Apple's records indicate a payment was due to you. Please refer to the details in the body of the payment advice for additional information.

Q: When will our other invoices be paid?

A: Invoices are paid in accordance with the negotiated payment terms found in the purchase order issued by Apple. If your records indicate that an invoice is overdue, please contact Accounts Payable.

Q: How do I contact Accounts Payable?

A: Send an email to the Accounts Payable email address located at the bottom of the payment advice.

Q: How do I change my mailing or email address?

A: Send an email to the Accounts Payable email address noted on the payment advice.

Q: How do I interpret the date contained in the payment advice? It does not match our records.

A: The date is in dd/mm/yyyy (day-month-year), e.g. 7-4-2016 is April 7, 2016.

Q: What are the "document" and "vendor numbers" in the header of the payment advice?

A: The document number is the internal Apple reference for this payment advice and the vendor number is your account number with Apple. If you contact Accounts Payable with a query, **please reference both of these numbers** so your inquiry may be accurately addressed. The email for Accounts Payable queries can be found at the bottom of the payment advice.

Q: What is the most reliable way to submit invoices to Apple?

A: e-Invoicing is generally the fastest, most efficient way to submit invoices to Apple and to expedite the payment process if it is permitted by your country. Send an email to the Accounts Payable email address located at the bottom of the payment advice to confirm the best approach for your account. To set up e-invoicing, contact http://www.tungsten-network.com/apple_new/. For invoicing instructions, see the purchase order.

Invoice Discounting

Q: Why am I being paid less than the amount on my invoice to Apple?

A: Common reasons for payment differences are related to early payment discount terms or taxes.

Q: My invoice shows a discount amount. How can I confirm that the correct discount amount has been applied to this payment?

A: Your company's contract(s) and/or purchase order(s) from Apple contain the agreed upon payment terms. Begin by confirming what the payment terms are between your company and Apple for the invoices included in this payment advice. You may have more than one contract between your company and Apple, particularly if different organizations within Apple are buying goods or services from your company.

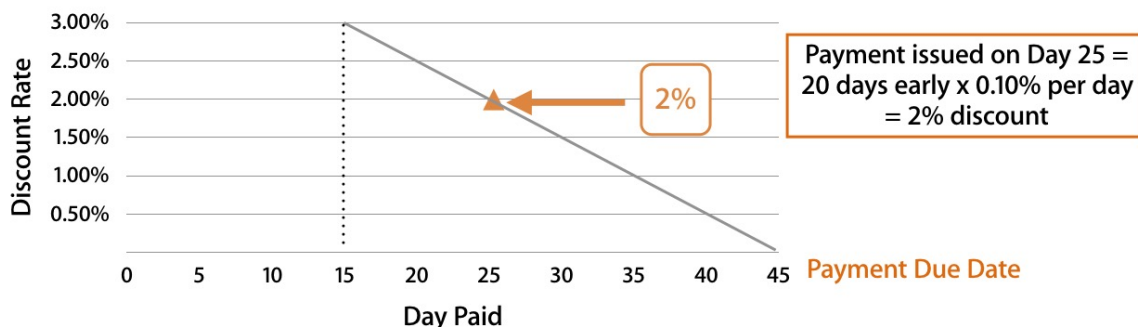
The most common discount term is 3% when paid within 15 days, otherwise, the payment is made at day 45. If your discount does not calculate to be 3% of the invoice amount, your company may have a dynamic payment term (DPT) agreement with Apple.

The standard DPT applies a 3% discount when paid within 15 days, which is 30 days earlier than the due date (day 45). This equates to a discount of one-tenth of one percent (0.10%) per day. Payments made after the 15th day and before the 45th day are discounted at one-tenth of one percent (0.10%) times the number of days that the payment is made early.

Below is an illustration of how the DPT calculation applies for an invoice that is paid earlier than the net 45 payment due date. This example assumes that the payment is made on the twenty-fifth (25th) day, which is twenty (20) days earlier than the original net 45 payment due date. In this example, the amount of the DPT discount is two percent (2.00%), which is twenty (20) days multiplied by 0.10% per day.

Dynamic Payment Term Example

3% discount by Day 15, sliding daily to Day 45 (Payment Due Date)



Q: My company does not currently have early payment terms with Apple. Who can we contact to inquire about changing our payment terms to a dynamic payment term?

A: Please contact EarlyPayments@apple.com to update your existing or new contract(s) and/or purchase order(s) to include dynamic payment terms.