

# 7 FANTASTIC BENEFITS OF TRANSFORMING ACCOUNTS RECEIVABLE

Digital transformation of accounts receivable (AR) sounds like a multi-year, multi-million-dollar and change management-intensive process. **Here's the good news: No, it doesn't have to be such a heavy lift.**

When you connect your existing ERP systems, whether SAP, Oracle, Microsoft Dynamics, or Infor, to our Order2Cash platform via an API, you get straight-through processes, real-time data, and powerful functionality that can be a game-changer for your business. **Here's why you should make the move now.**

1

## It's easier than you think it is.

Yes, implementing your ERP system took nearly two years.<sup>1</sup> That's why your accounts receivable team will be delighted to know that they can get a complete order-to-cash process simply by connecting your ERP platform to the SaaS Order2Cash platform via an API, getting you online within weeks or months.

2

## Get faster ROI.

Your current ERP platform took 1-2.5 years to deliver ROI (if at all),<sup>2</sup> has a cost of ownership exceeding \$2M annually,<sup>3</sup> and is typically an on-premises solution. Why double-down on customizations and maintenance, when you can get a best-of-breed solution that integrates directly into your ERP system, enabling you to automate processes fast and easily. Since Order2Cash is a SaaS solution, the price is a fraction of an ERP customization. You'll receive ROI within 1-3 months and your savings will continue to grow as you move more of your customers and business online.

Imagine driving down invoicing costs down to \$5.50 per invoice,<sup>4</sup> decreasing credit card processing fees by enriching data, and ending the vicious cycle of high operational costs for maintaining customized ERP systems. It's all possible with order-to-cash.

3

## Improve your cashflow.

Much of your business is digital, yet manual processes, errors, and paper-based invoicing and payments extend day sales outstanding and make invoice and payment reconciliation a challenge. Move these processes online and eliminate 6 days from the average 61 days it takes

you from the time the electronic invoice is posted to the time you clear payments.<sup>5</sup> You'll receive alerts on payment exceptions, allowing you to address them swiftly. Finally, eliminate any customer debates over lost invoices or "the check is in the mail" issues by monitoring who has received and opened emails.

Companies that automate AR are 2.3X as likely to have on-time delivery, inventory, day sales outstanding (DSO), profitability, and cash positions measured as transactions occur than those who use manual processes.<sup>6</sup>

4

## Deliver a digital customer experience.

Your customers want to digitize accounts payable (AP) processes to cut costs and speed processes which is why they are implementing payment portals (P2P) of their own. A recent credit survey found that suppliers who don't have e-invoicing capabilities are entering data into an average of 12 portals.<sup>7</sup> This trend could explode your AR team's workload, increasing the opportunity for delays and errors. Connect directly to your customers via the Order2Cash API and empower your team to manage AR in real-time, answer customer questions, and resolve exceptions and issues.

5

## Manage your business in real-time:

In this market, digital leaders outpace laggards by eliminating choke points with current processes, accelerating time to value, and making it easy and exciting to work with them. Your online Order2Cash platform can be part of your value proposition: onboarding partners and customers with digital contracts and purchase orders, accelerating invoices and payments, and managing exceptions and credit issues proactively.

6

## Reduce business and credit risk.

Rising interest rates and the increasing gap between digital leaders and laggards will almost certainly place stress on fragile companies over the coming years. Consider Amazon: It is competing against companies in industries ranging from books and games; apparel, footwear, and toys; to appliances; logistics; and postal services, among others. Suppliers to the latest casualty, Toys"R"Us, likely face considerable losses with the company's bankruptcy if they didn't decrease exposure early on. Manage your customers' credit profiles carefully, even transaction to transaction, if necessary with real-time credit management and integrated payment and collections.

Companies that automate AR are 2.9X as likely to set credit limits based on customer risk profiles and 6.8X as likely to have predictive models for non-payment to reduce their credit risk reducing the potential for default or delinquent payment.<sup>8</sup>

7

## Get ready to go cloud-first.

On-premises ERP systems, manual processes, and print and mail invoices will soon be a thing of the past. i-ERP (intelligent ERP) systems are here. When connected to best-of-breed systems like order-to-cash, they can become powerful systems of intelligence. Enterprises benefit by being able to analyze vast amounts of data; get smarter with machine learning; fuel autonomous action with AI; and continuously improve processes, products, and services. These newest ERP systems will have an assistive and conversational UX, making it easier for employees to do their jobs. IDC predicts that by 2020, 2 in 5 enterprises will have at least 60% of their ERP systems in the public cloud.<sup>9</sup> **Are you ready to go digital?**

**Capture 7 fantastic benefits of transforming accounts receivable.**

**Start today.**

# Global Finance Gains Speed: B2B Leader Adopts 1 Solution for All of Its AR Processes

*This leading B2B company realized that it needed a new approach for handling invoicing and payments. The company had a decentralized approach to invoicing, meaning that it had low visibility into what was happening country-by-country, and each local AR function handled invoice flows on SAP independently. In addition, B2G and B2B mandates were increasing business pressures. In the U.S. alone, AR staff entered invoicing data into 11 different portals, and the number was certain to grow.*

*The B2B leader is creating a single order-to-cash process globally, harmonizing all invoices, templates, distribution, formats, and queries on a single platform. The solution is live in 10 countries and will be scaled up to all entities globally. As an added bonus, the B2B leader can accept credit card payments of up to \$1M, while reducing interchange processing fees by \$1M annually by providing Level 3 PCI-compliant data. The company uses the Order2Cash platform to connect internal stakeholders to a world of customers in multiple countries with just 1 turnkey solution.*



## About Order2Cash

Order2Cash offers B2B companies flawless integration of the entire AR process, across the enterprise and around the globe. We have the world's only true end-to-end solution for credit scoring, online contract and document signing, e-invoicing, payment processing, credit management and legally compliant document storage. **All processes. One platform.**

Designed from the bottom up for managing and accelerating your order to cash processes, our online platform integrates with over 700 ERP systems and complies with all EU and other international VAT/TAX and invoicing requirements. For more information, visit [www.order2cash.com](http://www.order2cash.com)

1. *Clash of the Titans: An Independent Comparison of SAP, Oracle, Microsoft Dynamics and Infor*, Panorama Consulting, 2017, page 9, 21, [http://go.panorama-consulting.com/rs/603-UJX-107/images/Clash-of-the-Titans-2017.pdf?mkt\\_tok=eyJpIjoiWTJWaU16QmlaVFUzOTRoaylsInQiOiIweGU4bDpYIzFeUqVxk6WWI2RWJUSUkzR25qM29mb2p2Y0c1K3NK-SW5laEp2dXBFG1VSvklKjZreFFicVQ4eWpJkzZTdjAzN0ZNVGFrRzBZUG84Uj](http://go.panorama-consulting.com/rs/603-UJX-107/images/Clash-of-the-Titans-2017.pdf?mkt_tok=eyJpIjoiWTJWaU16QmlaVFUzOTRoaylsInQiOiIweGU4bDpYIzFeUqVxk6WWI2RWJUSUkzR25qM29mb2p2Y0c1K3NK-SW5laEp2dXBFG1VSvklKjZreFFicVQ4eWpJkzZTdjAzN0ZNVGFrRzBZUG84Uj).

2. Ibid, page 21.

3. Ibid.

4. *2017 Business Case E-Invoicing / E-Billing*, Billentis, page 15, <http://www.billentis.com/e-invoicing-businesscase.pdf>. Assumes 60% to 80% customer adoption of e-invoicing processes. Euros converted to US dollars.

5. *Payment Practices Barometer Americas 2017*, Atradius Collections, <https://atradius.us/reports/payment-practices-barometer-americas-2017.html>. eInvoicing Basics, "eInvoicing Basics Website, [www.einvoicingbasics.co.uk/benefits-of-einvoicing/supplier-benefits](http://www.einvoicingbasics.co.uk/benefits-of-einvoicing/supplier-benefits). Time savings of 6 days is achieved by reducing 4 days from day sales outstanding and 2 days from payment clearing.

6. Keir Walker, *The Benefits of Automated Accounts Receivable Solutions in 2017*, Aberdeen, June 2017, page 4, <http://www.aberdeen.com/research/16509/16509-RR-AR-2017-Automation.aspx/content.aspx>.

7. David Schmidt, "Credit Today Benchmarking Survey on AP Invoice Portals," November 29, 2017, <https://www.credittoday.net/members/login.cfm?hpage=Credit-Today-Benchmarking-Survey-on-AP-Invoice-Portals.cfm>.

8. Keir Walker, *The Benefits of Automated Accounts Receivable Solutions in 2017*, Ibid, page 6.

9. *Four Ways Intelligent ERP Applications Deliver Value to Your Organization*, White Paper, IDC, page 4, undated, <https://www.idc.com/promo/thirdplatform/RESOURCES/ATTACHMENTS/ierp-book1.pdf>.