order2cash

SOAR, DON'T STUMBLE:
HOW TO MAKE YOUR ERP FLEXIBLE AND NIMBLE

Pity the poor enterprise resource planning (ERP) solution. Once heralded as the workhorse of industry, **ERP systems are now widely seen as stumbling blocks to digital transformation**. ERP systems provide great functionality, but they are complex, costly, and slow at a time that customers are demanding digital processes and the market is moving faster than ever.

You want to transform finance functions to meet market and enterprise needs for speed, value, and transparency. You've made significant investments in your ERP system, which is now entrenched at your company. So you're typically not looking to start over. You'd like to maximize your ERP system's effectiveness by making it fast, flexible, and nimble. While that may seem like a contradiction in terms, it is possible. And the path forward is easier than you think.

Evolving Legacy ERP Systems to Meet the Demands of Digital-First Business

For the purpose of this exercise, we'll assume you already have an ERP system. You'd like to extend it and gain new digital functionality, such as online contract and document management, electronic invoicing and payments, and integrated credit management. Here are your most likely options:

- You can **maintain the status quo** with current functionality, but it's likely your challenges will worsen over time and you'll lose competitiveness as industry peers digitize.
- You can **configure your ERP system** by adding an e-invoicing module to gain new business capabilities, but you'll need to identify desired functionality, hire an army of consultants, and wait at least 6 to 12 months for the system to go live.
- You can **customize your ERP to your business processes**, but this process is costly, takes months or years, and further ties you to a legacy platform that may have end-of-life issues.
- You can **connect and extend your ERP system**, using our API to connect to Order2Cash, a ready-to-use, SaaS platform, reaping rapid ROI, best-of-breed functionality, and a future-proof solution.

The Business Case for Connecting Order2Cash to Your ERP System

Gain Speed-to-Market with a Best-of-Breed Online Platform

ERP systems take **21 months to install,** with 57% experiencing timeline overruns.[1]

Your Order2Cash platform can be implemented in **1 to 3 months**.

Accelerate Your Path to ROI with a Fully Integrated Solution

1 Year → 2 Years → 3 Years

59% of SAP owners and **50% of Oracle owners** reach ROI in 3 Years.[2]

Your Order2Cash platform will deliver ROI in...

1 to 3 Months

ERP Systems:
A Deeper Look at the Pros and Cons of Configuring, Customizing, and Connecting

Let's explore your options further. This table outlines the pros and cons of different approaches to meet your goal of achieving a digital order-to-cash process that helps you manage and optimize your partner and customer relationships:

Transform your ERP system by connecting it to achieve a straight-through order-to-cash process.

Options	Status Quo	Configure	Customize	Connect
Your approach to automate AR processes	Existing ERP systems	Add new modules. Accept as-is.	Customize modules for greater usability.	Use our API to connect your ERP to our SaaS Order2Cash platform.
IT model	Legacy	Extension	Customization	Best-of-breed
Implementation timeframe	None	Weeks to months	1-2 years	Weeks to months
ROI	Already achieved	Incremental to none	Incremental to none	1-3 months, with ongoing savings
Global solution	Rarely	Rarely	Rarely	Yes
Complete order-to-cash functionality	No	No	Maybe	Yes
Processes	Integrated, but often efficient	Integrated, but often inefficient	Can require manual work-arounds	Straight-through, fast, and nimble
Data visibility	Can be siloed	Can be siloed	Can worsen transparency	Global visibility
Data quality	Good/Poor	Good/Poor	Worsens	Highly accurate
Real-time data	Sometimes	Sometimes	No	Yes
Flexibility	Low	Low	Low	High
Scalability	Medium/Poor	Medium/Poor	Poor	Exceptional

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The Customization Fallacy:
How "One System to Rule Them All" Hinders Growth

As a CFO, you know the future of finance is the same as the future of technology: cloud-based. You'll eventually move your ERP system to the cloud to create a system of intelligence, developing real-time business flows and using analytics and AI to automate processes or assist team decision making. Doubling down on your legacy application with further configuration or customization may make it harder than ever to achieve that goal.

Older ERP systems may have up to 75% customized code,[3] making them difficult or impossible to upgrade. This can increase technology gaps, cyber risks, IT costs, and operational burdens.

Sometimes the customization problem is so severe that ERP systems collapse under their own weight. That was the challenge with Maersk Line, which overcustomized its SAP ERP systems to meet regional needs, requiring a complete reinstallation. In an interview, Mads Wijngaard, Senior Director of Business Process Operations, said:
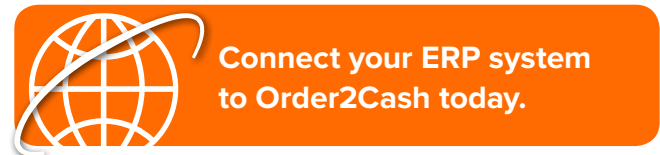
"We came to a realization that the platform [ERP system] we had is not going to give us what we need for the future. If we can't standardize on this, we can't leverage industry best practices and in the benchmarking we did."[4]

Connect to Open Up a World of Opportunity

When it comes to ERP systems, **the best approach is to connect, not configure or customize**.

Let Order2Cash help connect your enterprise to a world of opportunity. Use our online platform to deliver an exceptional customer experience and make finance move faster. Use your existing ERP system and our order-to-cash platform to connect to: P2P portals, B2B and B2G networks, and payment platforms.

Get a completely integrated platform with fast digital processes, real-time data, and controls that will transform your accounts receivable function, improve cashflow, and reduce business and technology risk. You'll have full process visibility and reporting, with the ability to create an audit trail on every order from invoice generation to distribution: viewing all opens, clicks, alerts, exceptions, payments, and reconciliations in near- to real-time. You'll also be able to offer multiple payment options and benefit from integrated credit management and collections.

Connect your ERP system to Order2Cash today.

1. *Clash of the Titans: An Independent Comparison of SAP, Oracle, Microsoft Dynamics and Infor*, Panorama Consulting, 2017, page 10, http://go.panorama-consulting.com/rs/603-UJX-107/images/Clash-of-the-Titans-2017.pdf?mkt_tok=eyJpIjoiWTJWaU16QmIaVFUzT0RoayIsInQiOiIweGU4b0dPY1ZFeUtqVkx6WWI2RWJUSUkzR25qM29mb2p2Y0c1K3NKSWs1aEp2dXBFQ1VSVklKNjZreFFtcVQ4eWpJKzZTdjAzN0ZNVGFrRzBZUG84Uj.

2. Ibid.

3. "*Why You Might Not Need to Customize Your ERP Software*," Workwise Software, undated, https://www.workwisellc.com/shouldnt-customize-erp-software.

4. "Heavy ERP Customization No Longer in Vogue, Experts and Customers Agree," *TechTarget*, December 2013, https://searchsap.techtarget.com/feature/Heavy-ERP-customization-no-longer-in-vogue-experts-and-customers-agree.

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 document warehousing. **All processes. One platform.**

For more information, visit **www.order2cash.com**.

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