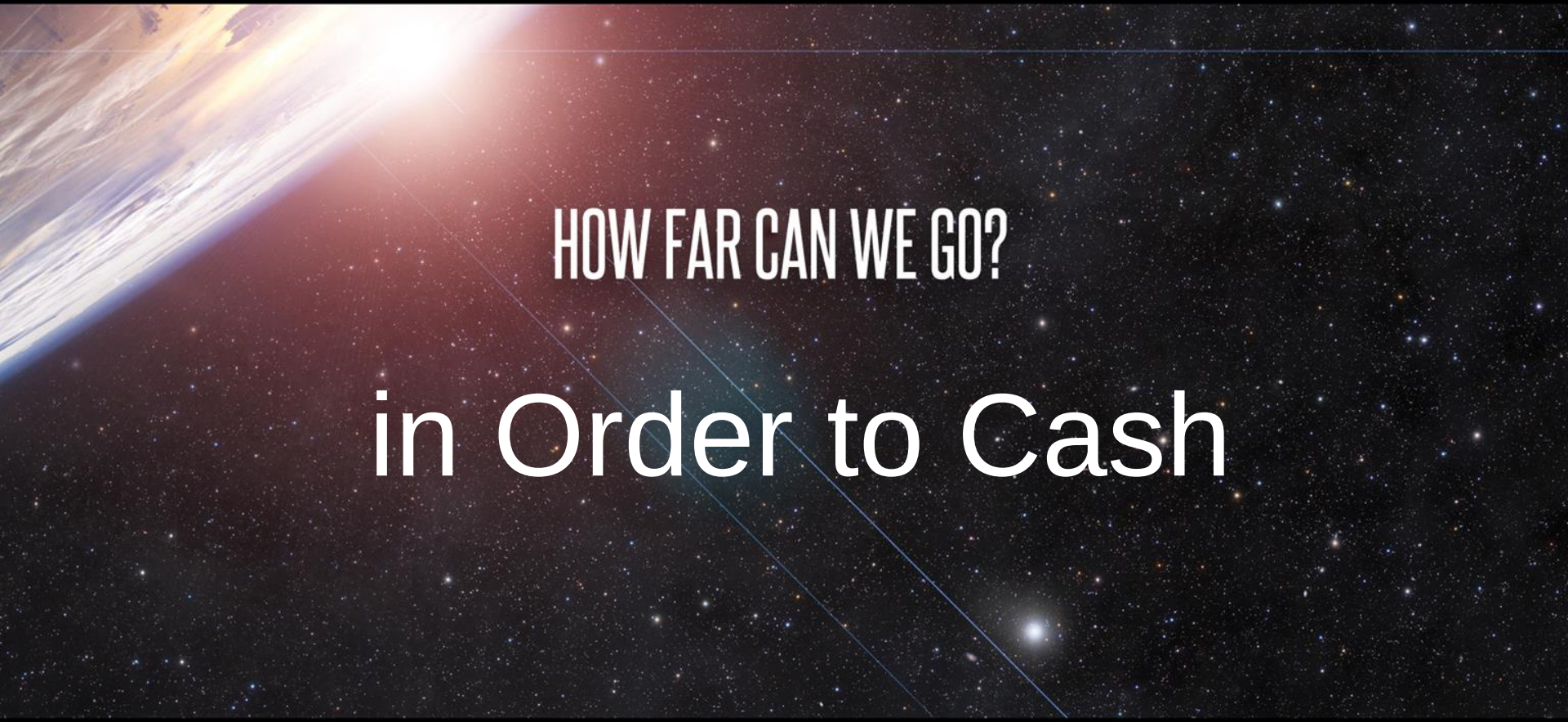
HOW FAR CAN WE GO?
in Order to Cash

presented by:

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Founder and CEO

HOW FAR CAN WE GO?

Order to Cash is an area often overlooked

Is it finance or customer service?

3 reporting lines - Risk, Collections and AR

Viewed as a process not a profession – a stepping stone to GL, etc.

Why ? When Trade Receivables is typically the largest asset on the Balance Sheet & O2C is customer facing

HOW FAR CAN WE GO?

The most effective Order to Cash (O2C) teams function like the F1 team

Clear objectives, Credit policies, SLA & led from the SSC

Embrace & integrate technology

Standardise working practice as much as possible

A defined O2C career path

Invest in training, development & specialised study

Break out of the silo

Encourage participation in a professional body and networking opportunities

HOW FAR CAN WE GO?

ASPIRE HOW FAR CAN WE GO?

in partnership with pwc

All your objectives can be achieved
Step up value to the whole business
Progress customer relations
Increase efficiency
Reduce cost
Exceed operational targets

Globally recognised as The Centre of Excellence for O2C

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Thank you