5 PRACTICAL STEPS to Transform Your O2C Processes

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How much value is your Order-to-Cash (O2C) process losing? Disconnected systems, manual workflows and limited visibility across order management, invoicing, credit, collections and cash application can delay cash conversion, increase costs and weaken customer relationships, impacting working capital and business performance.

Is your Order-to-Cash process holding back performance? Disconnected systems, manual processes and limited visibility can delay revenue conversion, restrict working capital and create friction across the customer journey.

1. **BENCHMARK YOUR O2C PROCESS:** Identify inefficiencies, bottlenecks and opportunities to improve cash flow across the entire Order-to-Cash process.
2. **STREAMLINE ORDER & INVOICE MANAGEMENT:** Reduce errors, eliminate delays and accelerate billing through standardised processes and automation.
3. **OPTIMISE COLLECTIONS & CREDIT MANAGEMENT:** Use predictive insights to identify high-risk customers, prioritise collections and reduce overdue payments.
4. **AUTOMATE MANUAL PROCESSES:** Leverage AI and automation to streamline cash application, dispute resolution and payment reconciliation.
5. **UNLOCK THE POWER OF O2C DATA:** Use real-time analytics to improve cash forecasting, reduce DSO and drive smarter working capital decisions.

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KNOW YOUR NUMBERS...

- Order processing accuracy
- Invoice cycle time
- Days Sales Outstanding (DSO)
- Overdue debt percentage
- Cash application match rate

READY TO RETHINK YOUR O2C PROCESS?

Enhanced Customer Relationships

Streamlined order management, accurate invoicing and faster dispute resolution improve customer experiences, strengthen relationships and encourage timely payments.

Greater Accuracy and Control

Standardised processes and intelligent automation minimise errors across order processing, invoicing and cash application, improving accuracy and financial control.

Improved Cash Flow

Optimised credit management, proactive collections and faster payment reconciliation help reduce DSO, accelerate cash conversion and unlock working capital.

Time and Cost Savings

Automating repetitive tasks across the O2C cycle reduces manual effort, lowers operational costs and enables finance teams to focus on higher-value activities.

Every O2C function faces unique challenges. Proservartner helps you identify improvement opportunities across order management, invoicing, credit management, collections and cash application, building a prioritised roadmap aligned with your business needs, existing technology and transformation goals.

Trusted across industries - clients include:

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COTY, Richemont, Nikon, Swarovski, adidas, FUJIFILM, Bridgestone, avis budget group, Euromaster

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HEALTHCARE & PHARMA

SmithNephew, stryker, AstraZeneca

FINANCIAL SERVICES & INSURANCE

STARR, fiserv., ZURICH, PANTHEON

TECHNOLOGY, MEDIA & ENTERTAINMENT

OAG, ASHLING, zalando, Schibsted, WNS, informa

CHEMICALS, UTILITIES, INFRA & LOGISTICS

EDF, aggreko

Ready to start? Let's talk.

Rakesh Sangani, CEO & Founder - rakesh.sangani@proservartner.co.uk - +44 754 514 3587

www.proservartner.co.uk