

OPTIMIZE ORDER-TO-CASH

A Key Component of Working Capital Transformation



“SolomonEdwards provided a team of exceptional project managers and subject matter experts that successfully helped us navigate two complex projects – revenue recognition and order-to-cash. As a result, we met all compliance requirements and deadlines, lowered our day’s sales outstanding and recovered over \$33 million in uncollected receivables in 16 weeks. SolomonEdwards is our go-to firm” - CFO

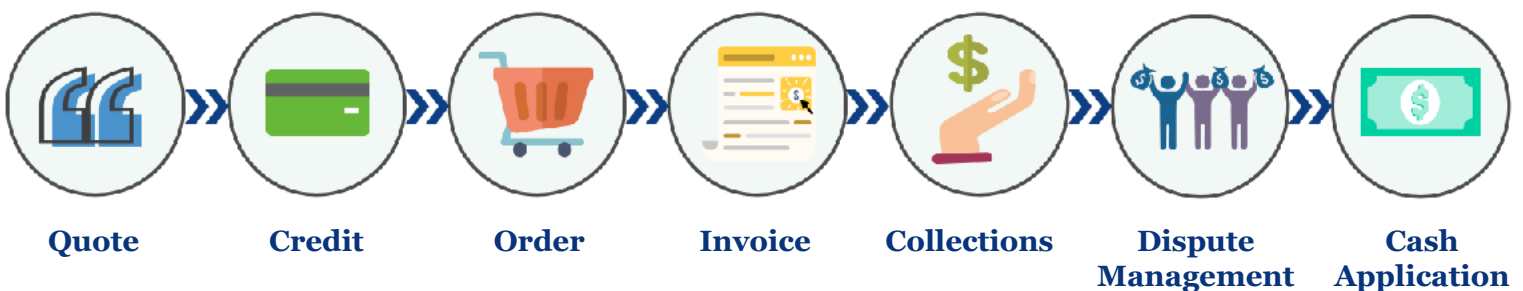
Is your order-to-cash (OTC) process longer than you desire? Are you challenged with establishing a clear and defined OTC Roadmap for the order-to-cash process? Are your DSOs higher than the industry norm? Here are some of the challenges we are seeing in the marketplace:

- Companies lacking a clear, defined roadmap for the order-to-cash process
- Internal disconnect between sales, contracts, delivery, billing and collections
- DSOs higher than industry norms
- Excessive write-offs of A/R

Let SolomonEdwards help you. We have proven capabilities that improve your working capital and order-to-cash process in the following areas:

- Cash Application Automation
- Collections Optimization
- Credit Management
- Customer Billing Automation
- Dispute Management
- KPIs: DSO Analytics, Shipped Not Invoiced, Billing/Collection Metrics
- Order Management
- Quotes & Contracts

Order-to-Cash Process & Pain Points:



SolomonEdwards helped a client realize 700% ROI on consulting fees.

Our Approach:

We put experienced people on the ground, working alongside your personnel to implement high priority OTC improvements.

- Two- phased approach:
 1. Access & prioritize roadmap
 2. Execute roadmap
- Management interviews to gain understanding of the roadmap
- Boots-on-the-ground collections team collecting cash and identifying root cause issues
- Facilitated session to align on roadmap
- Launch joint project teams to execute

A specially tailored program that brings cash in the door and identifies areas for process improvement.

PROGRAM BENEFITS

- ✓ Optimize cash flow, liquidity and working capital
- ✓ Identify gaps and provide a project roadmap
- ✓ Accelerates accounts receivable
- ✓ Better understanding of OTC cycle roadblocks
- ✓ Integrates processes and technology across multiple business units
- ✓ Improves OTC in a decentralized model
- ✓ Reduces DSO through enhanced collections
- ✓ Reduced ship-to-invoice cycle
- ✓ Reduction in past due accounts
- ✓ Improves visibility into KPIs
- ✓ Better forecasting and tracking of collections

TANGIBLE RESULTS

Here are some recent wins we've gotten on behalf of our OTC clients:

- ✓ Developed a roadmap for transformation of sustainable improvements
- ✓ Collected over \$33 million in the first 16 weeks from customers- \$80 million in total
- ✓ Collection calls precipitated the commitment of \$7.5 million in payments by customers
- ✓ Identified 8-10 specific areas of impact that did not involve technology spend
- ✓ Discovered that 18% of client's customers never received their invoice, then collected their cash and fixed the problem
- ✓ Recovered \$19M in bad debt reserves by focusing on severely aged items
- ✓ Pinpointed cash application problems causing distorted view of past due aging
- ✓ Acted as transitional ambassadors for global sites with collections bottlenecks in shared services
- ✓ Identified collection resource gaps and dilutive non-collection activities

About SolomonEdwards

SolomonEdwards is a national professional services firm focused on strategy execution. By providing exceptional people for complex situations, we deliver subject matter expertise, apply proven project delivery models, and design custom solutions for your business. We focus on the areas of Accounting & Finance, Business Transformation, Governance & Regulatory Compliance, and Transaction & Regulatory Advisory Services.

For more information, please contact your local SolomonEdwards office:

Atlanta P 404.497.4141 | Boston P 617.812.5001 | Chicago P 312.466.0101
Houston P 713.960.8880 | New York P 212.545.9500 | Philadelphia P 610.902.0440
San Francisco P 415.391.1038 | Washington, D.C. P 703.738.9600

www.solomonedwards.com