

order2cash<sup>®</sup>









#### Selection of our customers







DHL Pharma Logistis, part of the DHL Group, providing life-saving products is their biggest responsibility, offering Order2Cash services to their customers.



Alphabet is a division of BMW Group and represented in 18 countries.



Brussels Airport Company, the largest in Belgium with a growth rate of 10 % in the first half of 2015.





## Common struggles with the order2cash process?



### What is the cost to get YOUR money?



"Bedrijven geven gemiddeld 5 tot 9% uit van hun totale omzet om hun werkkapitaal te financieren"

Researcher Raimond Honig, September 2015



#### De Tijd, 30 September 2015





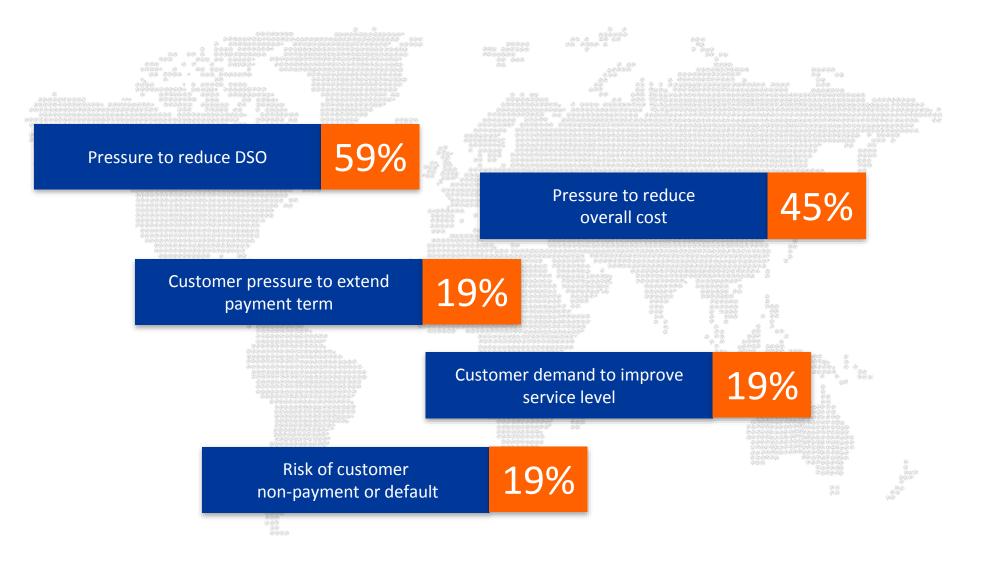
Typical answer during a collections call when you're asking: "What reason do you have to not paying the invoice today?"



Management Cyclus, Beersel, 8 October 2015

#### **Key Market Drivers For Order2Cash Automation**

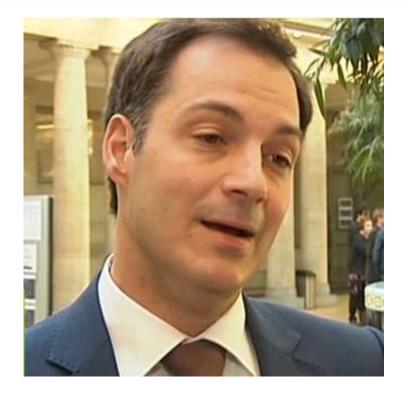




Source: "Raking in Revenue: Optimizing Order-to-Cash Cycle," Aberdeen, October, 2013

#### Minister De Croo – Federal Minister of the "Digitale Agenda"

Binnen dit en twee jaar zullen leveranciers aan de overheid alvast verplicht digitaal moeten factureren, aldus de minister. Hij wil ook nieuwe **maatregelen tegen illegaal downloaden**, meer **aandacht voor cyberveiligheid en privacy** én meer en meer **dynamische concurrentie in de post- en telecommarkten**.



	FACTUUR
KLANT:	Memento
	Lange
	2000 Antwerpen
	cs mmer: 1411



#### Mercurius platform

order/cash<sup>®</sup>

Mandatory from Jan 1st 2017

Vlaamse Overheid: "Invoices will be paid on due date!"





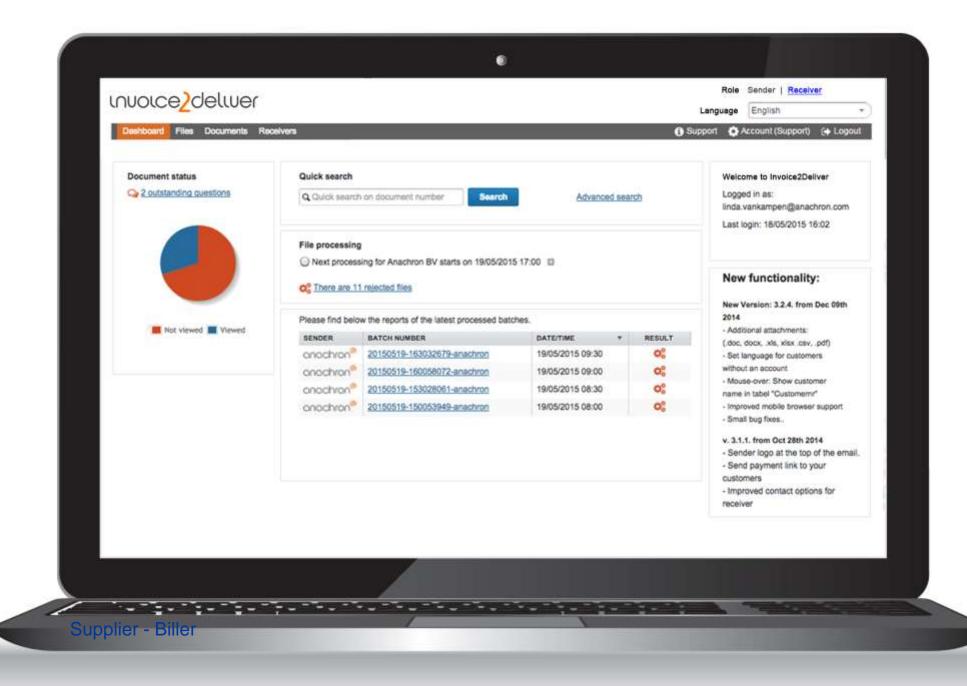
# A single platform to manage your entire global Order2Cash cycle











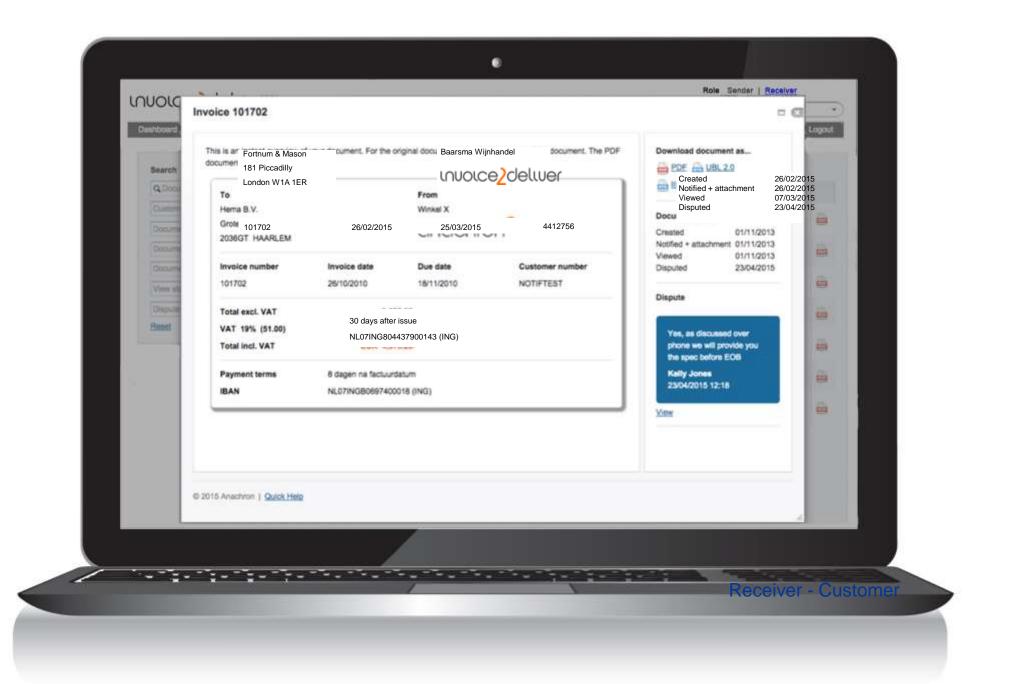
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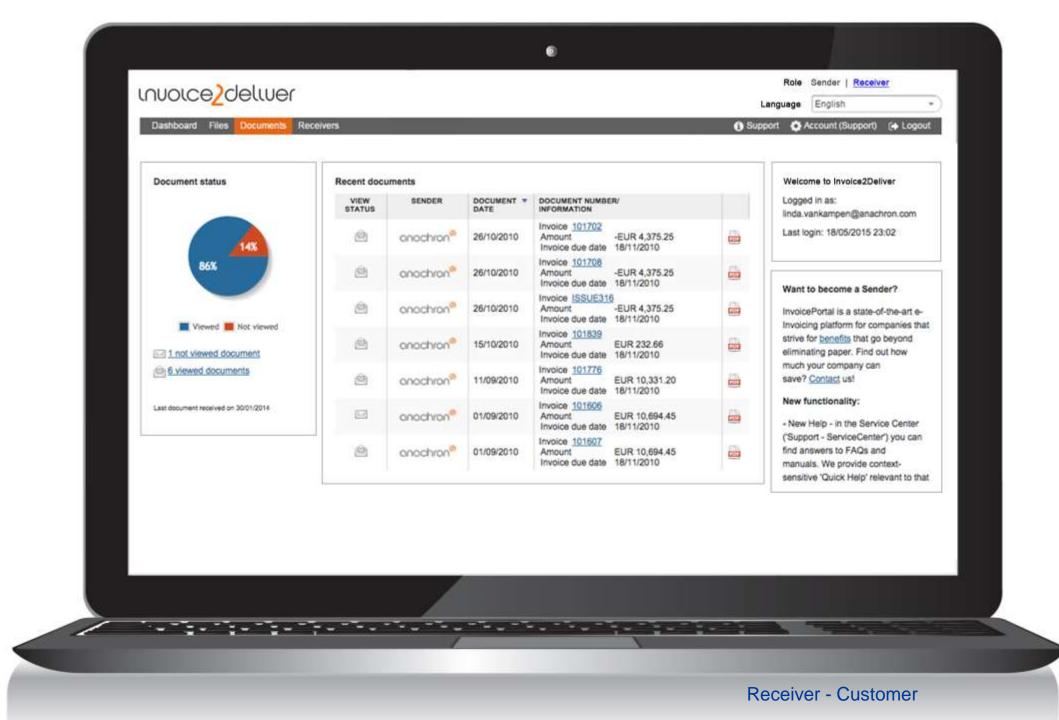
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Supplier - Biller

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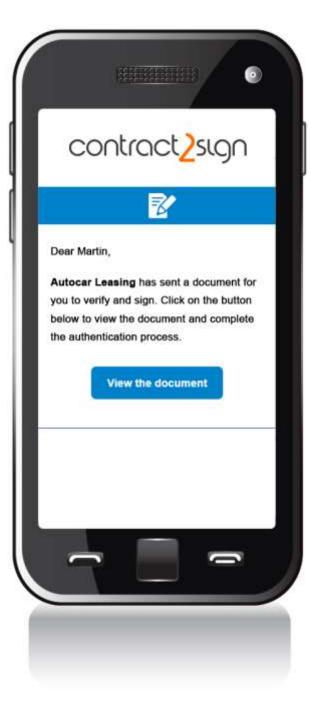
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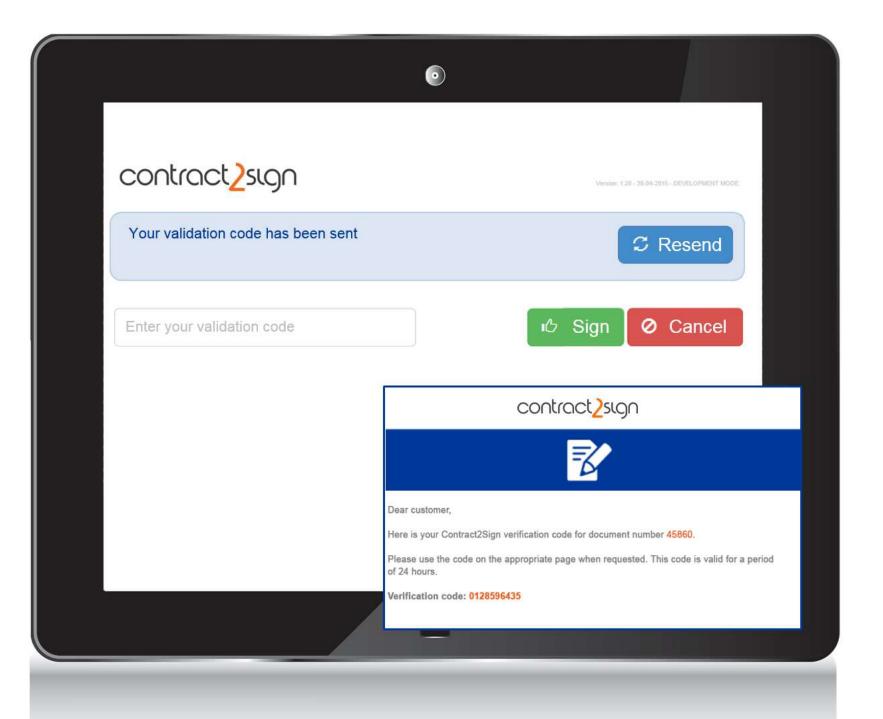


### contract2sign

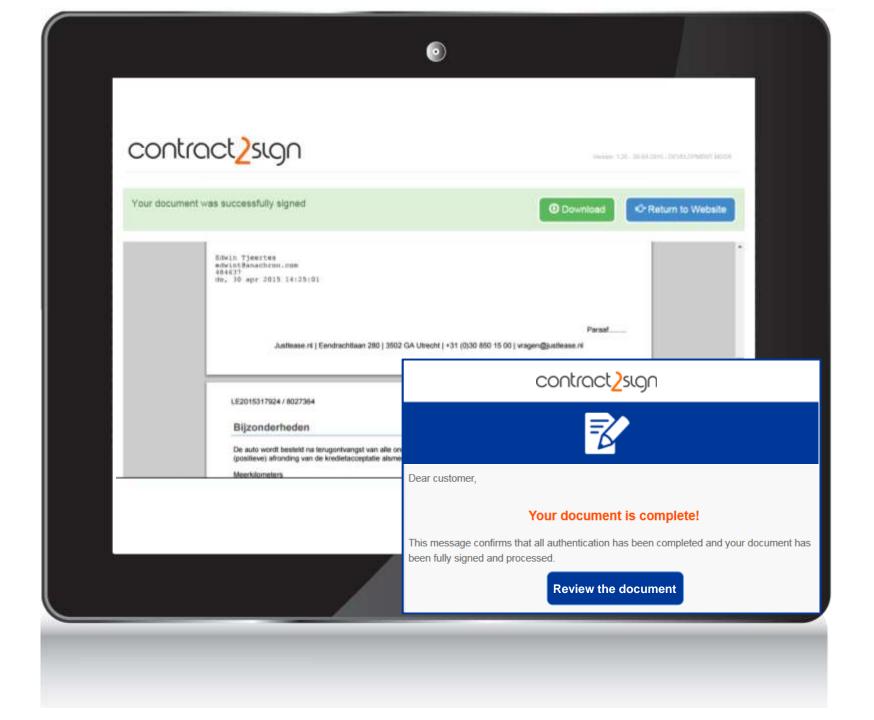
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## Conclusion



### Why work with Anachron's Order2Cash solution?

order<sub>2</sub>cash<sup>®</sup>

- Streamline your order to cash processes and boost business performance
- Integrate all O2C related departments and data into a single platform
- Reduce overall costs and optimize what you spend
- Build stronger relationships with customers, vendors and suppliers
- Reduce DSO and protect cash flow
- Minimize risk of non payment or default
- Because of your customers.....



Anachron



Everything out of 1 hand Complete O2C process Interoperability Easy to do business with Scalability Innovation & Development 0 0

### Benefits



## **Supplier**

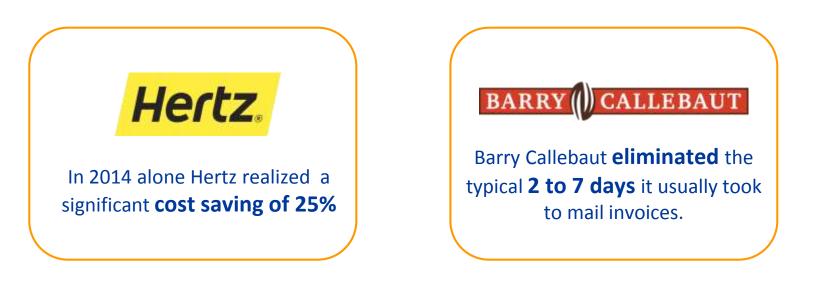
- ✓ Direct savings of at least 50% across Paper, Print, Post and Staffing
- Track and trace documents
- Connect to any B2B/B2G Roaming Network
- ✓ Average 20% DSO reduction
- Decreased turnaround time for issue management
- Improved customer satisfaction
- ✓ Boost your service levels

## Receiver (=> Your clients)

- ✓ Optimize incoming invoice stream
- ✓ 100% direct, transparent communication with billers
- $\checkmark\,$  Track and trace documents
- ✓ Work with invoices directly in their own financial system
- $\checkmark$  Overall cost reduction
- $\checkmark\,$  Accelerated working processes
- ✓ 24/7 accessibility to complete invoicing archive

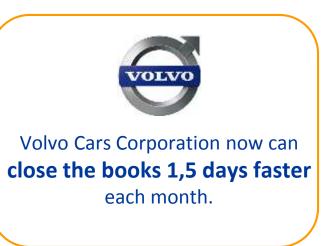
#### **Customer Quotes**







The main purpose was to optimize our process. The cost saving of 30 % in one year was a nice to have!





### Does O2C really optimize and accelerate your internal financial process? $O(Oe) COSh^{(*)}$

