

Data Sheet

# Order to Cash Solutions



Order to Cash solutions to fully automate customer engagement

## Solution overview

**The B2BE Order to Cash (O2C) solutions give your organisation a range of tools to fully create an O2C solution or component elements to address individual parts of your O2C requirements.**

B2BE offers solutions to automate sales orders using OCR and AI to a B2B e-catalogue, giving you the way to automate sales orders. Similarly, if you want to better manage customer invoices and payments B2BE has a range of accounts receivable solutions to get your Order to Cash solution up and running.

Combining a B2BE O2C solution with a Document Management solution also means you can, from your organisation's perspective, trade the bulk of your customer documents electronically, no matter how customers can or want to trade with you.



## Key Features

### **No-touch sales order integration**

B2BE has a range of ways to help automate your customer's sales orders so you only receive them electronically. Whether via EDI or OCR, AI-based sales order automation or through a B2B e-catalogue, sales orders can be digitised which means data can be validated and managed more easily using our Order to Cash solutions.

### **Workflow solutions**

Once you've digitised your sales orders using any combination of B2BE's sales order solutions you can also apply rules to validate the data you've received so issues with content can be identified quickly and easily, in many cases automatically, and goods can be shipped on-time and in-full.

### **Invoice payment**

If you're looking at ways to better manage your accounts receivable payments the invoice payment solution means you can offer a way in which customers can pay their invoices online via credit card. This Order to Cash solution is configurable and can present customers with all of their current and outstanding invoices. If you want to manage customer invoice queries, the query management solution can also be deployed so any queries and actions can be recorded and dealt with quickly.

### **Plug and play document management**

All B2BE's Document Management solutions will plug and play with your O2C solutions to better automate the documents that make-up the document set you need to trade with your customers. Or where you're looking for a robust customer e-invoice solution.

# Order to Cash solutions



## Accounts Receivable

Whether you want a O2C solution to allow invoice credit card payments and a way of generating remittance advices for allocations B2BE has a range of accounts receivable solutions to help you better manage accounts receivable functions.



## B2B e-Catalogue

Offering new channels to market and giving your organisation the way to support your customer's punch-out requirements. B2BE's B2B e-catalogue is a cloud based B2B solution to ensure you have all your channels to market electronically covered.



## Customer On-boarding

Leveraging your organisation's O2C solution means you need to take customer's on the journey and on-board them to trade with you electronically. B2BE has a number of self on-boarding solutions or B2BE can manage the on-boarding process for you.



## Order to Cash Portal

The order to cash portal ensures that your supply chain, business and branches or retail network all have greater visibility of your organisations O2C environment while giving you centralised access to all the B2BE O2C solutions.



## Sales Order Automation

The ultimate goal is to integrate as many documents electronically as possible. However, customers will still send you sales orders via email. B2BE's sales order automation solution is an OCR, AI-based way to intelligently capture data for integration.

# What you can achieve with B2BE's Order to Cash solutions



## Linked-up processes

When you automate and create fully electronic processes, this will help reduce delivery slippage and customer issues. For example, when all of your customer sales orders are electronic, workflows issues can be identified and resolved much faster than a manual process.



## Visibility and control

When all aspects of your O2C environment is visible to all parts of your organisation this means information can be shared more easily and the burden of inter-department queries to manage an account is removed. Of course many aspects of the O2C solution can be made visible to your customers as well if you wish.



## 100% Document automation

With B2BE's O2C and Document Management solutions this means the bulk of your customer's documents can be handled electronically from your organisations perspective so you can move resources into pro-active roles rather than re-active to add value to the customer relationship.



## Improved customer relations

Improving and automating your processes and collaboratively working with your customers your O2C environment will mean you become a more trusted supplier to the customer. If you're more trusted this will help with your relationship, contracts and in times of difficulty should they occur.

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### About B2BE

B2BE delivers electronic supply chain solutions globally, helping organisations to better manage their supply chain processes, providing greater levels of visibility, auditability and control. We're driven by a passion for what we do, inspired by innovation, and underpinned by a wealth of knowledge. With over 20+ years of experience, the B2BE teams operate worldwide.

For more information, visit [www.b2be.com](http://www.b2be.com)