

Infor SunSystems Cloud: Order to Cash

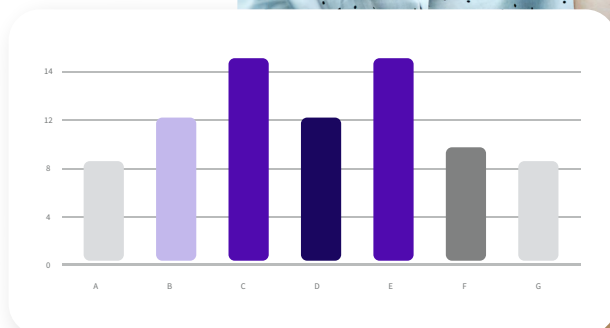


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Take control of your Order to Cash process

Is your company growth restricted by poor cash flow? An inefficient Order to Cash (O2C) process may be the culprit. In today's fast-paced business environment, an efficient O2C cycle is crucial for maintaining a healthy cash flow and boosting profitability.

The O2C process is a crucial sequence in a business's sales cycle. It encompasses the entire journey from receiving a customer order to collecting payment. This process manages several key stages such as order entry, order fulfilment, invoicing and cash collection.



Process flow

**Sales order/contract**

- Create a one-off sales order or a contract for invoicing across multiple billing periods, email sales orders to customers and archive a copy in Infor Document Management (IDM)

**Picking (optional)**

- Generate picking documents and archive a copy in IDM

**Dispatch (optional)**

- Generate dispatch notes and archive a copy in IDM

**Invoice generation**

- Email sales invoices to customers, archive a copy in IDM and generate the accounts receivables and deferred revenue postings to the financial ledgers

**Customer payments**

- Create cashbook postings in the financial ledgers and allocate payments to open invoices

**Customer statements**

- Email customer statements and archive a copy in IDM



With Infor SunSystems® Cloud, you can easily create sales orders that smoothly transition through multiple process flows like picking and dispatch or proceed directly to an auto-generated invoice.

Organisations may face significant challenges in optimising their O2C cycle—from increasing customer demands to inevitable market disruptions and frequent price changes impacting order accuracy and fulfilment.

Left unchecked, these issues can snowball into delays, errors and inefficiencies that impact profits. An effective O2C process is critical. By leveraging modern technology, you can overcome these hurdles and unlock hidden opportunities to drive business revenue.



Infor SunSystems Cloud: Your comprehensive O2C Solution

Infor SunSystems Cloud streamlines your entire O2C process. Fully integrated with Record to Report capabilities that provides shared Analysis Codes and powerful mapping facilities to automatically generate receivables transactions in real time.

This provides an up-to-date view of outstanding debts driven by sales activity, empowering you with instant insights and control over your financial operations.



Key features and benefits



Prompt invoice processing

Reduce delays, minimise errors and streamline processes

- Automate repetitive tasks like data entry, deferred revenue postings and invoice creation to create accurate revenue forecasting and quicken invoice issuing
- Email invoices directly to customers with automated document storage for simple retrieval from customer records
- Record sales transactions in their originating currency and translate to both base currency and reporting currency based on system exchange rates
- Maintain real-time sequential invoice numbering to enhance traceability and streamline your operations



Enhanced operational efficiency

Decrease operational expenses and improve cash on hand

- Implement flexible invoicing, automated document storage and prompt email delivery of sales orders, invoices and customer statements
- Gain deeper revenue insights through customer analysis by business type or geography
- Enable greater control of inventory levels, reduce overstocking and control costs



Reduced Days Sales Outstanding (DSO)

Enhance working capital and ensure timely payment collection

- Accelerate the invoice-to-payment cycle
- Improve cash flow and reduce bad debt reserves
- Gain more capital on hand for operational expenses, invest in growth opportunities or pay down debt



Optimised cash flow management

Ensure financial stability and enable better use of financial assets

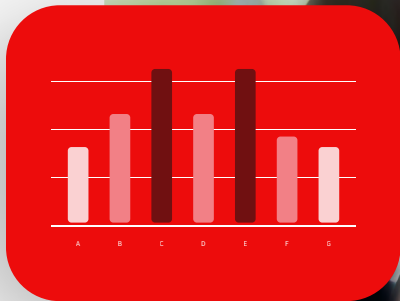
- Free up capital trapped in outstanding invoices
- Have enough cash on hand to meet obligations and maintain stability even during economic challenges
- Predictable cash flow aids long-term financial planning, reduces surprises and allows for proactive adjustments

Unlock the power of Infor SunSystems Cloud

Revolutionise your financial management with Infor SunSystems Cloud.

Our solution empowers you to streamline your Order to Cash process and maintain a healthy cash flow, giving you the edge in today's competitive market. Experience the power of a fully integrated, efficient O2C process that drives profitability and supports sustainable growth.





About Infor

Infor is a global leader in business cloud software products for companies in industry-specific markets. Infor builds complete industry suites in the cloud and efficiently deploys technology that puts the user experience first, leverages data science, and integrates easily into existing systems. Over 67,000 organizations worldwide rely on Infor to help overcome market disruptions and achieve business-wide digital transformation.

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**Take the first step
towards financial
excellence**

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