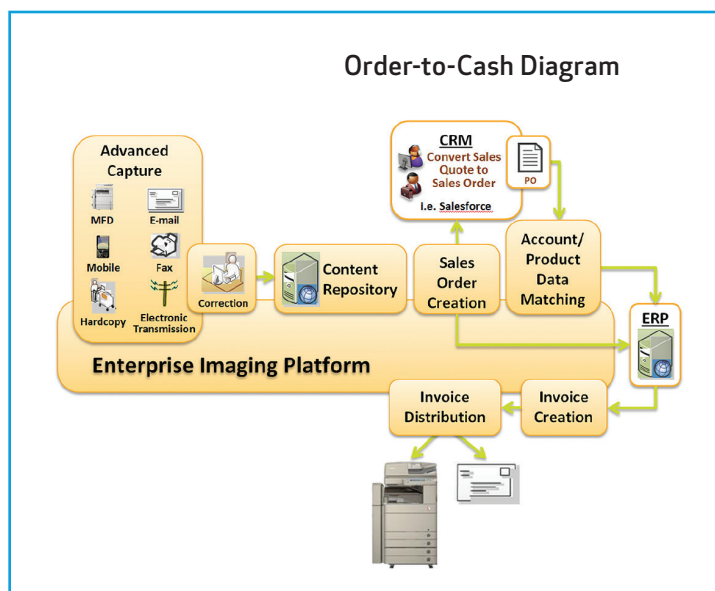


## AUTOMATE ORDER-TO-CASH Solution Brief

Order-to-Cash is a document intensive process, involving invoices, purchase orders, contracts, as well as information from multiple enterprise applications, such as ERP, accounting systems, ECM, and CRM. Timely processing is critical, as it directly impacts the company's sales cycle and cash flows. Yet the workflow is highly manual, prone to errors and delays. 69% of companies still print invoices in-house, while printing can consume 12% of a company's IT budget (Photizo Group).

### Typical Challenges

- Errors resulting from manual input.
- Inability to enter complex data, such as line items from a scanned purchase order.
- Lack of visibility across departments – orders received by Accounting are not reflected in CRM.
- Problems with archiving and finding documents.
- Difficulty matching invoices to the related customer orders.
- Problems with printing and inability to add new invoice distribution methods – email, FTP...



### The Solution

**Automate Procure-to-Pay processes by integrating enterprise applications and paper-based information flows, within a single middleware platform - Enterprise Imaging Platform**

#### Sophisticated document creation

- Automated creation of invoices with data extracted from various applications.
- Complex formatting rules, such as ability to add a personalized message to the document.
- Flexible document distribution – email, fax, print, FTP.
- Effective printing – high volume, batch printing, easy to handle errors.

#### Robust document capture

- High extraction performance – complete table comparison, complex table structures.
- Data integration – auto-classify and validate content from purchase orders, comparing with reference data, such as database of sellable products.

#### Easy document archiving and retrieval

- EIP Content Repository, included in the solution, provides rich archiving and search capabilities using metadata.
- Images archived in EIP can be accessed via link from other applications, such as SharePoint, Salesforce.

#### Streamlined process management

- Flexible system that enables creation of very specific, customized business processes.
- Connect with other systems and departments, through cross application navigation, such as direct links to JD Edwards Sales Order from email.

#### Flexible, scalable solution

##### Benefits

- Improved cash flow – shorter sales cycles
- Reduced manual tasks and operational costs
- Increased data accuracy, transparency & compliance
- Improved communication with customers
- Adaptability to changing business needs

For more information, call or visit  
1-800-815-4000 [CSA.CANON.COM](http://CSA.CANON.COM)