

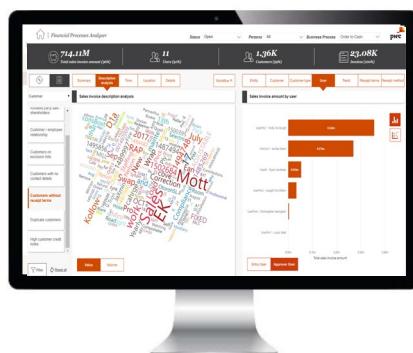
# Financial processes analyser (FPA)

## Order to cash (O2C)

Growing economic volatility is pushing clients to optimise their receivable cycles. Furthermore, revenue streams are becoming increasingly complex, therefore understanding and deriving meaningful insights is vital to delivering on client needs.

Order to Cash (O2C) deepens data exploration of sales invoices, receipts, sales orders and customer master data.

By adopting the Financial Processes Analyser (FPA) Order to Cash (O2C) module, businesses will be able to identify unusual sales behaviours, monitor compliance with sales guidelines, discover potential areas of revenue leakage, and explore 100% of customer and sales transactions.



### Sample dashboards



**Overview of tests** shows the high level test results by distinct order to cash areas (e.g. sales order, invoices, etc.).



**Analyse test results to identify unusual behaviour** (e.g. sales invoices without a matching order).



**High level customer summary** to provide more insight into individual customer sales activity within the period.



**Transaction flow** shows detailed sales invoice lines matched to existing orders and receipts.



**Dissect tests further** through a number of dimensions such as customer type, entity, receipt terms etc.



**Explore the map** to uncover customer location overview rated by country corruption perception index.

### Sample prebuilt tests

#### Customers

- High customer credit notes
- Cycle times – from sales order to receipt date to evaluate customer performance
- Customers on exclusion lists
- Affiliated party sale – employees identified as shareholders/directors of customers
- Customer activity for the period
- Customers without receipt terms
- Customers with no contact details
- Duplicate customers
- Customer sharing details as employees

#### Sales invoices

- Invoices without a matching sales order
- Potentially duplicated invoices
- Invoices to customer not in master data
- Invoice VAT/GST analysis
- Unusual (rounded) invoice amounts
- Out of hours processing

#### Receipts

- Receipt due date analysis
- Customer payment turnaround analysis