

Order-to-Cash Automation Solution

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 system, 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

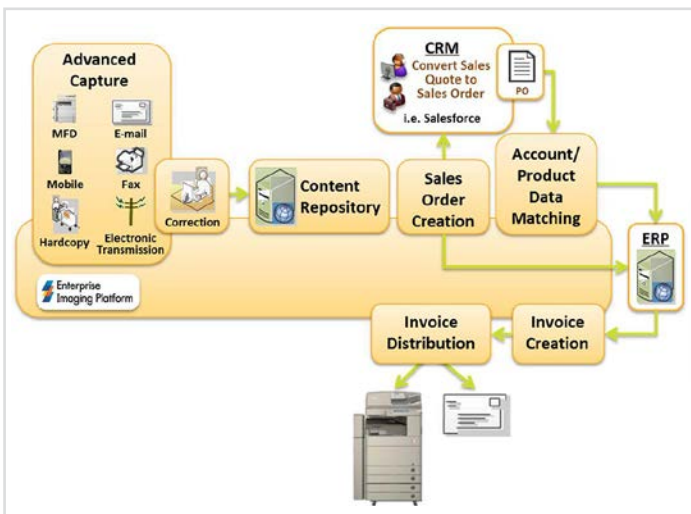
Automate even the complex Accounts Receivable and Order-to-Cash processes with solutions from Canon.

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.

Intelligent 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.

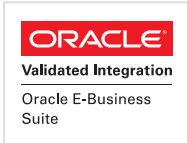


Easy Document Archiving and Retrieval

- Content Repository, included in the solution, provides rich archiving and search capabilities using metadata. Document images can be accessed via link from other applications, such as Share-Point, Salesforce.

Standardized, Flexible Process

- 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 E-Business Suite and JD Edwards Sales Order from email.



The Order-to-Cash solutions based on the Enterprise Imaging Platform from Canon have achieved the Oracle Validated Integration with Oracle E-Business Suite and JD Edwards EnterpriseOne.

Business Benefits

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



CANON INFORMATION & IMAGING SOLUTIONS

About Canon Information and Imaging Solutions, Inc.

Canon Information and Imaging Solutions, Inc. (CIIS), a wholly-owned subsidiary of Canon U.S.A., Inc., delivers accounts payable and procure-to-pay solutions that are shaping the future of financial operations. Extending Canon's long history of innovation with imaging and digital document technologies, CIIS solutions leverage world-class intelligent data capture, business process automation, integration with legacy systems, and analytics, to provide benefits beyond invoice automation. CIIS deploys its solutions in partnership with leading technology providers and delivers comprehensive consulting and professional services that are trusted by organizations of all sizes. To learn how CIIS can enhance your organization's financial operations today and in the future, visit www.ciis.canon.com.

For more information, please contact us at info@ciis.canon.com or visit www.ciis.canon.com.

Canon is a registered trademark of Canon Inc. in the United States and may also be a registered trademark or trademark in other countries. //LOOKFORWARD and the LOOKFORWARD design marks are trademarks of Canon Information and Imaging Solutions, Inc. All other referenced product names and marks are trademarks of their respective owners and are hereby acknowledged.