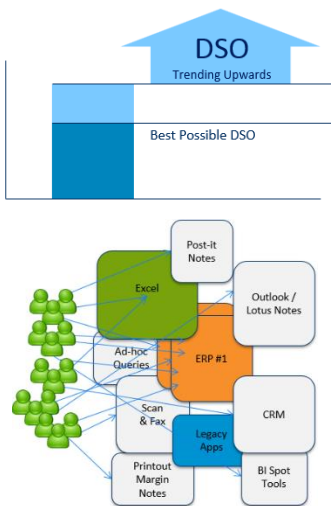


“AI-drive, full-featured, modular solution that optimize A/R operations by combining all receivables and payment modules into a unified solution”

CHALLENGES



Order to Cash is continuously gaining attention with about 90% B2B professionals reporting late payments by customers and an overall increase in days sales outstanding (DSO) as one of the most important problems affecting the business function. Locked working capital is more than 7% of sales revenue and is growing at an upward trend. Traditionally, F&A teams use a patchwork of applications that reduces visibility into overall operations, control points and exceptions.

ERP & E-invoicing solutions streamline major parts of the order to cash cycle but do not approach it as a strategic discipline. To ensure the continuous optimization, F&A departments need to employ artificial intelligence (AI) and automation-driven solutions.

Now more than ever, senior management are looking to prioritize the transformation of order-to-cash processes to stay ahead of these turbulent times.

SOLUTION

Sailfin's Smart Receivables Manager (SRM) is a full-fledged enterprise-grade AR solution that complements existing line of business systems of record such as ERP or F&A software used by finance teams. The A/R process knowledge is captured as digital workflow process configuration bringing standardization and consistency across teams.

SRM is scalable enough to support mid to high volume processing levels for global operations and provides a unified platform to manage the credit and collections processes and cash application process seamlessly. SRM acts as a non-invasive middle layer application that extracts the full value of legacy and modern applications with a proven SaaS-based usage model requiring no costly upfront hardware or software expenses.

Sailfin also provides holistic professional services to transition companies from manual credit and collections processes and disparate on-premise systems to an automated and cloud-based solution.

The result is a more efficient A/R team that contributes to enhanced cash flow, reduced Days Sales Outstanding (DSO), quickly resolved disputes and deductions, reduced bad debts write-offs and lower operating costs.

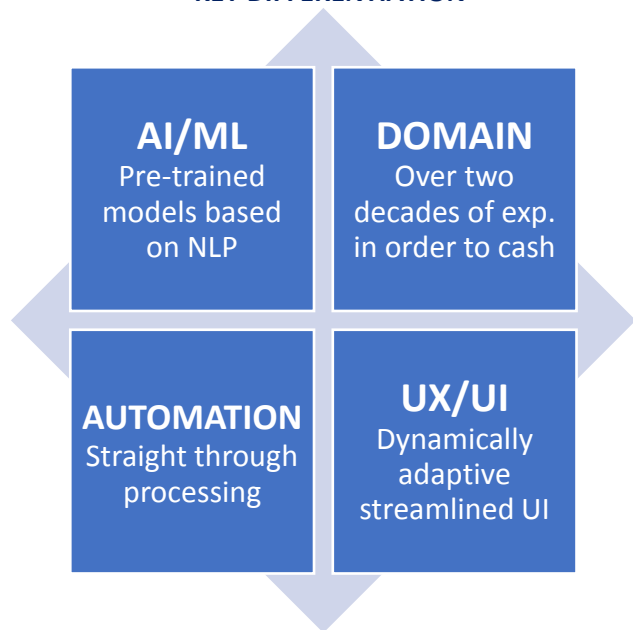


Director of Financial Services at a Berkshire Hathaway Subsidiary Company

“SRM suite has given us the consistency and control that allowed us to better handle our receivables. It has brought powerful collaboration and automation for our AR department providing tremendous competitive advantage by allowing us to be more strategic about our collection efforts.”

“Next generation product suite designed with contextual application of AI for advanced Automation and improved User experience (UX)”

KEY DIFFERENTIATION



- SRM provides a 360- degree view of customer accounts
- Automated treatment and task management helps users focus on key issues
- Every click is optimized to save time and efforts
- Proactive monitoring and alerts, preventing down-stream issues
- Intelligent reporting with actionable insights and drill-through capabilities
- SRM leverages existing IT investments and brings data together in a modern and centralized view for teams, therefore requiring a low IT footprint
- Implementation timelines are short running from pilot to full production in a matter of a few weeks
- The advanced UX presents no challenges for user training and leads to almost immediate adoption by the end users

PRODUCT SUITE COMPRISES OF

RECEIVABLES MANAGEMENT

A solution that acts as an enterprise-grade workbench for the AR team making them more effective and efficient by leveraging intuitive user interface and automation. All-inclusive view of customer accounts and prioritized task queue creation for A/R team members.

CASH APPLICATION

Enables end-to-end automation of the cash application process that covers remittance aggregation from different sources/formats, account identification, invoice matching, auto-deductions and dispute creation and ERP posting.

CASH FORECASTING

Advance AI/ML led cash prediction algorithm that processes different datasets like invoices, past payments, credit scores to create accurate cash forecasts at individual account level and rolling-up to the organizational level.

CUSTOMER PORTAL

Speed up and simplify payments by giving customers more visibility, options through a single self-served portal for reviewing and retrieving statements and invoices, leading to increased collaboration and better performance.

CREDIT MANAGEMENT

Custom online branded credit applications, custom scoring models, credit bureau and third- party data integration and role-based workflows that speed up credit decisions for new and existing customers.

DEDUCTIONS MANAGEMENT

Speed-up deduction resolution with customizable workflows and faster approvals from internal stakeholders to reduce invalid deduction and bad-debt write-offs.