

The evolution of order-to-cash

A Billtrust Global Order-to-Cash Study in cooperation with IDC, August 2023

We asked 622 AR professionals (mainly decision-makers) in the US, UK, Belgium and Netherlands about their order-to-cash challenges.

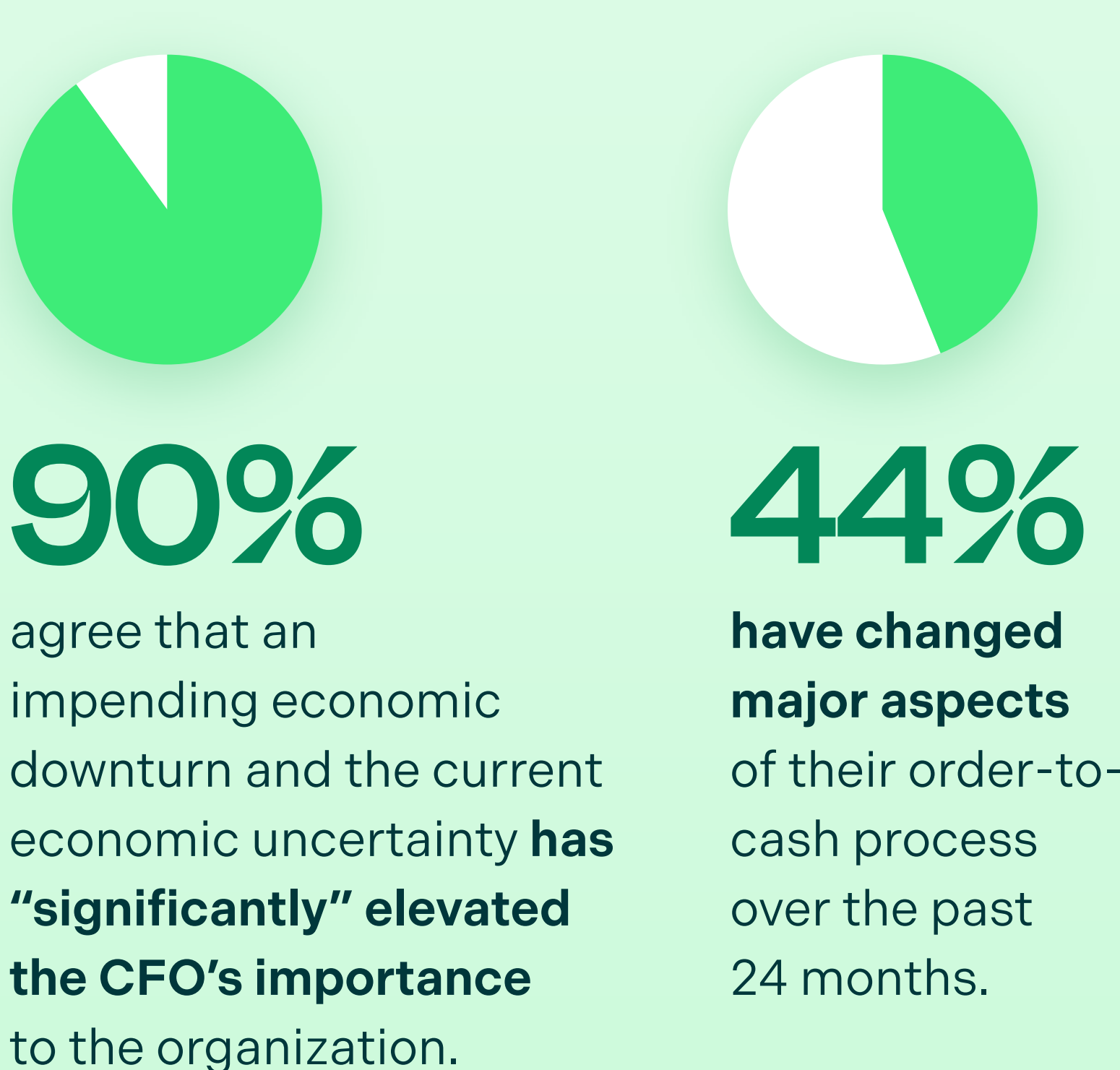
Uncertainty impacts all businesses

The most important factors influencing the order-to-cash function:



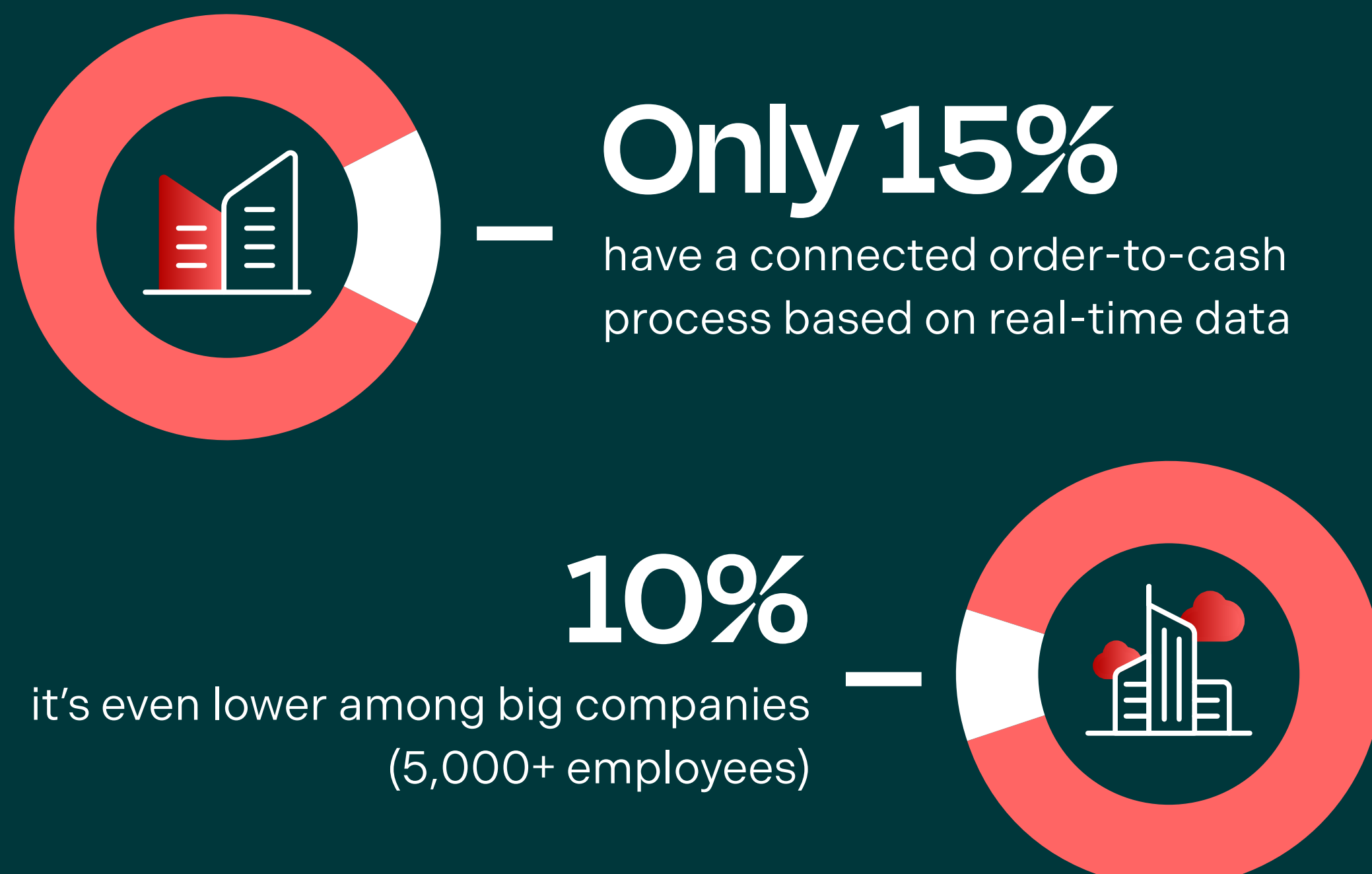
The office of the CFO is changing

“Be prepared to adapt, innovate, and thrive in the face of disruption.”

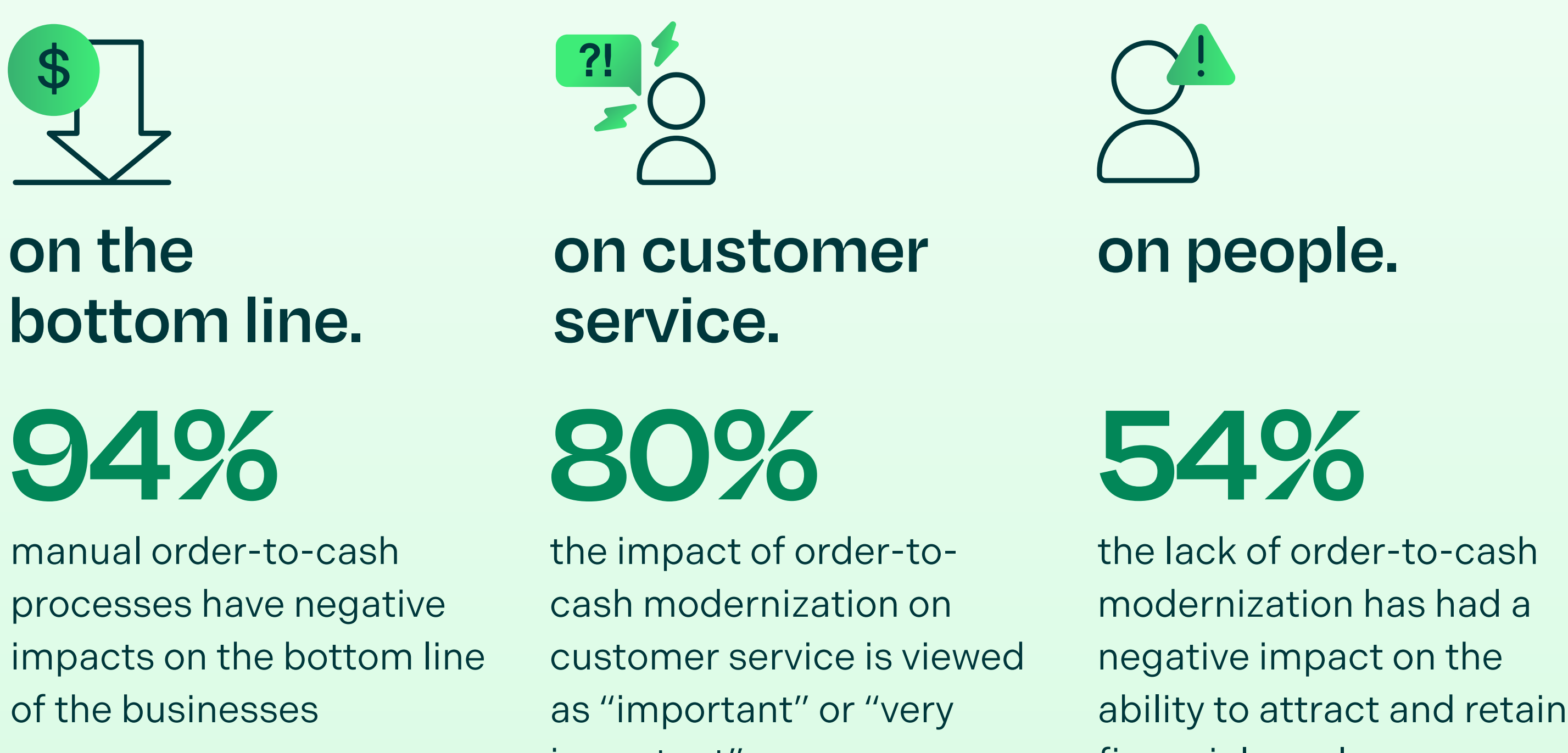


But inefficiency still rules.

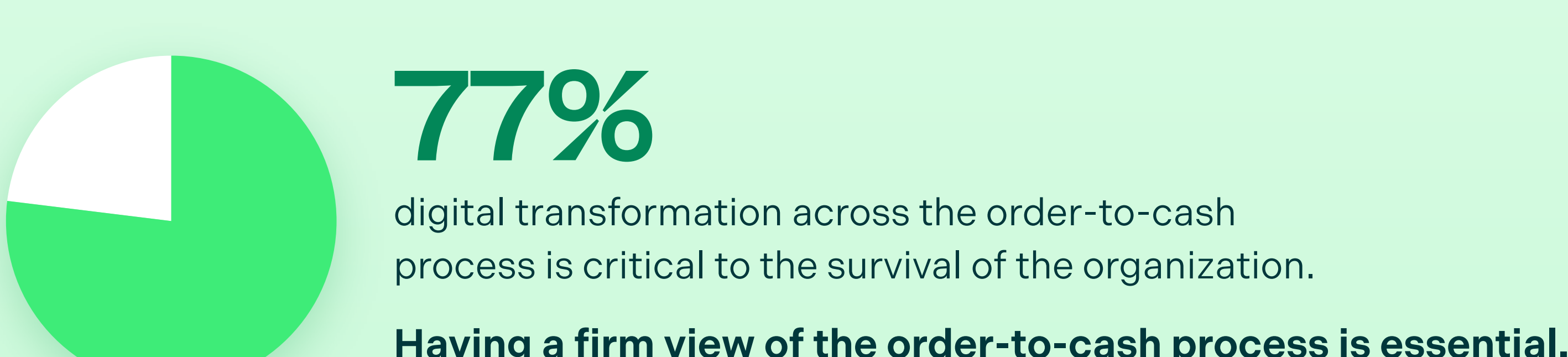
There are still many companies that have not managed to make it to the connected stage of maturity.



And it's having a direct impact...



The need for a revamp



How to make the transformation?

- 1** Shift to an intelligent order-to-cash mindset
- 2** Use technologies that shape the order-to-cash future
- 3** Chose a futureproof order-to-cash provider

