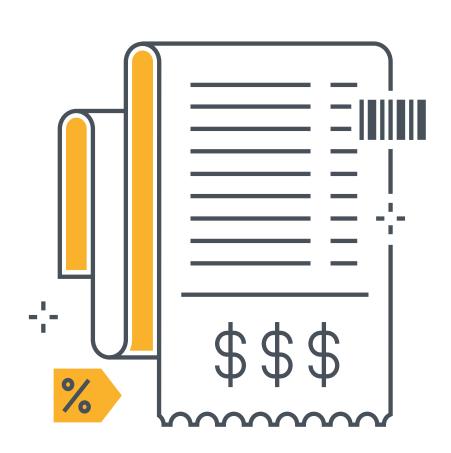
HOW BEST-IN-CLASS COMPANIES ARE BUILDING EFFICIENT CFO BACK - OFFICE OPERATIONS



PROCURE TO PAY (P2P) KPIS

% of PO Penetration
% of indirect procurement through e-catalogue
PO Cycle Time
Invoice Cycle Time
Invoice Turnaround Time
Early Payment Discounts



RECORD TO REPORT (R2R) KPIS

P&L Exposure
Process Cost
Time to Close
Close Quality



ORDER TO CASH (O2C) KPIS

On-time Order Fulfilment
Order-to-fulfillment cycle
time

Faster order management
Shipped in-time at optimal cost

Faster conversion of receivables

