

# HOW COMPANIES ARE MEASURING ORGANISATIONAL GROWTH WITH ORDER-TO-CASH BENCHMARKING

## AVERAGE BILLING TIME

Best-in-Class	Laggards
<b>2 DAYS</b>	<b>3 DAYS</b>

**6-7%** Reduction bottom line because of delay in receivables



## DAYS SALES OUTSTANDING (DSO)

Best-in-Class  
**45 – 60 DAYS**

# BILLING TO CASH KPIS



**ON-TIME BILLING**



**ON-TIME COLLECTION**



**ON-TIME ACCOUNTING**