

## CONTINUOUS CONTROLS MONITORING Order-to-Cash Insight

Improve cash flow and free up working capital by continuously monitoring your order to cash process. Improve accuracy and processing time while reducing fraud exposure and auditing costs.

### PRODUCT OVERVIEW

Approva's Order to Cash Insight continuously monitors for exceptions within the order to cash process to identify errors and discrepancies that can result in longer processing times, higher costs, and greater compliance risks. Accurate and timely order fulfillment and payment collection involves a complex orchestration of events across a variety of sensitive data sources including customer and credit information, inventory management and shipping and billing systems. Missing or incorrect information can cause delays that impact cash flow and affect customer relationships. Lack of controls that enforce access or change management policies can also create costly compliance issues. Approva's Order to Cash Insight identifies process exceptions and access violations in near-real time. Participants are notified and empowered to work collaboratively to investigate and solve issues as they occur.

#### Identify & React to Delayed Orders to Reduce DSOs

Even a small reduction in your days sales outstanding (DSO) can have a positive impact on your bottom line. ERP and financial systems have built-in controls that prevent orders from being processed when problems arise. Orders remain in a suspended state until discovered and corrected, increasing DSOs. Approva's Order to Cash Insight reduces lengthy delays by providing participants with monitoring, alert, and problem solving tools that will have orders back on track faster and with greater accuracy.

#### Police the Integrity of the Process to Reduce Cash Leaks & Audit Costs

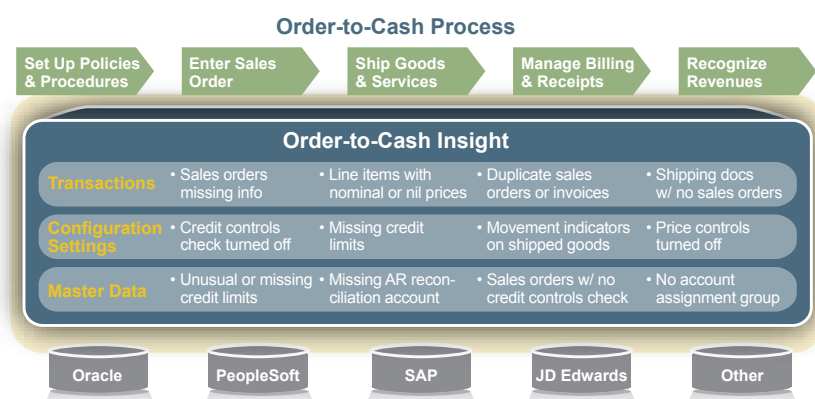
ERP and financial system built-in controls can be circumvented – legitimately or otherwise. Fraud risks have significantly driven up auditing costs and the need for better visibility. Approva's Order to Cash Insight automates the identification and mitigation of high-risk exceptions, such as sales orders without credit checks or unusual returns and credits. Detailed audit trails clearly show who did what, when, and what the financial impact was. In addition to lowering the occurrence of fraudulent cash leaks, Approva's continuous controls monitoring and dashboards also reduce the time audit teams spend running reports, collecting and formatting data, investigating anomalies, and assembling documentation, saving you money.

### SAMPLE CONTROLS

- Orders missing credit checks
- Orders missing information or containing errors
- Credit limits exceeded
- Missing reconciliation accounts
- Unauthorized invoice changes
- Nominal or missing prices
- Unusual discounts
- Billing and collection delays
- Unusual accounting
- Revenue recognition issues
- Duplicate records
- Billing errors
- Unusual returns and credits
- Over 50 more in the library or create your own

### TYPICAL USERS

- Chief Finance Officer
- Controller
- Director of Governance & Compliance
- Director of Financial Shared Services
- Director of Strategic Sourcing
- Director of Sales Operations
- Internal and External Auditors
- Director of Procurement
- Collection Specialists



Revenue recognition issues are one of the most common reasons for deficiencies in internal controls. A strong controls environment around your order-to-cash process ensures consistent pricing, efficient billing and collections, and appropriate revenue accounting.

Approva's Order to Cash Insight includes a library of business rules and analytics designed to monitor for exceptions and discrepancies within the order to cash process.

### PRODUCT CAPABILITIES

#### Personalized Dashboards & Analytics

Visually rich charts in graphical dashboards display trending, status, and key metrics information. Drill down to report details to quickly assess exceptions and understand the business impact. Dashboards are easy to configure and personalize for different finance, audit and IT needs.

#### Best Practice Business Rules

Continuously monitor your order to cash process with a comprehensive library of business rules that identify breakdowns and discrepancies. Quickly edit or create new business rules through a graphical editor that supports advanced rule functions.

#### Proactive Alerts & Report Management

Automatic notifications in user-friendly language are sent to the appropriate process participant(s) when exceptions occur. Reports can be scheduled and sent via email, stored in your Approva One Inbox or posted to a shared location.

#### Case Management: Assign, Investigate, Remediate and Track

Collaborate with others using sophisticated investigative tools to determine root cause and remediate issues from within a single interface. Collaboration features ensure that a team approach is taken to document and assign a resolution plan to the person best able to solve the issue. Remediation can then occur right from the Approva interface using DirectCheck, which provides access to the underlying systems and documents involved. A complete audit trail is retained.

#### 360° View of Exceptions

Rich contextual information delivered through Approva's Intellilinks and powerful keyword search provide a complete picture of each exception, streamlining and speeding up the investigative process through built-in intelligence.

#### Monitor Key Process Documents

Monitor and analyze invoices, purchase orders, shipping and inventory receipts, payments, customer and inventory information. Approva's Order to Cash Insight can be tailored to accommodate custom changes, objects, or fields.

### BENEFITS

#### Reduced Burden on IT Staff

- Greater fraud control by early detection and management
- Faster audits at less cost by eliminating manual data collection, analysis, and documentation activities
- Faster processing times by continuously monitoring and mitigating delay-causing exceptions within financial systems such as SAP, Oracle, PeopleSoft, and more
- Increased accuracy by automating enforcement of corporate policies and best practices

Approva is the leading provider of continuous controls monitoring software and is the industry standard for the Big 4 audit and advisory firms. Approva prevents fraud and reduces waste by automating and improving the way finance, IT, audit and general managers identify and manage risk throughout their business.

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