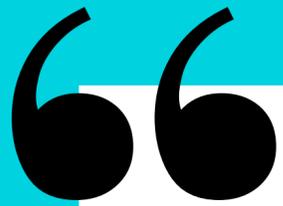


Growth through order-to-cash innovation.

- Liberate working capital
- Reduce O2C process risks
- Automate and streamline invoice delivery, reconciliation and rebate processes





Hi,

I'm sure you're immensely proud of AstraZeneca's performance in these challenging times.

But pushing the boundaries of science to deliver life-changing medicines can't be easy.

As I'm sure you'll agree, this growth requires careful control over order-to-cash processes. Which is why I've approached you today.

By streamlining and enhancing your invoicing processes with Corcentric, AstraZeneca could accelerate the cash flow needed to drive improved profitability and generate increased levels of cash.

This document sets out how we think Corcentric can help you achieve these goals.

Perhaps we could buy you lunch (delivered to your desk*) and arrange a call with one of our experts to discuss this further, at a time which suits you?

*Pick a delivery service from our list below and we'll send you a £50 voucher for lunch.

- Lee Allen, Senior Vice President of Order to Cash EMEA

Book a call and pick your lunch delivery here:
www.corcentric.com/astrazeneca-intro



Growth through order-to-cash innovation.

2020 was a year quite unlike any other, and yet AstraZeneca rose to the challenge.

But as global sales ramp up, so do overheads and the credit you provide to customers for these orders. Balancing these demands on cash flow with improved cash generation will, no doubt, be a familiar challenge.

Bringing more cash in, more quickly, requires the scaling of O2C processes to ensure timely, accurate delivery of invoices, statements and dunning letters. Ideally, automating both electronic and postal delivery to achieve safe, accountable invoice delivery, and removing manual uploads to invoicing portals.



Corcentric EIPP can provide this streamlined scalability, with an innovative approach to invoicing, rebate processing and reconciliation, optimising workflow and removing process risks to cash flow from the O2C cash cycle.

Let us support AstraZeneca's growth, through order to cash innovation.



How we can help innovate your order-to-cash processes.

Our three initiatives for you.

1.

Remove process risks, delays and errors from the O2C cash cycle through automation and improved status visibility. Achieve safe, accountable invoice delivery, including postal delivery, and more efficient upload to buyers' invoicing portals.

2.

Balance the cash flow demands resulting from growth, by accelerating invoice delivery and cash collection. Liberate working capital to better execute on business objectives.

3.

Simplify rebate processing and reconciliation. Establish a standardised approach to receipt of rebate claims, how these are matched against sales out and payments are settled.



1. We can help you remove process risks, delays and errors from the O2C cash cycle through automation and improved status visibility.

Our idea

We can automate manual order-to-cash processes, such as uploading to buyers' invoicing portals. Improve visibility across the order-to-cash cycle and ensure safe, accountable invoice delivery, electronically or by post.

How we will help

Our team of experts will automate invoice creation and delivery, build connections with buyers' AP portals and pull in data from your ERP and other systems, formatting this as needed.

Best practice

We help VF Corporation create, send and track invoices, statements and dunnings letters for 15 different businesses through one streamlined solution platform.

— Saved 100 staff days per month

— Automation of over 150,000 documents per month

“Corcentric EIPP provides the real time visibility I need to enable proactivity. It is leaner, cleaner and easier to use than any other e-invoicing solution we have worked with.”

— Ulf Springer, VF Corporation

2. We can help you balance the cash flow demands resulting from growth, by accelerating invoice delivery and cash collection.

Our idea

Liberate working capital to better execute on business objectives. We can help you get invoices out more quickly and accurately, and automate follow-ups, to accelerate payment timeframes.

How we will help

Our rules-based automation layer can be configured to support every nuance of your delivery requirements from email to EDI/XML, to print and post.

Best practice

We help Travelport improve invoice delivery speed and status visibility, driving down costs and improving customer service at the same time.

— Managing over £4.3bn in payments for Travelport

— Deployed in 38 countries so far

“The substantial cost savings from deploying Corcentric have been the main benefit, but improved visibility and control over the invoicing process, as well as improved customer service has made a real difference to Travelport.”

— Jeff Esprit, Travelport

3. We can simplify rebate processing and reconciliation.

Our idea

We can streamline the process of reconciling rebate claims with accounts receivable records. Remove the need for tracking spreadsheets. Automate, simplify and remove friction from complex manual order-to-cash processes.

How we will help

We can remove the need for manual rebate reconciliation. Our team of experts can identify and automate how rebate claims are matched against sales out and payments are settled.

Best practice

We support the order-to-cash process for brands such as GSK, MSD and 3M, so appreciate the nuances to the rebate reconciliation process in the pharmaceuticals industry.

- Audit trail and real time visibility into AR cash flow
- Automation of invoice delivery and rebate reconciliation

“We were using SAP and there was no mass send function, nor the level of control we needed. We needed a solution without these restrictions and reliance on very manual workarounds. Corcentric EIPP became an important tool in a major restructuring of the credit department.”

— *Stephen Dee, Movianto*

Let's meet. *Let's innovate together.*

We'll follow up on this with an email, but feel free to get in touch directly via the details below if you'd like to arrange a follow-up chat.

Best regards,

Jonathan Blackburn

Sales Director, EMEA

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☎ 020 3177 1779

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