



Growth through order-to-cash innovation

- Liberate working capital
- Eliminate late payments and delinquency
- Automate and streamline invoice delivery, reconciliation and rebate processes

AstraZeneca 

 corcentric™



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 working capital which may be locked up in the receivables ledger. Which is why I've approached you today.

If all your invoices were paid on 30 days, guaranteed, AstraZeneca could liberate the working capital 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 arrange a call with one of our experts to discuss this further, at a time which suits you?

We appreciate your time is precious and days are short, so why don't we arrange a call over lunch, we can even arrange you a lunch delivery to free up some time.

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

Book a call and pick your lunch delivery here:

www.corcentric.com/astrazeneca-welcome



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.

Customers may require 75 day or longer payment timeframes, to fit with their cash flow requirements. And some parts of the ledger can prove resource-intensive to collect each month.

Imagine being able to liberate this capital from receivables more quickly, without requiring your customers to pay sooner?



Corcentric provides exactly this, as a funded and non-recourse service, to accelerate receivables payments without losing control of the process.

Through a combination of service, technology and funding Corcentric enables you to achieve several guaranteed business outcomes which unlock working capital and provide cash flow predictability.

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.** Liberate working capital to better execute on business objectives. Bring payments in more quickly, whilst supporting customers' payment preferences.
- 2.** Accelerate payments from your slowest and hardest-to-reach customers. Eliminate late payments and delinquency.
- 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 liberate working capital to better execute on business objectives.

Our idea

Customers may demand lengthy payment timeframes, but you can get paid more quickly and use this reduction in DSO to better execute on business objectives.

How we will help

We provide the service, technology and funding to achieve several guaranteed business outcomes which unlock working capital and provide cash flow predictability.

Best practice

We help Daimler decrease average DSO from 37 to 15 days through our ManagedAR process.

- 59% reduction in DSO
- 86% decrease in invoice disputes

“Partnering with Corcentric has consistently enabled us to not only achieve significant processing efficiencies, but to have the visibility to identify customer trends, forecast spend, and develop strategic initiatives that actually improve our working capital.”

— *Richard Simons, Daimler Trucks North America*

2. We can help you accelerate payments from your slowest and hardest-to-reach customers.

Our idea

Every receivables ledger includes a few accounts who take a little more time and effort to collect payment from. Imagine if these were someone else's problem and you could get paid on time, every time?

How we will help

Our team of experts will pay special attention to persistent late-payers, sending timely reminders and owning the collection process. You get paid up-front, with no recourse if payments are delayed or written off.

Best practice

We help Bridgestone improve customer service bring down DSO when billing their national fleet program customers.

- Improved cash flow
- Guaranteed payments, on time, every time

“Not having to manage the credit risk and collections is a huge weight off of our shoulders. Corcentric takes on the credit piece and pays us right away and it's a big saving for us from both a resource and cash flow standpoint.”

– Kyle Chen, Bridgestone

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,

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