

A Credit-to-Cash Implementation Guide

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As originally published in the Credit Research Foundation 4Q 2021 Credit & Financial Management Review

Abstract

This Credit-to-Cash Implementation Guide will help you define “must-have” deliverables from your vendor. You will learn of the many decisions that need to be considered to better equip your company for a successful launch.

With any new technology initiative, the key to a successful launch is understanding your current state, documenting your desired state, and then identifying gaps between the two. Evaluating each of these three components across workflows, inter-departmental processes, decisioning rules and systems is essential.

When automating the credit-to-cash process, there are several technology-supported workstreams that need to be connected for the processes to be seamless. Because these tech workflows (and the various departments that support them) need to “talk” to one another, roles and responsibilities should be mapped out, and rules and safeguards should be considered before configuration begins.

In addition, it’s important to address and plan for organizational change. Implementing any new process, system or way of working through a structured approach ensures that changes are more smoothly adopted and can even contribute to enthusiasm for the new way of working.

This Credit-to-Cash Implementation Guide will help you define “must-have” deliverables from your vendor. You will learn of the many decisions that need to be considered to better equip your company for a successful launch.

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