

Turning the Tide on Late Payments: A Spotlight on Efficient Order-to-Cash Strategies

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Navigating the complex landscape of B2B transactions requires more than just the exchange of goods and services; it entails a delicate interplay of financial interactions that can greatly influence the health of a company.

Indeed, conducting business extends far beyond the moment of purchase, stretching into a series of interdependent steps that together form the Order-to-Cash (OTC) cycle. From the initiation of an order to final payment processing, the OTC process is an intricate journey that can either propel a company toward sustainable growth or lead it down a perilous path marked by cash flow bottlenecks.

Unfortunately, the latter is the current reality for many businesses whose success is being threatened by a continuous spurt of...

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