



From the Office of The CFO

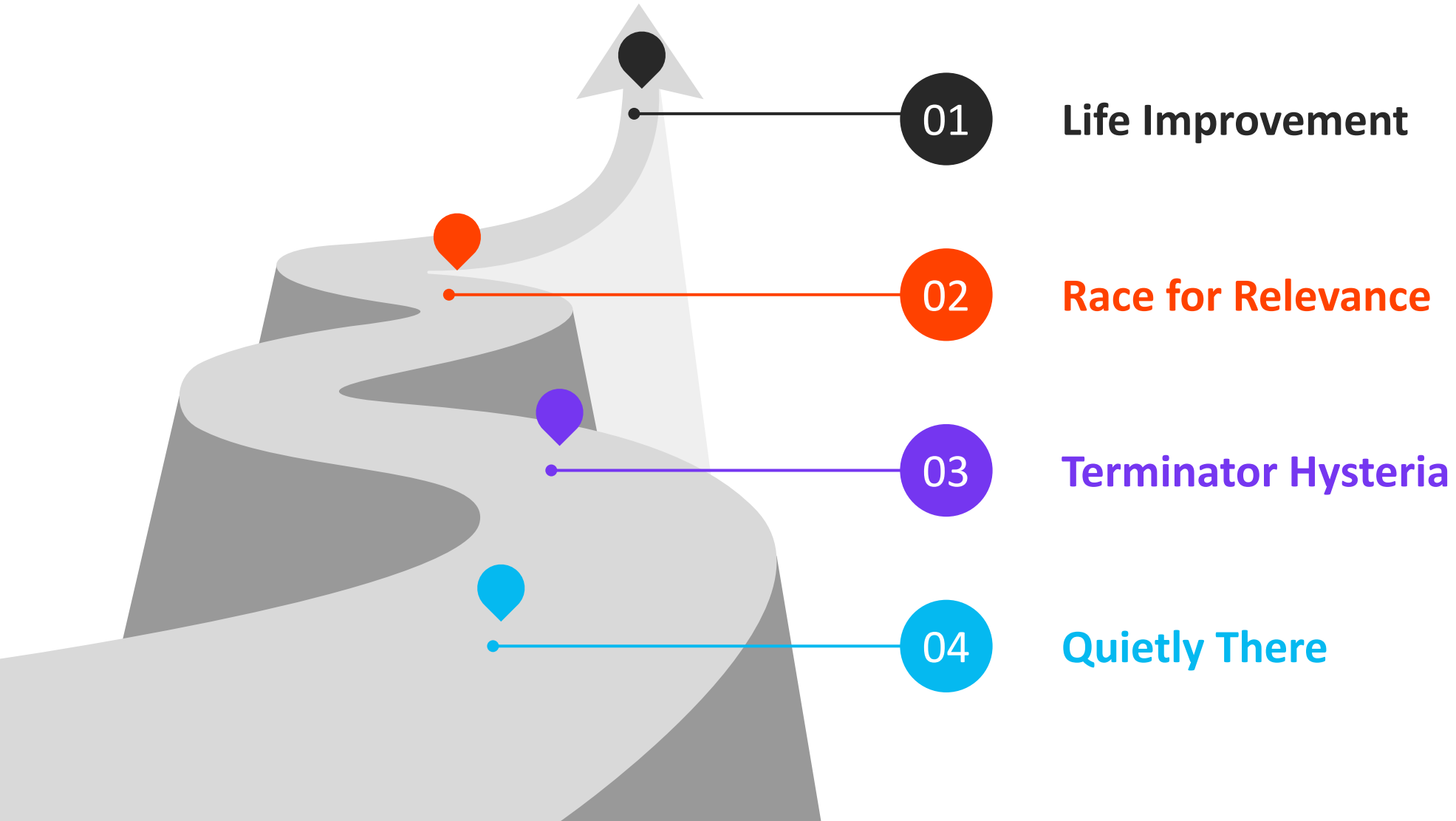
Tips and Tricks to Embrace AI and Enhance Career Progression

Sarah-Jayne Martin, Director, ICA Global AR Practice

- 20+ years of AR experience
- Owned many AP-related initiatives
- Home base is chilly Chicago, USA



AI's Marketplace Evolution



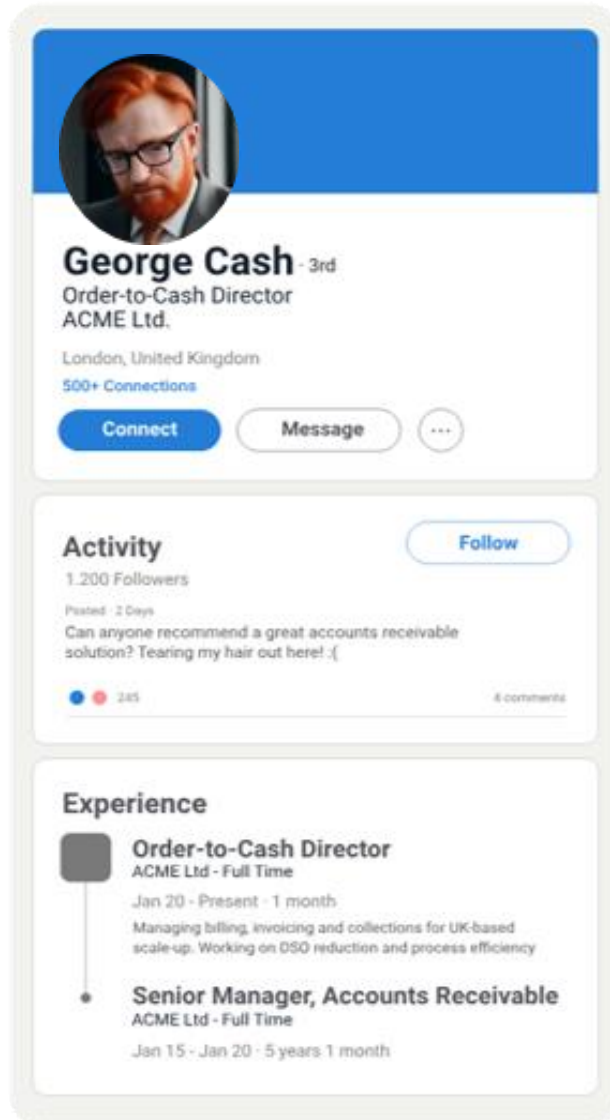
The image features a dark blue background with a complex, abstract pattern of glowing blue and purple lines and particles. These lines form a landscape-like structure with a central circular area containing the text. The overall aesthetic is futuristic and digital. In the top right corner, there is a red circular icon with a white symbol. In the bottom left corner, there is a faint, light blue circular outline.

The New AI Frontier



**Meet
George.**

It's 2020. George is struggling at work...



George Cash · 3rd
Order-to-Cash Director
ACME Ltd.
London, United Kingdom
500+ Connections

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Activity [Follow](#)
1,200 Followers
Posted · 2 Days
Can anyone recommend a great accounts receivable solution? Tearing my hair out here! :(
245 likes 4 comments

Experience

- Order-to-Cash Director**
ACME Ltd - Full Time
Jan 20 - Present · 1 month
Managing billing, invoicing and collections for UK-based scale-up. Working on DSO reduction and process efficiency
- Senior Manager, Accounts Receivable**
ACME Ltd - Full Time
Jan 15 - Jan 20 · 5 years 1 month



Let's see how things have changed for George in 2025.



George Cash · 3rd
Regional CFO - UK & Europe
ACME Ltd.

London, United Kingdom

500+ Connections

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Activity

2,400 Followers

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These e-invoicing regulations are a breeze with @Quadient solutions! Plus, DSO is down 50% and invoice processing costs are down by 82%. Now that's what I call ROI! :)

👍 👍 245

25 comments

Experience

Regional CFO - UK & Europe
ACME Ltd · Full Time

Jan 25 · Present · 1 month

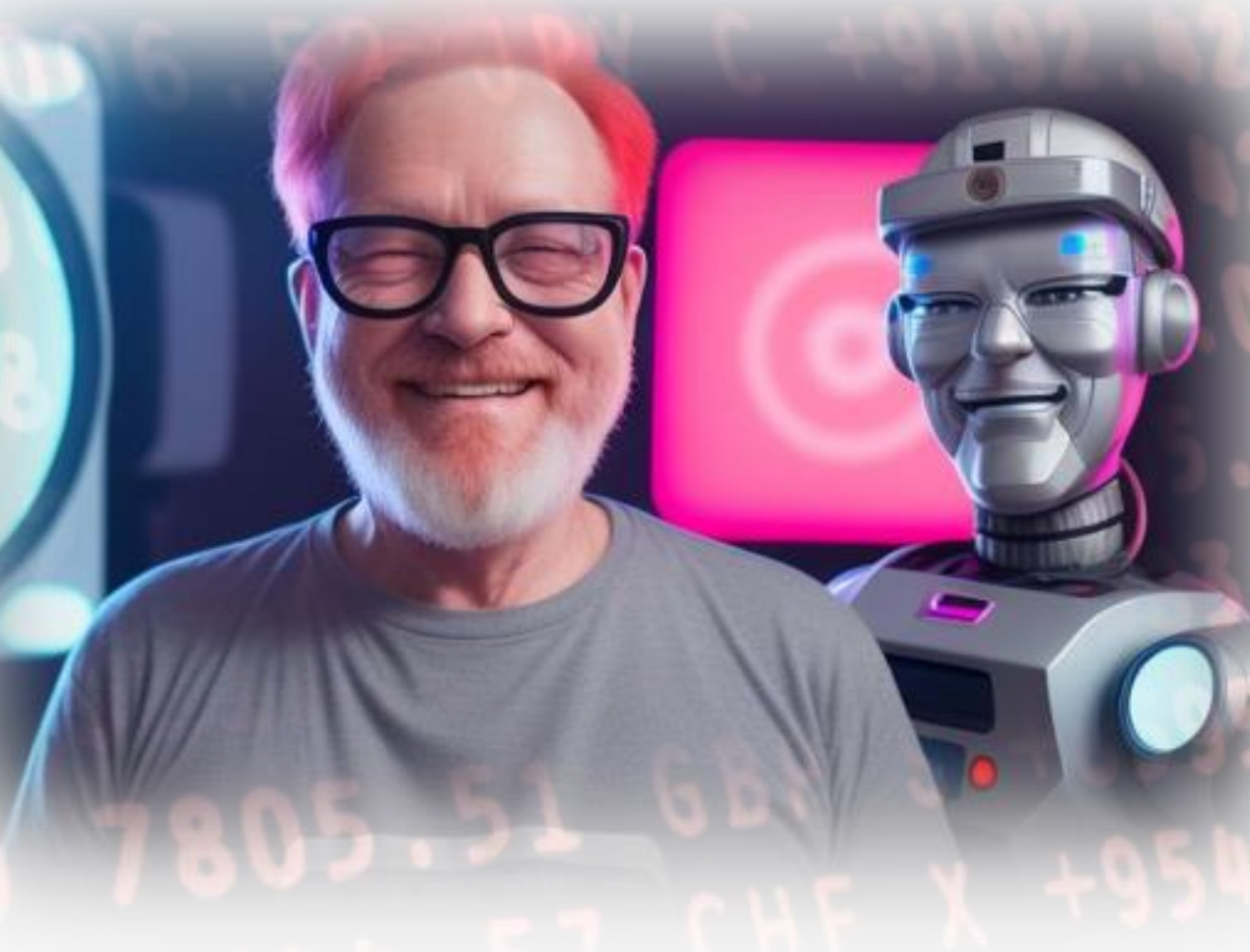
Spend management, procurement, order-to-cash, strategic planning and forecasting, P&L, risk and compliance

Order-to-Cash Director
ACME Ltd · Full Time

Jan 20 · Jan 25 · 5 years 1 month



Take a step into the future with George...



George Cash ^{3rd} ✓
Group CFO @ ACME - we're hiring! 🚀
ACME Global

Remote, United Kingdom
500+ Connections

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5,300 Followers

Posted · 2 days

Honoured to accept the Top CFO award yesterday evening for practical application of AI in Finance! Couldn't have done it without my team and of course, @Quadient technology! .D

25 comments

Experience

- Group Chief Financial Officer**
ACME Global - Full Time
Jan 30 - Present - 1 month
Financial forecasting, strategy and compliance across EMEA, APAC and Americas. Liaising with the Board and promoting growth and revenue.
- Regional CFO - UK & Europe**
ACME Ltd - Full Time
Jan 25 - Jan 30 - 5 years 1 month

George's Professional Life Through the Years



2020:

**Chaotic, Reactive,
Manual**



2025:

**Predictable,
Process Driven,
Automated**



2030:

**Proactive,
Strategic, Insight-
Based**

Imagine the Future



AI Powered AP Today



**Data extraction
and integration**



**Payment
initiation**



Invoice matching

AI-powered AR today



Cash application **01**

Revenue support **02**

Dispute management **03**

Payments **04**





AI turned AP into a collaborative business partner



Problem

Manual processes for invoice creation, delivery, and tracking were straining employee bandwidth and customer relationships—and leaving no time for AR to support the business.



Solution

The team implemented Quadient Accounts Receivable, transforming relationships across the organization with AI capabilities.



Result

- Accurate, up-to-date financial data
- Focus on higher-value tasks and customer engagement
- Better cash flow management and forecasting

Customer connections

AI case study: Financial Automation

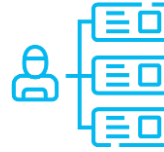
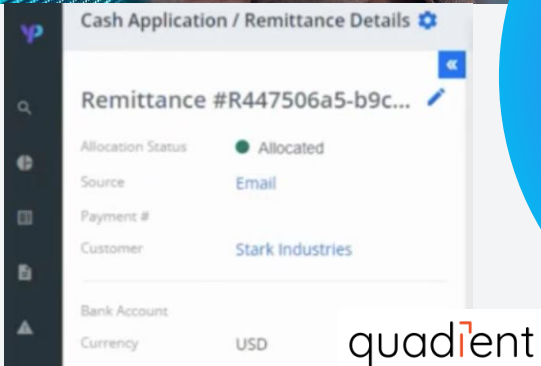
Enhancing data extraction and payment allocation through AI

5.0m

Inbound accounts receivable emails processed via Quadient AR

3,408

Employee hours saved per company, per year on average



Main use cases

- All inbound accounts receivable emails automatically categorized according to subject matter
- Emails containing remittance data auto-allocated to payments



Data & predictive model

- Closed-loop environment learns from specific customer behavior for improved processing over time



Increased profitability

- Zero human intervention required
- Identify, analyze, and generate responses to customer emails
- Faster AI-assisted cash application to open invoices



Questions & Answers

Reach out!



quadi^{ent}
accounts receivable
by YayPay

Thank you!

**Please take a moment to complete
our post-webinar survey**