

Why Your ERP Can't Keep Up with Modern Accounts Receivable

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ERP systems were never designed to be accounts receivable platforms. They were designed to be systems of record: repositories for transactions, ledgers for compliance, and engines for batch processing. They do these things well. But AR has evolved into something else entirely, and the architecture that made ERPs indispensable in the 1990s is now the same architecture holding finance teams back.

The shift happened gradually. Invoice volumes grew, payment channels multiplied, and customers started expecting the same real-time visibility from B2B suppliers that they get from consumer apps. Consequently, AR teams, still working inside ERP constraints, found themselves exporting data to spreadsheets, manually reconciling across systems, and making decisions with incomplete information.

This isn't an indictment of ERPs. But AR has become...

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