

How to ensure financial stability in the **dynamic automotive sector**

i There is a great deal of conversation around cars, more so than ever before. Technological developments, climate agreements and the mobility behaviour of consumers are causing a disruption in the automotive sector and raising many questions. When will self-driving, autonomous cars become commonplace? Should everyone invest in electric cars, and are there other alternatives to combat increasing CO2 emissions? These developments are having a big influence on every process within the automotive sector including the financial ones like the order-to-cash process. What benefits does a well-streamlined order-to-cash process offer?



Autonomous

Just as cars are becoming autonomous, customers are also becoming increasingly autonomous in their behaviour. All the information available means that customers (both commercial and private) are finding out more and more about cars, parts and financing options.



Distinctive

So how can you make sure that the customer actually makes their purchase from your organisation, and that they are and remain satisfied? It is important to remain distinctive in order to keep that autonomous customer happy.



Order-to-cash

The order-to-cash process is important in ensuring that customers are and remain satisfied. Large sums often change hands within the automotive sector, and a well-streamlined process for outbound invoices and inbound payments is therefore essential. How do you ensure that the customer pays (on time)?

Personal communication

For example, identify how a customer would prefer to receive their invoice/reminder.



Segmentation

Divide customers into segments based on payment behaviour. Is the customer a bad payer? Do they have current loans? Do they have debts? Bespoke customer information and tailored workflows help ensure an optimum order-to-cash process.



Efficiency

Structure and automate credit management with software. The use of new technology and effective data management provides credit managers with more insight, ultimately ensuring that invoices are paid more quickly.



- ✔ **Default risk control**
- ✔ **Reduced DSO**
- ✔ **Greater customer satisfaction**
- ✔ **Reduced time investment**
- ✔ **Increase productivity**
- ✔ **Focus on exceptions**
- ✔ **Overview of receivables**
- ✔ **Effective management**
- ✔ **Complete control**

About Visma | Onguard

The continued evolution of automation, digital transformation and customer experience are keys to a business' success. Visma | Onguard has been supporting its customers for over 25 years with advanced solutions within the order-to-cash chain. Our solutions are focused on connecting data to a single centralised platform and linking internal and external systems and services. To do this, we use intelligent and intuitive automation to deliver valuable insights. This creates an optimal connection between all processes in the order-to-cash chain. At the same time, this ensures improved and personalised communication resulting in stronger and long-term customer relationships and tangible results in order-to-cash and credit management.

 Connecting data. Connecting you.

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