



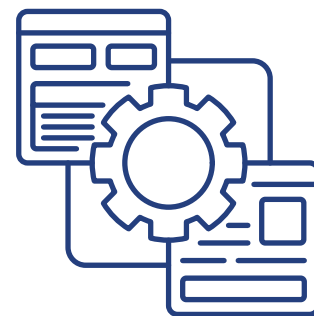
SD DIGITAL—INTELLIGENT AUTOMATION SUCCESS STORY

CASH CONVERSION CYCLE

The Schneider Downs Digital team developed an automated solution for a professional services firm to reduce the length of their cash conversion cycle.

The Manual Process

- » Cash conversion cycle was too lengthy, resulting in:
 - › Inability to make investments in the business
 - › Frequent borrowing online of credit
 - › Competitive disadvantage amongst peers
- » Contributing factors to lengthy cash conversion cycle:
 - › Mailing of paper-based invoices
 - › Majority of payments received via check (no streamlined form of payment)
 - › Manual application of cash
 - › Limited collection protocols



The Impact of Intelligent Automation

Intelligent Automation converted the client to electronic billing, established lockboxes for cash accounts and implemented intelligent automation to facilitate cash receipt application, customer account statements and customer collections, including notifications to customers and internal sales personnel. The automated solution resulted in:

- » Improved lockup from 100 to 67 days
- » Reduction in draw on credit line (reduced expenses)
- » Ability to repurpose of ½ FTE on strategic initiatives
- » Ability for secure real-time/online payment options
- » More timely recognition of “at-risk clients” to reduce exposure

Improved lockup from
100 to 67 days.

About SD Digital

SD Digital helps organizations translate technology to transformative change and realize the best version of themselves. With a forward-thinking cap and digital lens, we empower organizations to realize the art of the possible with the power of digital through business-focused and technology-enabled solutions, built on an unwavering commitment to practicality, speed to market and the user experience.

Learn more at www.schneiderdowns.com/digital or contact the team directly at contactsd@schneiderdowns.com.