

Moving A/R From Back-Office to Front-Office With Supply Chain Integration

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Group Manager Cash Operations

- A goal-oriented Finance Director and Controller
- 25+ years of experience across leading CPG companies
- Proven expertise in evaluation of financial management systems and implementation of process improvements



Agenda

- About The Clorox Company
- A/R Challenges at Clorox
- How Did HighRadius Help
- Benefits of Hosting A/R Within Supply Chain
- Q&A

About Clorox

Trusted Global CPG Company

A leading multinational manufacturer and marketer of consumer and professional products with a diverse portfolio of brands and 9,000 employees worldwide.

Clorox brands include its namesake bleach and cleaning products, as well as Burt's Bees, Kingsford Charcoal, Glad, Hidden Valley, etc.



 The Clorox Company

We champion people to be well and thrive every single day.



Founded in
1913

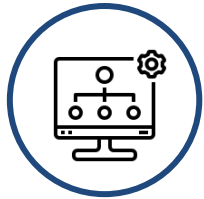


Ranked among **Fortune**
500 since 2000



Production units
across **25 countries**

The A/R Challenges at Clorox



Limitations with Existing ERP

- Lack of customer-specific configuration rules
- Reason code limitation to categorize deductions types
- Lack of intelligence to drive proactive decision-making



Manual Remittance Aggregation & Deductions Coding

- 50% time spent on manually matching payments with email and EDI remittances
- Tedious & error-prone reason coding for 15,000 deductions per month



Manual Deductions Management Process

- Equal effort spent on finding valid & invalid deductions
- Manual backup data aggregation process
- Cumbersome reporting

How HighRadius Helped Clorox

Based on the feedback received from other CPG leaders, Clorox found HighRadius to be the right partner for their A/R automation journey.



Cash Application Automation

90% Automated Cash Posting



Deductions Management Automation

Processed **30%** Increase in Deductions Volume Without Adding New FTEs



Collections Automation

20% Collections Improvement in the More Challenging Portfolios

Clorox is rolling out the A/R automation solution across all their business segments spread across the US and Canada over the next two years.

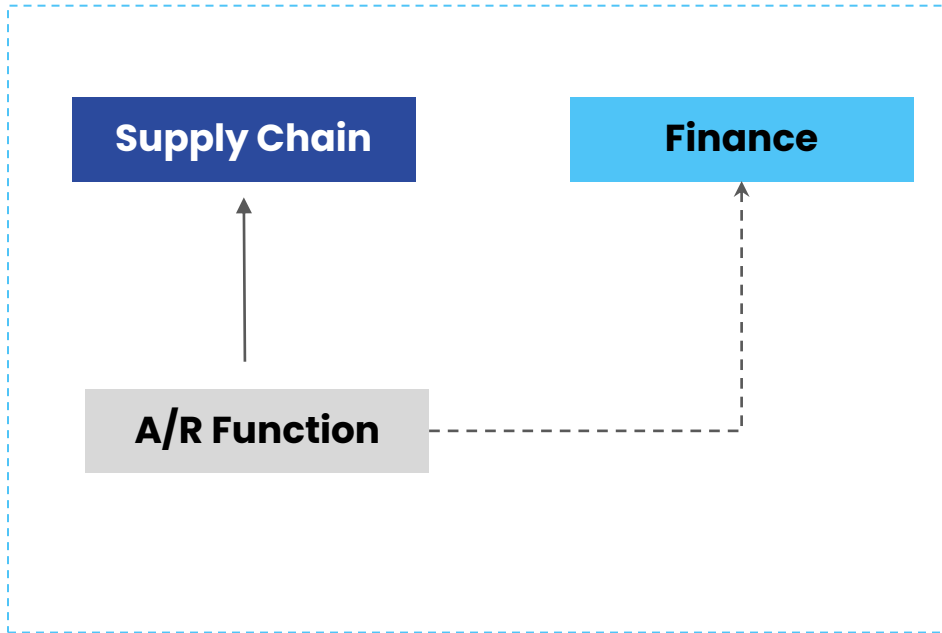
Poll Question

Where does the A/R Function in Your Organization Report Into?

- A. Finance
- B. Supply Chain
- C. Finance and Supply Chain
- D. Different Business Functions



Hosting A/R Within the Supply Chain Function



- Faster Deduction Resolution
- Effective Order Processing
- Improved Inventory Management
- 360-Degree Customer View

Improving Deductions Management with Supply Chain Integration

1

Easy deductions reason-coding for cash application resulting in faster deductions resolution

2

Enabling root-cause analysis for invalid deductions causing revenue leakage

3

Improving supply chain KPIs such as Perfect Order Index

Elevating the A/R Function to the Front-Office

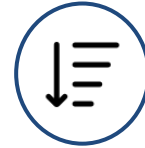
A/R automation has emerged as a strategic lever to **drive working capital impact**, **enhance customer experience** and **prevent revenue leakage**.



Reduce bad debt with proactive credit risk management



Enhance customer experience with automated cash posting



Lower DSO with proactive collections



Prevent revenue leakage by recovering from invalid deductions



Enable faster payments through multiple payment options and formats

**Food For
Thought**

What Are the Pros and Cons of Hosting A/R Within the Supply Chain?



Q&A

