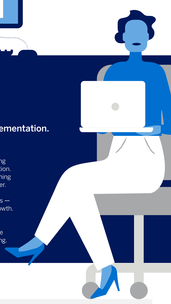
AR Optimization Diagnostic Quiz

AR automation isn't a one-time implementation. It's an evolving process.

Continuous review and evaluation are the keys to getting full value from your Accounts Receivable (AR) automation. Unfortunately, many organizations may only be scratching the surface of what their current AR systems can deliver. Disconnected workflows, delayed reconciliation and manual processing can create hidden operational costs — and these ripple out to impact cash flow and future growth.

Fortunately, these issues can be solved. A structured assessment can help reveal opportunities to streamline operations for predictable cash flow and efficient scaling.



Part 1: Cash flow visibility

This section will help you understand how well you operate when it comes to having a clear, real-time view of receivables performance.

	Points
Do you have real-time insight into outstanding receivables?	
◯ Limited visibility and manual reporting	
◯ Periodic reporting with some automation	
◯ Real-time dashboards and reporting	
Can you segment customers based on payment behavior and risk?	+
◯ No segmentation	
◯ Basic segmentation	
◯ Dynamic, data-driven segmentation	
Is Days Sales Outstanding (DSO) consistently monitored, benchmarked and used to inform decision making?	+
◯ Not tracked consistently	
◯ Tracked but not actively used	
◯ Actively monitored and used for optimization	
	= Total

Cash flow visibility diagnosis

Total the points in the right column to get your cash flow visibility score.

3-4 pts	5-7 pts	8-9 pts

Select a button above to view diagnosis details.

Part 2: Workflow Efficiency

This section will help you see if manual effort is slowing you down and where automation can help you scale.

	Points
What percentage of invoices are still manually processed?	
◯ Mostly manual	
◯ A mix of manual and automated	
◯ Mostly automated	
To what extent are reconciliation processes automated?	+
◯ Fully manual	
◯ Partially automated	
◯ Fully automated	
Are exceptions handled digitally or manually?	+
◯ Manual investigation and resolution	
◯ Some system support	
◯ Automated workflows with minimal intervention	
	= Total

Workflow efficiency diagnosis

Total the points in the right column to get your workflow efficiency score.

3-4 pts	5-7 pts	8-9 pts

Select a button above to view diagnosis details.

Part 3: Integration

This section will help you understand how seamlessly your systems, payments and processes work together.

	Points
How well are payment workflows integrated across platforms?	
◯ Mostly disconnected systems	
◯ Some partial integrations	
◯ Fully integrated ecosystem	
How streamlined is virtual card processing?	+
◯ Fully manual or inconsistent	
◯ Partially streamlined	
◯ Fully automated and optimized	
	= Total

Integration diagnosis

Total the points in the right column to get your integration score.

1-3 pts	4-5 pts	6 pts

Select a button above to view diagnosis details.

Part 4: Expansion and Optimization

In this section you will uncover opportunities for maximizing the value of your current capabilities.

	Points
Are digital payments prioritized over checks to enhance the customer experience?	
◯ Checks dominate	
◯ Mixed usage	
◯ Digital-first strategy	
Have you conducted a structured AR review in the past 12 months?	+
◯ No formal review	
◯ Informal or partial review	
◯ Annual structured reviews	
	= Total

Expansion and optimization diagnosis

Total the points in the right column to get your expansion and optimization score.

1-3 pts	4-5 pts	6 pts

Select a button above to view diagnosis details.

Putting it all together: What your results signal

Add the points from each section to calculate your total score.

10-16 pts	17-23 pts	24-30 pts

Select a button above to view diagnosis details.

Ready to take action?

Connect with your Client Manager to assess your current state, identify priority areas for optimization and build a roadmap aligned to your business goals.

Learn more about how AR automation and Virtual Card acceptance can help unlock efficiency and accelerate cash flow.

Explore AR automation