**SEPTEMBER 23, 2021** 

## Million Dollar Revenue Leakages Plugged With Two Deduction Strategies



### **Joanne Mayer**

VP- A/R, Credit and Collections at G-III Apparel Group

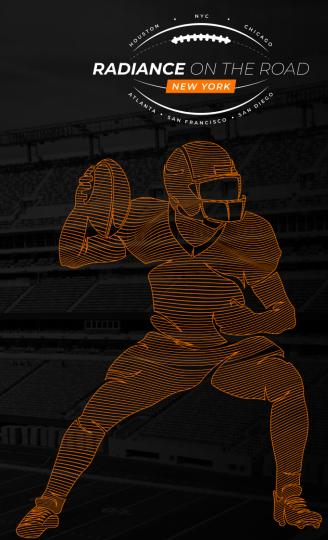




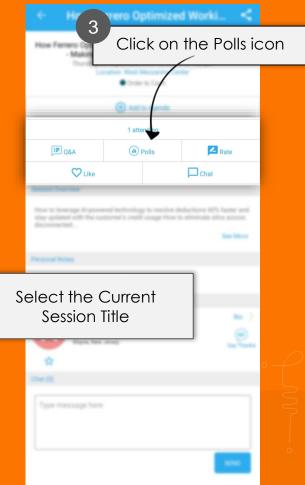
### **Gregory Ottalagano**

Manager, Credit and A/R





#### How Can I Register 3 Full Agend How Ferrero ( My Vote Through the *Whova* App? 23 atomer-led Diaruption of Business Servi. Lunch+ Networking I≣ 0&A CLike How Ferrero Optimized Working Capital In A Volatile Economy - Making Dollar Impac... + Location: West Mezzanine Center • Speaker: Kay Rogers R1 00 00 reasurers Guide to Monetizing A/W fo 2 Accelerated Revenue Growt secular Mart Mechanics Lawrence Select the Agenda Tab uide To Cash Excellence By **Ra-Driven Customer Experience** 1 Swning Your Career in Treasury 6 ie Leakages Plugged Agenda



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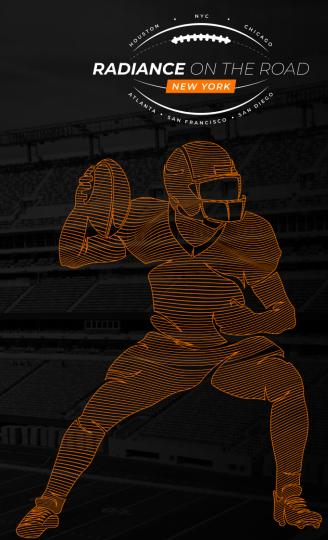




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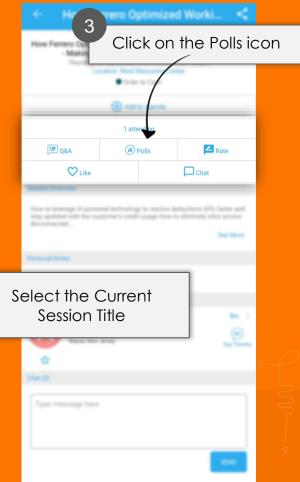
What do you think is the major reason for revenue leakages in the order to cash process?

- 1. Siloed Processes
- 2. Lack of adequate knowledge
- 3. Invalid Deductions
- 4. Change management

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# Major reasons for revenue leakages in order to cash process





## Most critical challenges in the deductions management process





# Role of technology like Artificial Intelligence in optimizing deductions resolution time





## **Future of deductions management**













## **NEXT SESSIONS**











Reimagining the Future of Finance with Digital: Key Trends in Enterprise Technology & Associated Pitfalls

2:35 PM EST | West Mezzanine Center

### Top Opportunities in Treasury Transformation and How to Get Started

### 2:35 PM EST | West Mezzanine Lounge

