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# WORKING CAPITAL WITHOUT THE WORK: TURNING RECEIVABLES INTO CASH WITH AI-POWERED AUTOMATION



## AARON LEHEW

Director of Sales for Invoice to Cash, Esker

## CRAIG JEFFERY

Founder & Managing Partner, Strategic Treasurer



## WHAT

Exploring how AI-powered tools can unlock receivables and strengthen working capital.



## WHEN

Thursday, October 9, 2025  
2:00 PM - 3:00 PM EDT



## WHERE

Live online presentation  
Replays at [StrategicTreasurer.com](https://StrategicTreasurer.com)



This presentation is provided by Strategic Treasurer and Esker.

# ABOUT THE SPEAKERS

GET TO KNOW TODAY'S SUBJECT MATTER EXPERTS



## AARON LEHEW

As the Director of Invoice to Cash Sales at Esker, Aaron brings over 15 years of experience in manufacturing and distribution. His expertise lies in process improvement throughout the Order-to-Cash cycle. Aaron is passionate about helping businesses move beyond the status quo to achieve growth and retention. Outside of work, Aaron enjoys competing in athletic events and coaching youth football and baseball.



## CRAIG JEFFERY

Craig Jeffery formed Strategic Treasurer in 2004 to provide corporate, educational, and government entities direct access to comprehensive and current assistance with their treasury and financial process needs.

His 30+ years of financial and treasury experience as a practitioner and as a consultant have uniquely qualified him to help organizations craft realistic goals and achieve significant benefits quickly.

# TOPICS OF DISCUSSION

KEY AREAS OF FOCUS &  
ANALYSIS



## **PRIORITIES IN FINANCE**

WHAT MATTERS MOST



## **CHALLENGES**

IMPEDIMENTS TO CASH FLOW



## **HELP FROM AI**

AIDING THE AUTOMATED  
PROCESS



## **WORKING CAPITAL**

OPTIMIZING THROUGH IMPROVED  
VISIBILITY



## **EVALUATING SOLUTIONS**

WHAT TO LOOK FOR



## **KEY TAKEAWAYS**

AND FINAL THOUGHTS

# TOP FINANCE OBJECTIVES

HIGHEST PRIORITIES FOR FINANCE IN 2025

## TOP PRIORITY FOR FINANCE



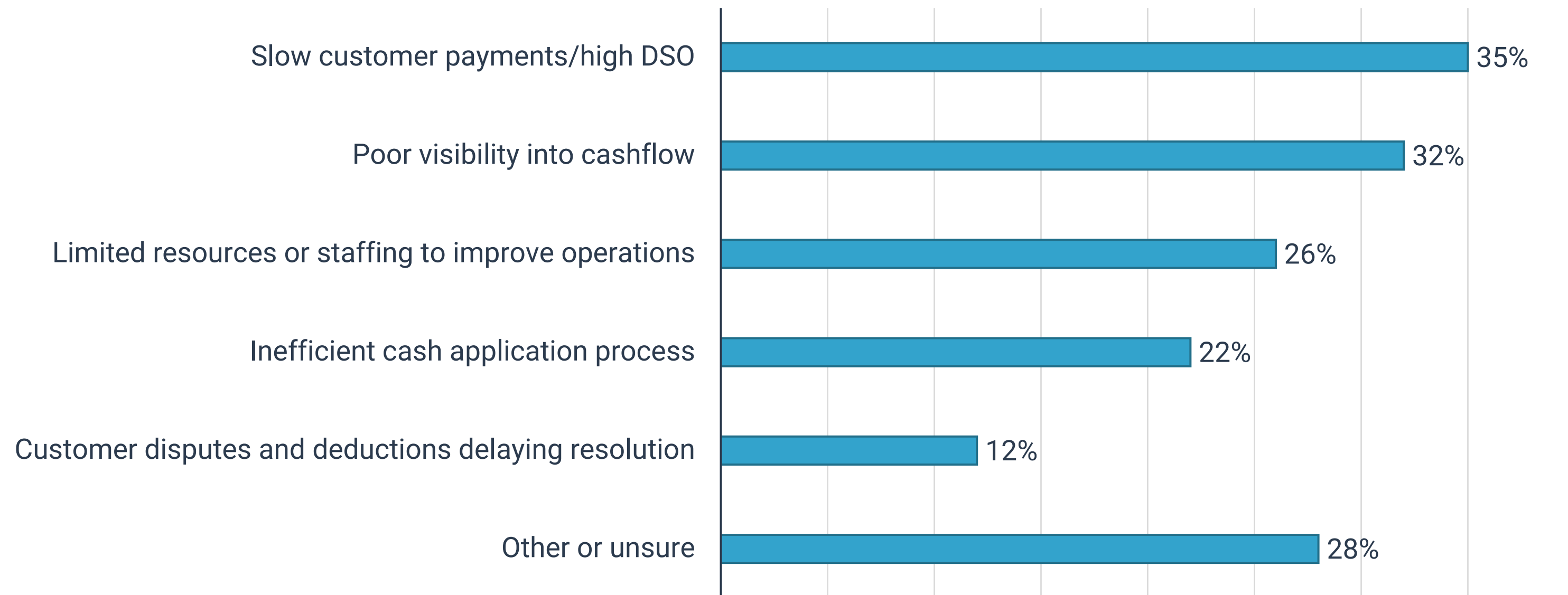
Optimizing cash flow performance/  
liquidity/working capital

## OTHER TOP OBJECTIVES:

2. Accelerate finance digital transformation and modernize the technology landscape
3. Actively support profitability improvement goals
4. Implement cost optimization/reduction actions
5. Improve data (timeliness, completeness, reliability, and analysis capabilities)

# POLL QUESTION

**Poll 1 - What currently is your biggest working capital challenge? (all that apply)**



# COMMON CHALLENGES

## HINDERANCES TO CASH FLOW



High DSO and overdue receivables drain working capital



Inaccurate credit assessments increase the risk of bad debt



Manual, siloed processes lead to inefficiencies and poor customer communication



Limited visibility into receivables hinders proactive collection efforts



Collections teams spend excessive time on low-value tasks

# THE ROLE OF AI

## HOW ARTIFICIAL INTELLIGENCE HELPS IN AN AUTOMATED PROCESS



### PAYMENT PREDICTIONS

In automated solutions, predictive analytics forecast when payment will likely arrive



### RECOMMENDATIONS

Prescriptive analytics help your AR team facilitate better decision-making and accelerate the entire invoice-to-cash cycle



### DATA EXTRACTION

AI can be used to automatically capture data from all AR documents to carry out AR processes

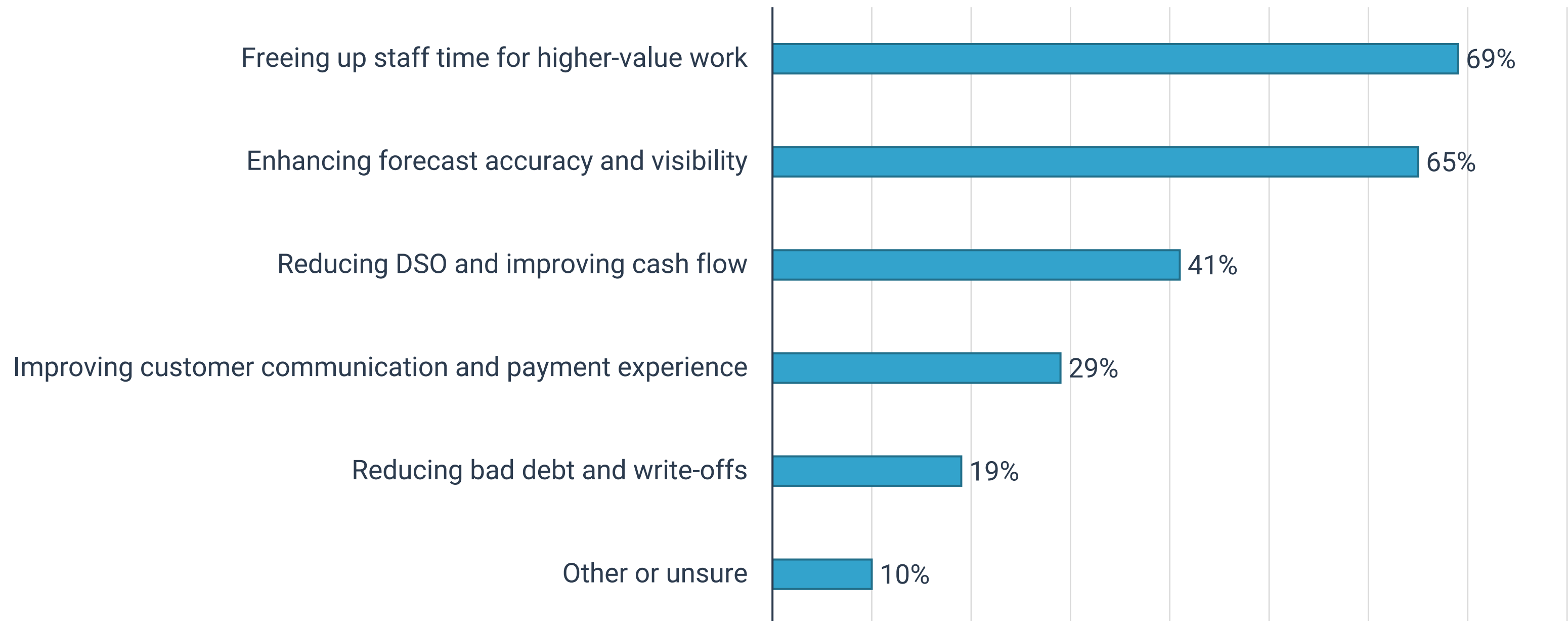


### CONTENT ANALYSIS

Leveraging tools like generative AI can speed up the processing of customer communication and help AR teams provide quicker assistance

# POLL QUESTION

**Poll 2 - Which areas would be most helped by AI-powered receivables automation?  
(all that apply)**



# PROCESS IMPROVEMENT

## ACCELERATING CASHFLOW WITH AI-POWERED AUTOMATION



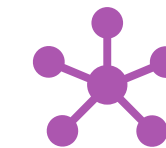
Simplified credit review and credit risk monitoring



Accelerate deduction, identification, and resolution



Apply cash faster and secure revenue



Payment prediction and AP portal integration



Invoice delivery tracking and monitoring



Risk-based collections prioritization

# STRONGER WORKING CAPITAL

## THROUGH INCREASED VISIBILITY



Centralized payment information for easier access and management



Reduced DSO → stronger cashflow



Predictable cash inflows → better liquidity planning



Lower bad debt → cleaner balance sheet



Better collaboration with customers and other AR team members



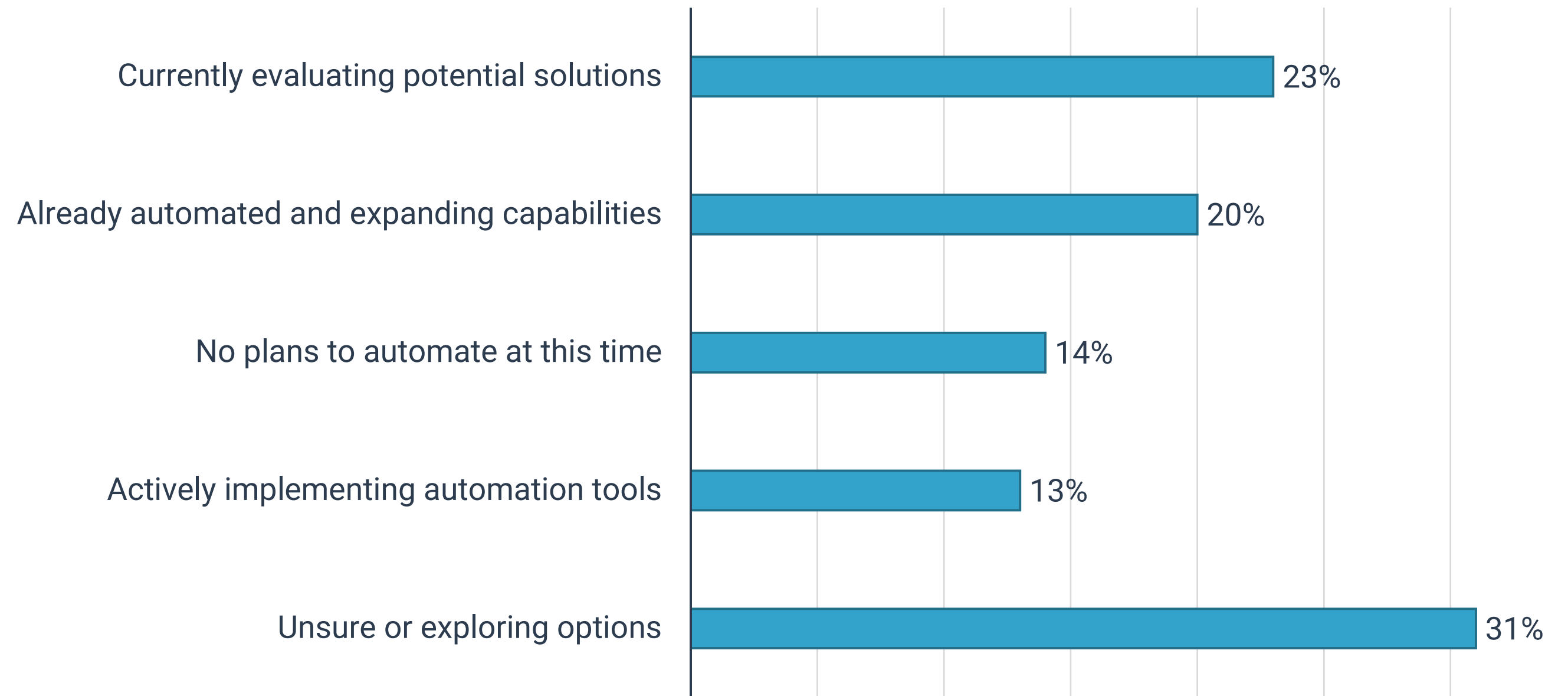
Resolve disputes faster



Improved collections efficiency

# POLL QUESTION

## Poll 3 - Where are you in your automation journey for AR and collections?



# CASE STUDY

## IMPLEMENTATION OF AI-POWERED COLLECTIONS MANAGEMENT

### HEALTHCARE EQUIPMENT COMPANY



Healthcare and digital  
technology solutions



31 global offices; headquarters  
in US



~ 17,000 employees



SAP ERP



Implementation of AI-powered collections management led to a significant reduction in DSO, from 130+ days to below 60 days, greatly improving cashflow

# EVALUATING SOLUTIONS

## CHOOSING THE RIGHT AUTOMATION PROVIDER



### INDUSTRY EXPERIENCE

- AI and machine learning capabilities
- Ability to provide ERP integration



### SECURITY AND COMPLIANCE

- The provider should adopt strict protocols and comply with industry regulations



### CUSTOMIZATION AND FLEXIBILITY

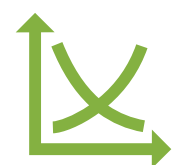
- Continuous customer support and training to ensure a successful transition
- Tools that adapt to meet your specific business requirements



### COST AND ROI CONSIDERATIONS

- Determine pricing model first, then assess the return on investment for the project

### BENEFITS



Minimizing risk and maximizing cashflow



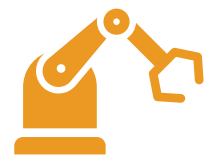
Data exchange for informed decisions



Managing risk and customer relationships

# FINAL THOUGHTS

## HOW TO PROCEED



### **AUTOMATE FOR EFFICIENCY**

- Eliminate manual AR bottlenecks
- Accelerate collections with AI workflows



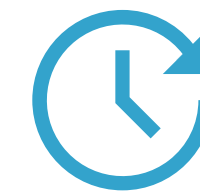
### **SCALE WITH CONFIDENCE**

- Align automation with business goals
- Support growth without added workload



### **UNLOCK TRAPPED LIQUIDITY**

- Turn receivables into usable cash
- Reduce cash constraints from slow payments
- Improve visibility across outstanding invoices



### **STRENGTHEN CASH PREDICTABILITY**

- Improve accuracy of cash forecasts
- Lower DSO through proactive insights

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CONTACT US WITH ANY FUTURE QUESTIONS

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**Ebook:**  
Transforming Payments:  
Improving Cashflow in AP and AR



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