

Introducing Generative & Agentic AI into the O2C Process



Emagia

Recognized as the Leader in Autonomous Finance For Order to Casha





Receivables

Processed

Languages

In over 70 Countries









15 Years

in Business

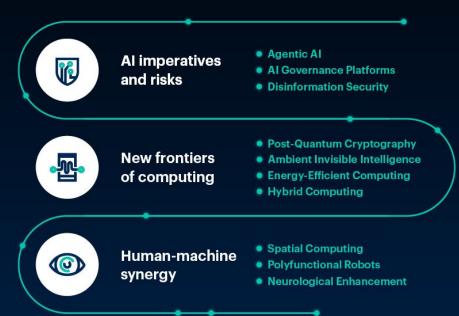






Key Trends in Al Technology Adoption

2025 Top 10 Strategic Technology Trends







Driving Forces for Al Adoption in Finance

- Increased efficiency and cost reduction demands
- Enable faster, smarter decision-making
- Scale operations without an increase in headcount
- Shifting delivery models 24X7, outcome-based
- Technology advancements autonomous, self-driving





Beyond Buzzwords: Agentic Al Versus Generative Al

| Feature | Generative Al | Agentic Al |
|-------------------|-------------------------------|--|
| Main Role | Content creation (text, code) | Task execution and decision-making |
| Input Needed | High (user prompts) | Low (goal-oriented and autonomous) |
| Performance scope | Single-step | End-to-end, adaptive workflows |
| Learning | Static data | Real-time learning from outcomes |
| Finance Example | Drafting a vendor response | Fully processing, validating, and posting an invoice |

"The main difference between the two is Gen Al's ability to create original content by recognizing and replicating patterns it has been trained with, while Agentic Al is characterized by its decision-making and action-taking capabilities."

~SSON's "Agentic Al 101: Creating a Pathway to Agentic Global Business Services" (2025)



What is Gen Al?

- *Generative AI refers to algorithms that can generate new content or data based on the patterns learned from existing datasets.
- *Can create new outputs, such as text, images, or even entire processes, that mimic the characteristics of the input data.
- *At JPMorgan, Gen AI tools deliver ~\$1.5 billion in savings across fraud prevention, trading, and credit decisions, integrated into workflows for over half of 200,000 employees.



What is Gen Al?

Where Gen Al Excels: High-Volume, Variable Content Scenarios

Gen Al Strengths & Best-Fit Scenarios:

- Complex Document Generation: Multi-language invoices, contracts, statements
- Personalized Communication: Tailored customer outreach based on payment history
- Content Summarization: Condensing lengthy customer disputes into actionable insights
- Regulatory Reporting: Auto-generating compliance documents with proper formatting



What is Agentic Al?

*Agentic AI refers to artificial intelligence systems that can operate independently, making decisions and taking actions without constant human input.

*Unlike automation, which relies on predefined rules and instructions, Agentic AI adapts to its environment, learns from interactions, and solves problems dynamically.

*This ability to function autonomously makes it a powerful tool for businesses and industries looking to automate complex tasks.



What is Agentic Al?

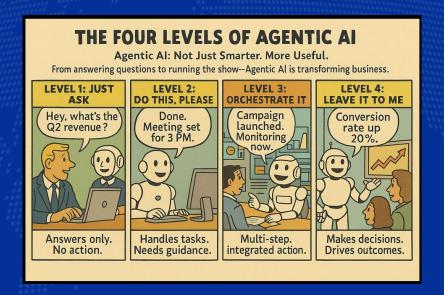
Where Agentic AI Excels: Complex, Multi-Step Decision Scenarios

Agentic Al Strengths & Best-Fit Scenarios:

- Dynamic Process Orchestration: Managing end-to-end workflows with multiple decision points
- Real-Time Risk Assessment: Continuous monitoring and autonomous credit limit adjustments
- Contextual Problem-Solving: Handling exceptions that require multi-system coordination
- Adaptive Learning: Improving performance through experience without human retraining



Running Finance Operations with AI Agents



Goal-Perceive-Plan-Action-Monitor-Learn-Adapt



Why Agentic AI is Transformational for Finance

*Cuts Processing Time by 70%

Autonomous agents handle tasks in seconds—shrinking invoice, payment, and reconciliation cycles.

*Lowers Operational Costs

Reduce lockbox fees, manual overhead, and vendor dispute resolution through intelligent automation.

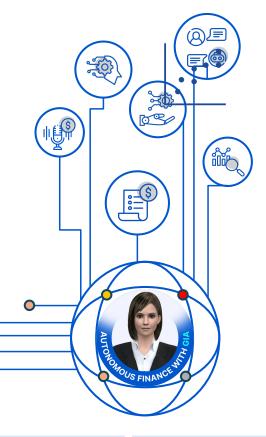
*Empowers Finance Teams

Free your team from repetitive tasks and let them focus on strategic finance and forecasting.

*Delivers Strategic Visibility

Turn every document interaction into insights—real-time dashboards track exceptions, cycle times, DSO, and more.

Use Cases – Manual Tasks to Be Automated with Al to Improve Performance



1. Remittances and Deductions Files Download from Portals

AR teams's time is consumed in the following tasks:

- Logging into several customer portals and retrieving remittance files.
- Preparing deduction information into excel spreadsheets.
- Data capture and information retrieval from documents downloaded from the portal.

Usage Tips - Utilize pre-programmed Agentic AI bots to, under parameters set by you (with help from developer), fetch remittance details from customer portals or emails; Attach missing information through the ERP entry to reduce or eliminate delays that accrue from missing information or documents.

2. Mapping Customer Codes to Company Codes

AR teams's time is consumed in the following tasks

- Mapping customer codes to your companies deductions codes.
- If you have several customers, it is tedious to do deductions mapping for all deductions.
- Put the deductions in the research and approval process.

Usage Tips - An example of an Agentic AI solution is to set up automatically occurring code mapping. You can set deductions mapping in customer profile and t applies those mappings at scale without human prompting.

3. Supporting Documents Retrieval

- Collecting and organizing documentation to support or dispute deductions, such as proof of delivery, agreements, and pricing.
- Often, this involves searching through multiple systems or paper archives.
- Researching the information from documentation critical to process like collections, cash application, and deductions.

Usage Tips - Al platforms can provide bots to retrieve information from shipping and logistics portals and other portals. Agentic Al solutions have document drives for the purpose of storage, retrieval and search of related documents in an easy manner.

4. Validity Prediction and Disputes Resolution

- Validity Prediction. Look at historic information and mark which deductions are valid/not valid,
- **Dispute Resolution**: Communicating with retailers to resolve discrepancies, negotiating repayment terms, and following up on disputes, which can involve numerous back-and-forth emails or calls

Usage Tips - Agentic AI bots can obtain historical data from various (pre-selected) sources and use this information (like proof of delivery) to predict whether a deduction is valid or not valid. Tolerances can be set to write-off very small deductions amount. In more significant claims, the bots you have created will raise dispute cases (Re: send a notice or "red flag") requiring deeper (or any) human intervention. In short, focus your energy on the red flags, not the mundane.

5. Reporting and Reconciliation

- Manual Data Entry: Inputting operational details into your ERP or financial systems, which can be error-prone and time-consuming when done at scale.
- Tracking and Reporting: Keeping track of all open and closed business, preparing reports for management, and ensuring compliance with internal policies, which often requires the manual creation and updating of spreadsheets or reports.

Usage Tips - A Generative AI use case occurs when platforms provide automated data entry into ERP systems. Reports and analytics – including summaries of large sets of financials, bureau data, and payment history – can be easily and quickly generated into executive-friendly briefs.





6. Credit Memo Drafting

Usage Tips -

Credit Memo Drafting

- Use Generative AI prompting to create personalized, professional summaries of credit decisions on-demand to communicate with customers or sales teams.
- Turn raw credit scoring data into plain-language risk explanations.

Automated Risk Insights Reports

• Summarize large sets of financials, bureau data, and payment history into executive-friendly briefs.

7. Multilingual Solutions for Global Business

 As businesses expand into new markets, it is unrealistic to expect to have staff fluent in every language where a compelling business opportunity exists.

Usage Tips - Generative AI Multilingual Invoice Messaging helps drafts clear, localized invoice cover notes, reminders, or payment instructions in the customer's language... or translate existing ones. And a digital assistant ("copilot)" within your portal like Emagia's Gia can provide natural-language responses to invoice status queries, payment instructions, or disputes (e.g., "When is invoice #xxxx due?").

8. Collections Management

Usage Tips -

Collections Email Drafting

• Use Generative AI prompts to create tailored dunning letters or collection emails — varying tone (friendly, firm, urgent) or style (professional, diplomatic).

Call Script Generation for Collectors

Prepares call script drafts and talking points for collectors based on account history and dispute details.

Meeting/Call Summaries

 After a collections call, generative AI solutions can produce concise summaries, including action items, for CRM/ERP notes.

Foundation for Autonomous Finance:

Power of Al

Gia – The Most Advanced Enterprise Al Finance Assistant

Cognitive AI that has voice, vision and vice

Gen Al/ Agentic Al



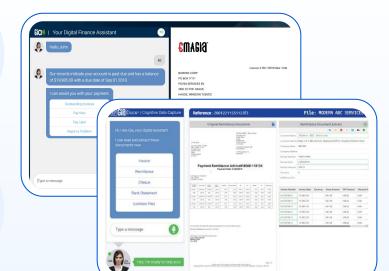




100+ O2C Subagents

24x7

Customer Interaction



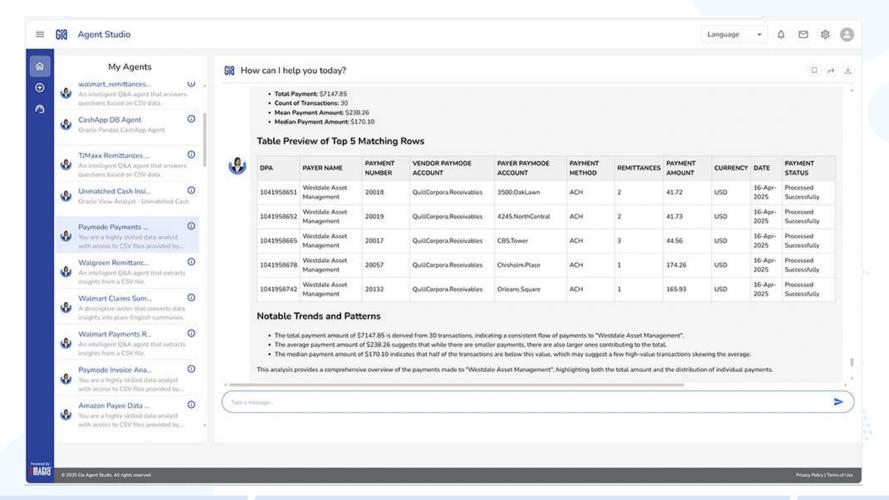
Assistant for everyone involved in order-to-cash

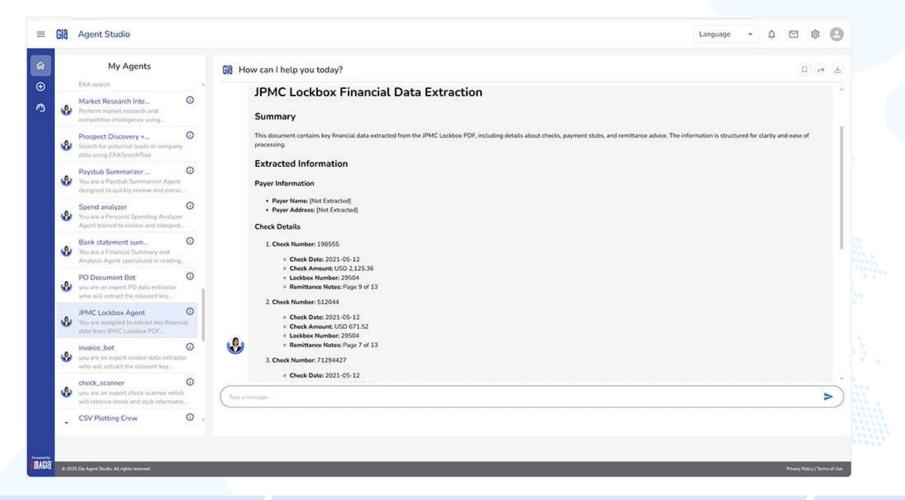
Gia/GiaGPT/Gia Agent Studio

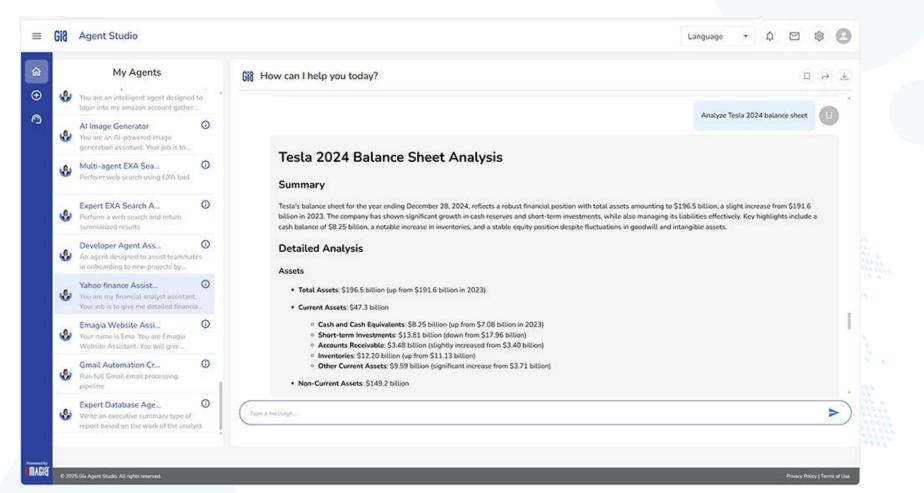
- Credit Assistant
- Collections Assistant
- · Disputes Resolution Assistant
- Cash Application Assistant
- Cognitive Data Capture Assistant
- Customer Financial Service Assistant
- Finance Executive Assistant

Over 100+ SubAgents

Voice, Text, Vision/OCR, Mobile

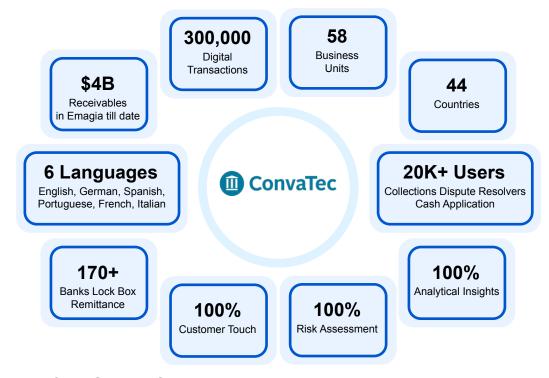






BidAM3

Convatec: Large Global CPG: Global Shared Services

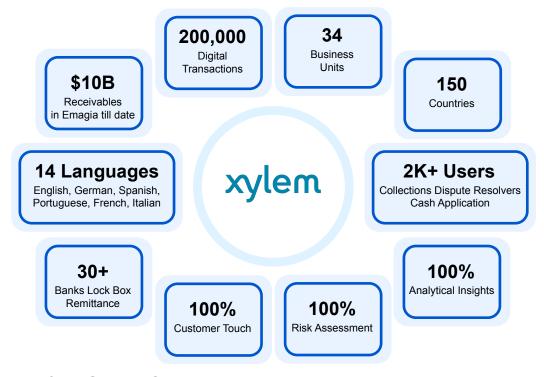


Unified Global Customer Master - Parent/Child Hierarchy Invoice Consolidation





Xylem: Large Global Manufacturer: Global Shared Services

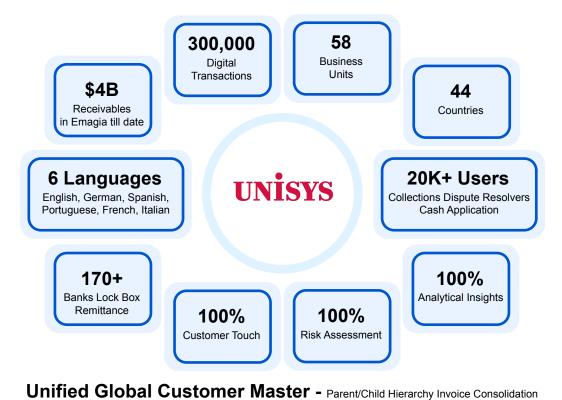


Unified Global Customer Master - Parent/Child Hierarchy Invoice Consolidation





Unisys: Large Global Hi-Tech: Global Shared Services



>85% Current AR

>90% Auto-cash

EMAGIA Thank You

For more details, visit www.emagia.com or email us at emagiainfo@emagia.com