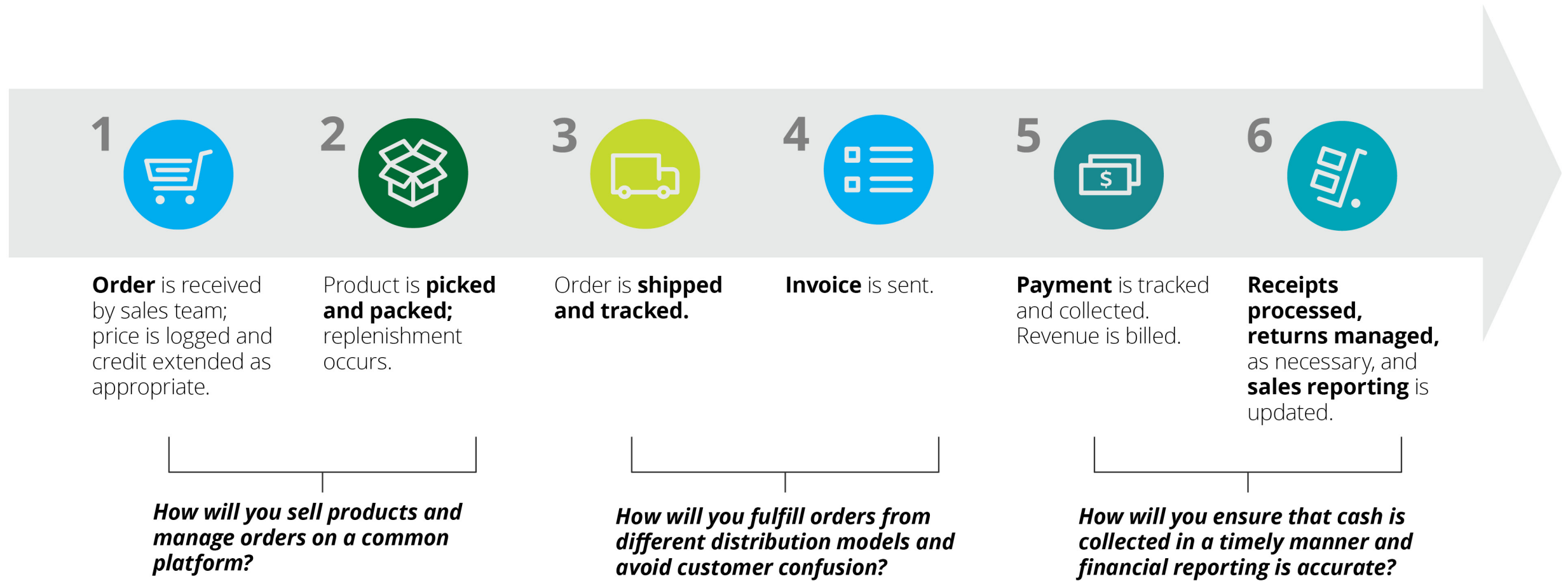




The order-to-cash process and key questions leaders should answer



¹ Tom McGee, Trevear Thomas, Russell Thomson, "Integration Report 2015: Putting the Pieces Together," *Deloitte M&A Institute*, 2015.

² Iain Bamford, Nick Chickermane, Jessica Kosmowski, "Growth through M&A: Promise and Reality," *Deloitte Review*, 2012.

³ Mark Garay, Tom McGee, Trevear Thomas, Russell Thomson, "M&A Trends Report 2015: Our comprehensive look at the M&A market," *Deloitte M&A Institute*, 2015.

About Deloitte

Deloitte refers to one or more of Deloitte Touche Tohmatsu Limited, a UK private company limited by guarantee ("DTTL"), its network of member firms, and their related entities. DTTL and each of its member firms are legally separate and independent entities. DTTL (also referred to as "Deloitte Global") does not provide services to clients. In the United States, Deloitte refers to one or more of the US member firms of DTTL, their related entities that operate using the "Deloitte" name in the United States and their respective affiliates. Certain services may not be available to attest clients under the rules and regulations of public accounting. Please see www.deloitte.com/about to learn more about our global network of member firms.

This communication contains general information only, and none of Deloitte Touche Tohmatsu Limited, its member firms or their related entities (collectively, the "Deloitte Network"), is, by means of this communication, rendering professional advice or services. Before making any decisions or taking any action that may affect your finances, or your business, you should consult a qualified professional adviser. No entity in the Deloitte Network shall be responsible for any loss whatsoever sustained by any person who relies on this communication.