

# OTC @ HALLIBURTON

1

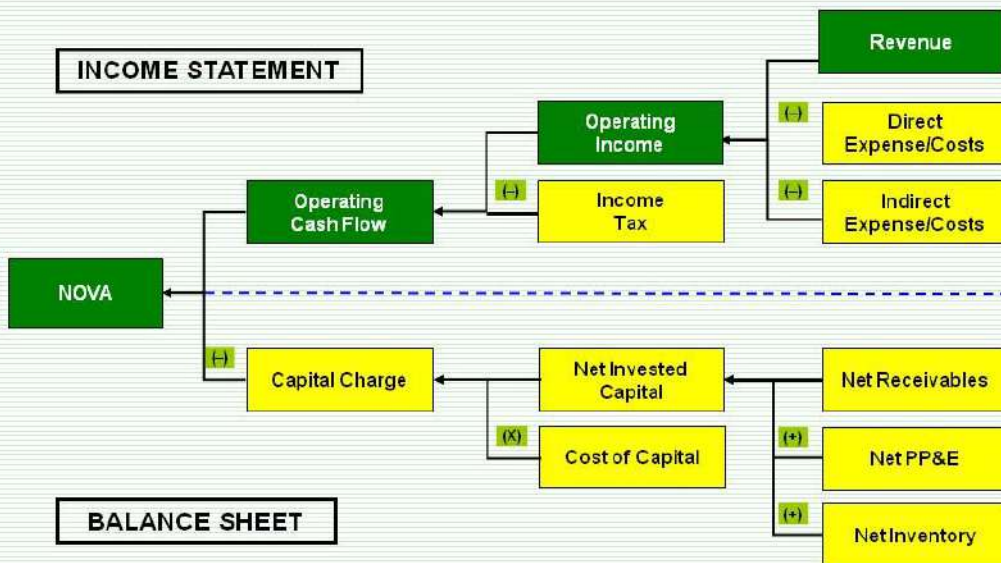


# Value Proposition

2

## NOVA TREE

26



OTC is an all encompassing process that impacts:

- Revenue
- Direct Expenses
- Net Receivables
- Net PP&E
- Inventory

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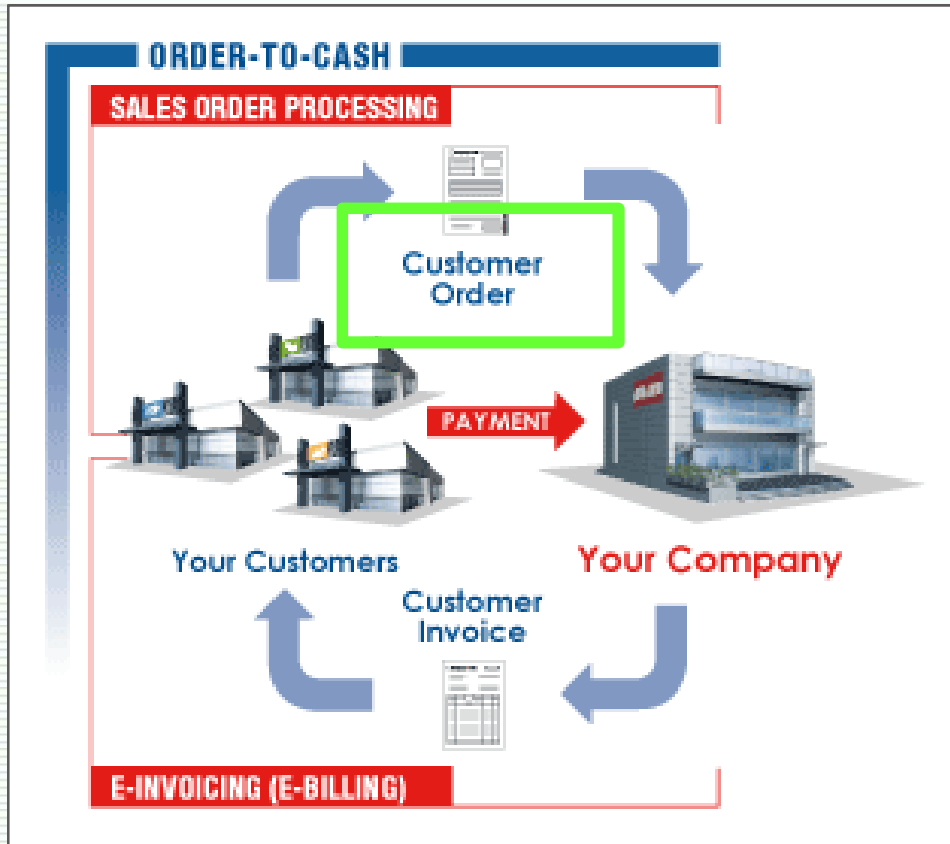
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# What is Order To Cash (OTC)?

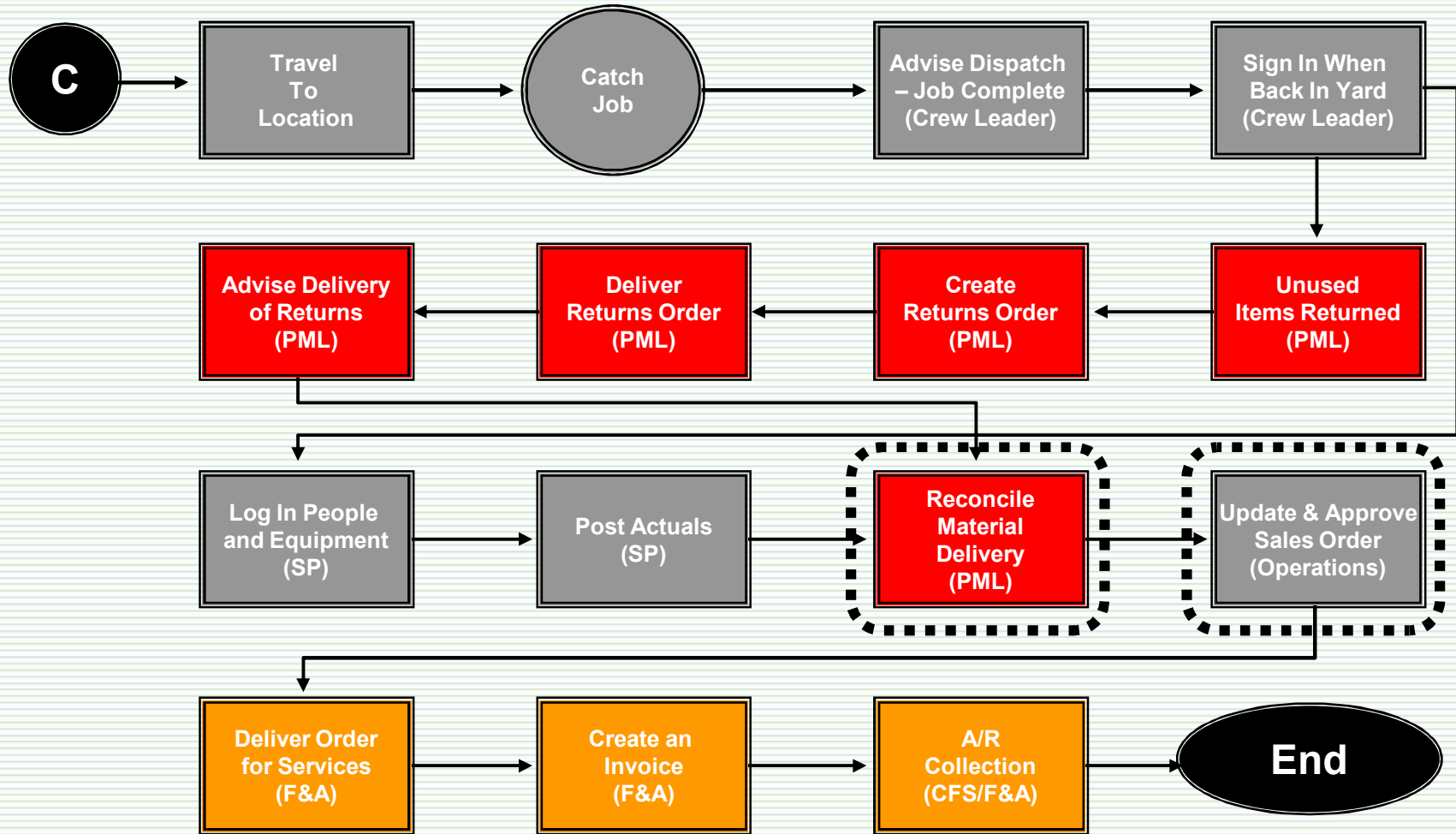
3



- OTC begins with customer order and ends with payment
- OTC touches:
  - ✓ Order management
  - ✓ Order fulfilment
  - ✓ Invoicing
  - ✓ Credit management
  - ✓ Cash collection

# OTC – Process MAP (cont.)

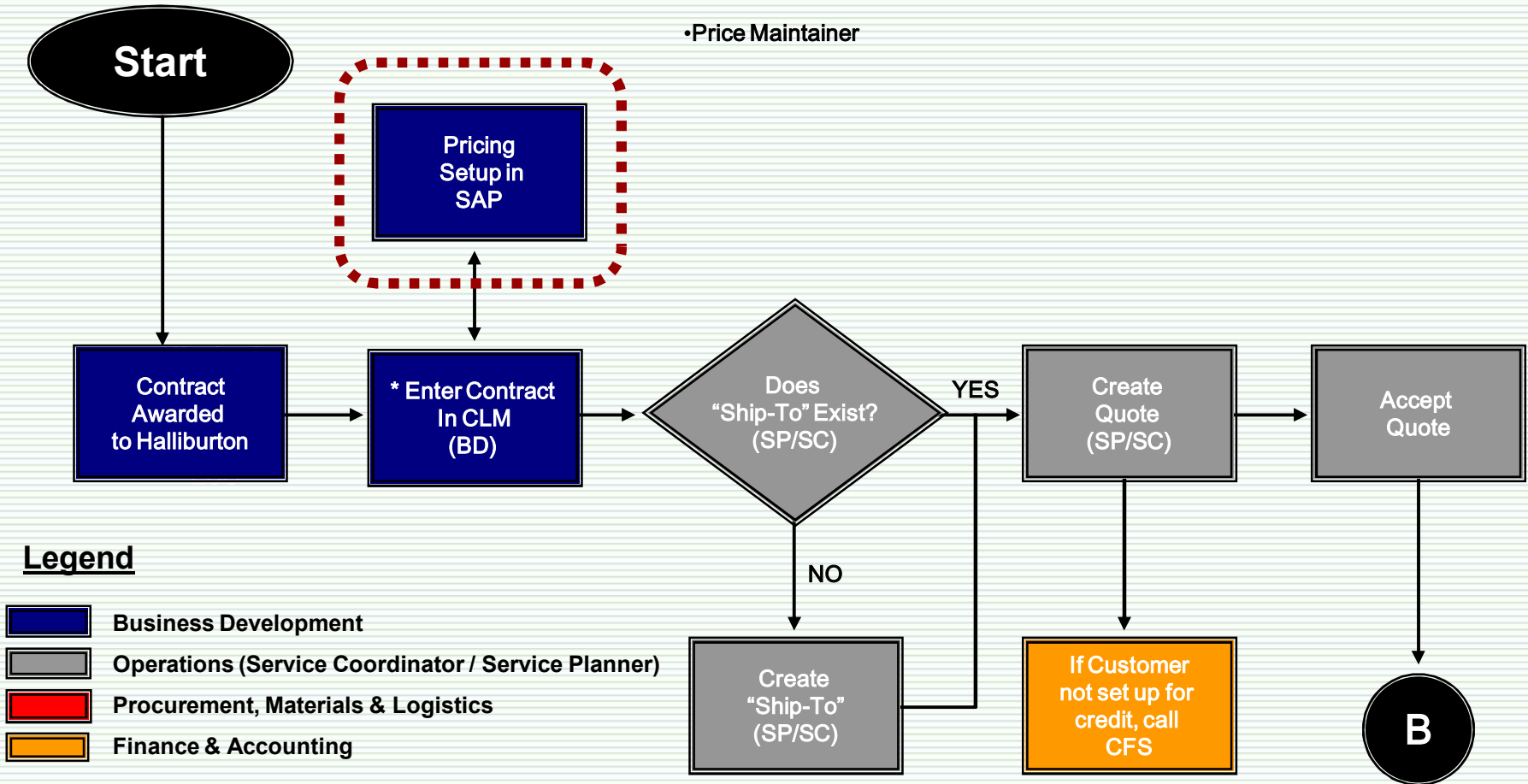
4



# OTC – Process MAP

5

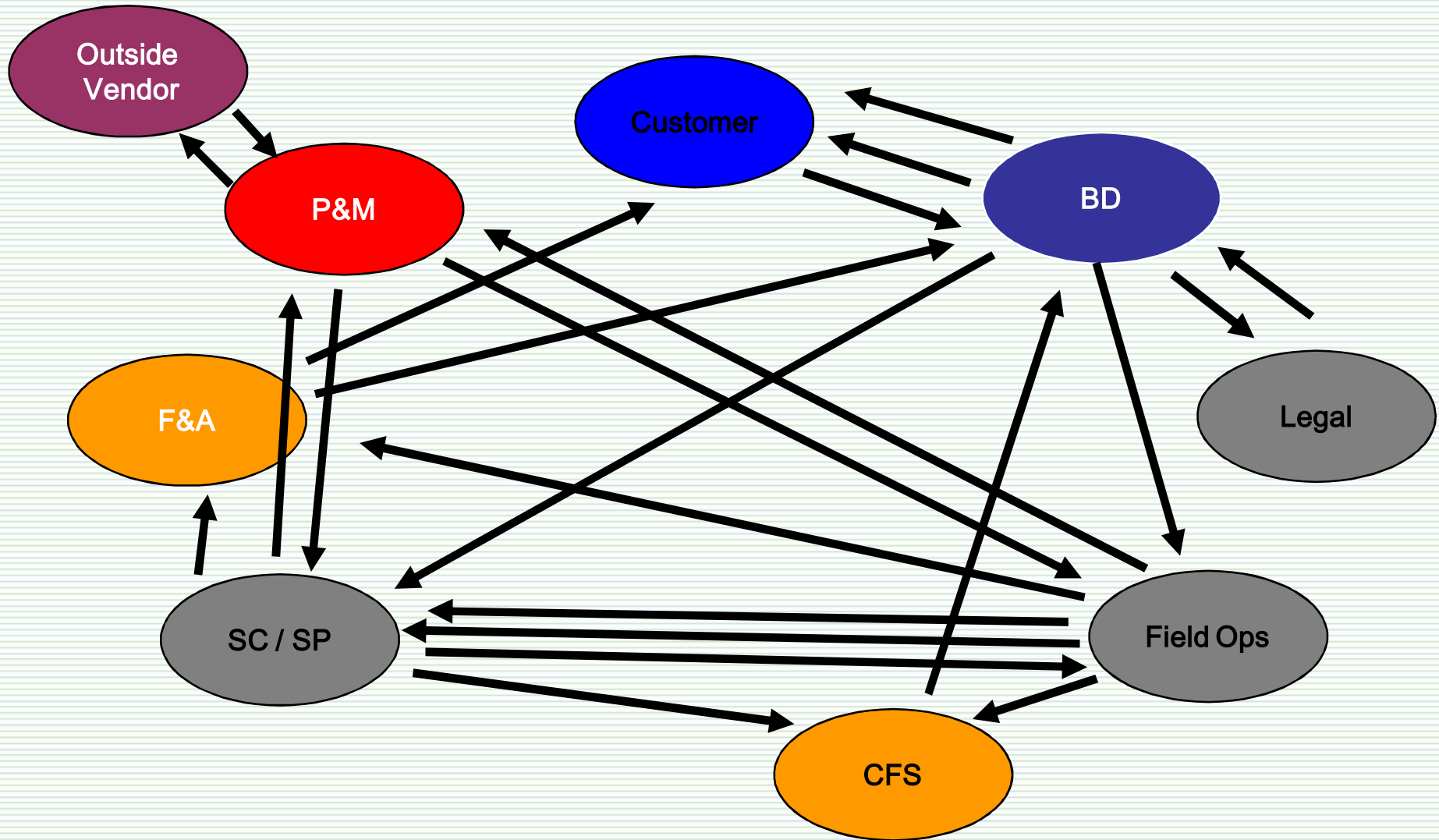
•Price Maintainer



\* Customer Contract Management

# OTC Challenge: Multiple Touch-Points

6



# DELIVERING FINANCIAL PERFORMANCE

7



**Order  
to  
Cash**



**The OTC Process**