

Plan to Cash Readiness Assessment

Transform your revenue operations with AI



Are you ready to shift from fragmented, reactive revenue operations to a unified, predictive model? Argano's Plan to Cash Readiness Assessment evaluates your organization's preparedness to implement an end-to-end AI-enabled revenue management strategy. This assessment identifies gaps in strategy, data, processes, technology, and performance – enabling faster revenue realization, increased accuracy, and efficient scaling for complex pricing models, global compliance, and high transaction volumes.

Leverage Argano's Plan to Cash framework to:

Accelerate revenue cycles

Minimize manual efforts in quoting, approvals, and invoicing through automated workflows and standardized processes for global compliance and complex pricing.

Optimize Sales Planning

Implement a data-driven approach to design and manage a sales strategy that aligns sellers, territories, quotas, and resources to maximize revenue, efficiency, and predictability.

Enhance accuracy

Leverage clean, standardized sales, pricing, and forecasting data integrated across CRM, ERP, and billing systems to optimize pricing, align incentives, and improve forecasting precision.

Gain real-time insights

Connect systems for seamless visibility and align sales, finance, and operations on shared KPIs and metrics, supported by executive sponsorship for digital transformation.

Scale efficiently

Build scalable infrastructure with AI tools for dynamic pricing, predictive analytics, and handling high transaction volumes in global operations.

Benefits:

- Accelerate revenue cycles
- Improve pricing, discounting, and forecasting accuracy
- Align sales incentives with business objectives
- Gain real-time insights across teams
- Scale for complex models and global needs
- Enhance overall revenue performance



Is Your Organization Ready to Adopt a Plan to Cash Strategy?

Scoring Framework

Calculate your organization's Plan to Cash readiness by leveraging Argano's scoring framework. For each qualification below, if you can answer "yes", you receive one point. A score of zero is applied if an organization is missing a qualification. The best score for each section is 1 (3/3). To compute your final score, add together the score from each section. The best possible score is 5.

Strategy & Alignment (x/3)



- Defined revenue goals tied to Plan to Cash
- Sales, finance, operations aligned on KPIs
- Executive sponsorship for digital transformation

Data Quality & Connectivity (x/3)



- Clean, standardized sales, pricing, and forecasting data
- Integrated CRM, ERP, and billing for real-time visibility
- Single source of truth for revenue data

Process Efficiency (x/3)



- Minimal manual effort in quoting, approvals, and invoicing
- Automated approval workflows
- Standardized processes for global compliance and complex pricing

Technology & AI Readiness (x/3)



- AI leveraged for pricing optimization, forecasting, and incentives
- Tools in use for dynamic pricing and predictive analytics
- Scalable infrastructure for high-volume, global operations

Performance & ROI Tracking (x/3)



- Measured cycle time from sales planning to revenue recognition
- Tracked margin protection with deal quality metrics
- Dashboards for real-time revenue visibility

Argano's approach to scoring Plan to Cash readiness

4–5 / High readiness

(connected, automated, AI-enabled)

3 / Moderate readiness

(some automation, limited integration)

1–2 / Low readiness

(manual, disconnected, no AI)

Accelerate your Plan to Cash Lifecycle with AI



Jumpstart your transformation

Start your transformation with Argano's Plan to Cash Workshop. In this 1-week engagement, we will:

- Identify gaps and prioritize focus areas
- Engage stakeholders and define outcomes
- Build a roadmap for AI-enabled Plan to Cash

Learn more at argano.com

Contact us at salesforce@argano.com to learn more

