

# Accelerators for SAP Receivables Management

*HighRadius Accelerators for SAP Receivables Management enhance SAP's core functionality and are fully integrated into the SAP modules in real-time. These Accelerators play a critical role in business transformation initiatives requiring a strong ROI. Built on top of SAP Netweaver, all the Accelerators are developed in ABAP and certified by SAP which keeps customization to a minimum.*

**Collections & Dispute Accelerator-** enhances the SAP Collections & Dispute Management modules. Key functionality includes:

- Automated dispute resolution workflow templates driven by reason code/category.
- Rules-based routing of disputes to pre-defined users and roles in all departments involved in the dispute process, such as sales and logistics.
- Auto-capture of backup, such as proofs of delivery and debit memos from carrier and customer websites, and attachment to record in SAP.
- Research automation algorithms related to shortages, pricing variance, returns, etc.
- Hierarchical approval workflow for credit memos and write-offs.
- Credit-debit matching engine based on customer mass-matching rules.
- Cash collections forecasting based on payment behavior.

**Advanced Correspondence Accelerator-** enhances all SAP Receivables Management modules. Key functionality includes:

- Library of best practice collection & dispute letters and the ability for end-users to create individual correspondence letters dynamically in SAP without requiring Smart Form development by IT.
- Ability to automatically send collection correspondence such as past due letters, invoices, etc. via email and fax on mass directly from SAP.
- Auto-attachment of additional documentation such as Proofs of Delivery (POD) and Bills of Lading (BOL) to correspondence.
- Ability to mass generate collated claim denial packages for invalid deduction cases including customer denial forms, invoice copies, debit memos, PODs, etc.
- History logs to track all correspondence and the ability to view the original content of each correspondence.

**Credit Decision Accelerator-** enhances the SAP Credit Management module. Key functionality includes:

- Pre-built integration to several credit agencies - Experian, D&B, NACM, etc.
- Automatic download of public company financials from Yahoo, Google finance, etc.
- Pre-built logic to calculate key ratios such as Debt to Equity ratio, Current ratio, Quick ratio, and Gross Margin.
- Pre-built integration to insurance agencies such as Euler, COFACE, etc.
- Ability for end-users to develop scoring models via a hierarchical weighted average of variables.
- Automatic addition of customers to a credit analyst workflow queue based on rules such as 'New Customer', 'Blocked Orders', 'Periodic Review', 'Distressed Financials', 'Credit Bureau Rating Change', etc.
- Configurable hierarchical credit limit approval to enforce.
- 'Delegation of Authority' for risk class and credit limit changes.

Benefits	Key Value-driving Features
Reduce days sales outstanding (DSO) by 10%	<ul style="list-style-type: none"> <li>Automated collections correspondence via email/fax allowing frequent touches to the whole portfolio of customers.</li> <li>Automatic retrieval and inclusion of proofs of delivery (PODs) in collection activities resulting in faster turnaround.</li> </ul>
Increase staff efficiency by 30%	<ul style="list-style-type: none"> <li>Automation of standardized collection activities such as providing reminder letters, invoices, POD's, etc.</li> <li>Automation of clerical deduction activities such as POD retrieval, debit memo retrieval, credit debit matching, claim denial package generation, etc.</li> <li>Automatically download credit ratings data from 3rd party agencies directly in SAP.</li> <li>Automatically score the whole portfolio of customers periodically, or based on events, resulting in significant reduction of judgment-based manual credit evaluation.</li> </ul>
Increase deduction recovery rate by 10%	<ul style="list-style-type: none"> <li>Reduce resolution cycle-time, resulting in higher collection rates on invalid deductions.</li> <li>Workflow-based collaboration between roles and departments.</li> <li>Reduce write-off levels.</li> <li>Eliminate settlements with customers.</li> </ul>
Reduce bad-debt write-offs	<ul style="list-style-type: none"> <li>Proactive monitoring &amp; collection activities on all customers rates on invalid deductions.</li> <li>Conduct monthly/quarterly credit evaluations versus annually with automated credit scoring.</li> <li>Monthly feeds of customer financials/credit agency ratings into SAP and workflow alerts based on negative events.</li> </ul>



## About Highradius Corporation

HighRadius provides software solutions that optimize Credit-to-Cash cycles across functions such as credit, collections, cash application, deductions, invoice presentment and payments. HighRadius' Receivables OnDemand & Payments OnDemand solution suites are delivered as software-as-a-service in the cloud to automate the entire credit-to-cash cycle. HighRadius' certified Accelerators for SAP Receivables Management enables large enterprises to achieve advanced business transformation initiatives and leverage their SAP investments with lower TCO. HighRadius' solutions have a proven track record of reducing days sales outstanding (DSO), bad debit and increasing operation efficiency enabling companies to achieve an ROI in few months.



[www.highradius.com](http://www.highradius.com)

**HighRadius Corporation**  
 2925 Briarpark Drive, Ste. 870  
 Houston, TX 77042  
 1-281-968-4473  
[info@highradius.com](mailto:info@highradius.com)