



# SAP Receivables Management Implementation Practice

HighRadius is an SAP partner with highly specialized expertise on SAP Receivables Management. With learnings from implementations at Fortune 1000 clients, HighRadius has developed a unique methodology for assessing and rapidly deploying SAP Receivables Management modules on time and on budget with a strong track record of meeting aggressive ROI objectives.

## Overview of SAP Receivables Management

**SAP Receivables Management (formerly Financial Supply Chain Management) is an integrated solution from SAP that helps businesses manage the processes of receivables functions such as customer credit risk management, collections, dispute management and online bill payment. The SAP Receivables Management suite is comprised of:**

**Collections Management** helps analysts prioritize their collections efforts and proactively follow-up on payment related delinquencies. This increases the probability of recovery and ensures collection of overdue payments.

**Dispute Management** helps efficiently manage authorized, as well as unauthorized, customer deductions. This brings visibility to the entire deductions management process.

**Credit Management** helps businesses objectively assess customer credit risk while establishing effective credit control through a tight integration with SAP ERP.

**Biller Direct** helps businesses improve customer service and reduce invoicing errors through a self-service portal for electronic bill presentment and payment.

## Return on Investment (ROI)

### 10% Reduction in DSO

- Faster turnaround on collection & deduction activities.
- 'Intelligent' collections via targeted identification of delinquent customers using collection scoring.
- Ability to touch all delinquent customers via automation.
- Reduce float by migrating a subset of lockbox customers to online electronic bill pay model.

### 30% Increase in Staff Efficiency

- Eliminate time spent to identify delinquent customers via Collection Strategies.
- Reduce the time spent on phone via Collection Dashboard and Standardized Correspondence such as providing invoice copies, collection letters, etc.
- Automate 'Credit Decisioning' within SAP via scoring models.
- Customer self-service via Biller Direct Portal.

### Other

- Reduce bad debt write-offs.
- Reduce operating expenses such as lockbox processing costs, paper billing costs, etc.



## HighRadius Unique Value Proposition

### Niche provider of SAP Receivables Management solutions

HighRadius has the most specialized expertise available in SAP Receivables Management. Our customers have the opportunity to leverage HighRadius' experience in implementing similar solutions at large Fortune 1000 companies running SAP ERP installations such as Avnet, Callaway Golf, Church & Dwight, ConAgra, Edward Don, Estee Lauder, Hershey's, Li & Fung, McKesson, Medtronic, Newell Rubbermaid, Ingram Micro, Pfizer, Rockwell Automation, Schlumberger, Tech Data, Under Armour, Warner Brothers, and others.

### Industry Expertise

We offer industry specific know-how and best practices recommendations based on years of experience implementing SAP Receivables Management across industries like Consumer Product Goods, Pharmaceuticals, Hi-Tech, Distribution, etc.

### HighRadius Accelerators for Receivables Management

HighRadius provides accelerators, developed in ABAP and certified by SAP, that enhance core SAP Receivables Management functionality. These Accelerators play a critical role in business transformation initiatives requiring a strong Return on Investment (ROI). This keeps customization to a minimum and significantly reduces the risk to the project's budget and timeline.

### HighRadius Implementation Tools

HighRadius provides implementation tools/templates such as process flow diagrams, functional/technical design documents, configuration guides, training documentation, unit test/integration test scripts, and go-live checklists that have been developed during many implementations. These templates enable our clients to jumpstart the implementation and ensure smooth completion of projects on time and on budget.

### Return on Investment (ROI) Focus

HighRadius has unique experience that guides our implementation methodology. Receivables Management projects are implemented with a direct focus on key performance indicators (KPIs) such as days sales outstanding (DSO), write-offs, staff productivity, and cycle time. We have a proven track record of bringing significant transformation to the accounts receivables departments of large companies.



## 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 Cloud & Payments Cloud 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 debt and increasing operation efficiency enabling companies to achieve an ROI in few months.



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