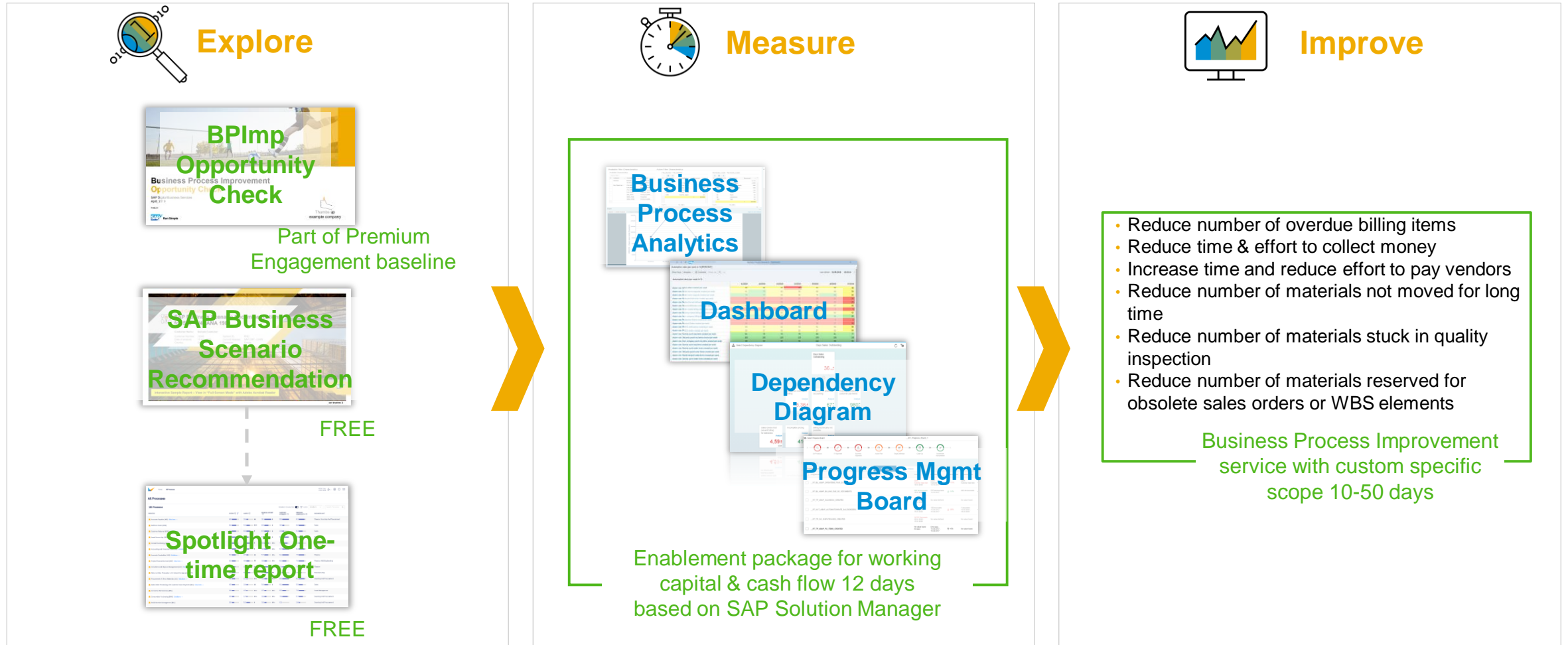


Services roadmap for working capital & cash flow improvement

Focus packages & services and their relations



Legend: Services & packages || Applications

Business Process Improvement for Working Capital / Cash Flow

Improve your operational working capital and cash flow



Collect customer money faster, pay vendors not too early and as late as possible and reduce capital tie-up of materials not moved and still meet given net due or delivery dates. As part of the service, recommendations are given on how to improve all this based on facts from your SAP ECC or SAP S/4HANA system. [Watch this video](#) for more information.

Overview

- The **Business Process Improvement** tools in SAP Solution Manager will be activated for selected key figure content by SAP based on the agreed scope. These tools provide transparency on as-is measurements & root cause analysis (RCA) functionalities.
- In a series of joint remote or onsite sessions, the proven best-practice methodology will be applied to achieve tangible improvement results, which can be business and/or IT driven.
- Effort: **12 service day for enablement package (+ 10-50 days)** depending on further scope)
#9503133 SAP Business Process Improvement

Tools & Content

- Activation of key figures for **Business Process Analytics** to answer some of the following questions and possibly more:
 - » What is (shipped and) overdue for billing?
 - » What is overdue for clearing in FI-AR or was recently cleared late?
 - » What is the average time for clearing in FI-AR or FI-AP?
 - » Which payment terms are maintained for your top customers and are those wanted/favorable?
 - » What was recently cleared early in FI-AP?
 - » Which payment terms are maintained for your top vendors and are those wanted/favorable?
 - » Are the payment terms used in FI-AR or FI-AP transactions different from the payment terms maintained in the respective master data?
 - » Which materials were not moved the last couple months? Which material types are behind? Are those materials relevant for planning?
 - » Which materials are still reserved for sales orders or WBS elements but the order or WBS is meanwhile obsolete or processed?
- **Dashboard** visualized by historic trend per calendar week and **Dependency Diagram**
- **Progress Management Board** for progress tracking

Interaction

- **Kick-off** session to outline the steps & preparation
- On-demand **support** with preparation & authorizations
- Several **workshop** sessions including **root cause analysis** & **recommendation of best-practice action items**
- **Follow-up** sessions to safeguard customer adoption

Prerequisites

- SAP Value Assurance, SAP MaxAttention, SAP ActiveAttention
- SAP ECC or SAP S/4HANA with ST-A/PI 01T or higher
- SAP Solution Manager ST7.2 SP08 or higher
- Implementation (incl. manual steps) of SAP note 2424585

