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Birlasoft AR **SPRINT –** Rapid Implementation Services for SAP® Credit, Collection & Dispute Solutions

Certain Outcomes in Uncertain Times

40% - 60%
Reduction in
Implementation Time

100%
Remote
Delivery Model

50%
Reduction in
Project Costs

Speed to Value with Maximum Impact in Minimal Time

Birlasoft's Credit, Collection & Dispute Solutions (formerly known as FSCM) is a low-cost rapid implementation approach designed to reduce cost, accelerate speed to value and minimizing risk, across SAP's financial supply chain solutions.

Start at your own pace with an "Out-of-the-Box" solution designed to keep the scope simple. Birlasoft's solutions lets you build and extend "As-you Go" to fit your business needs.

Credit, Collection & Dispute Management modules help organizations to improve working capital, manage bad debts and dispute cases.

SAP Credit, Collection & Dispute Solutions Deployment Comparison

TRADITIONAL APPROACH	FSCM SPRINT
High Implementation Costs	Fixed Fee Engagement
Deployment Timeframe: Typically 6 to 8 Months	Implementation in **12 Weeks** with **2 Weeks Hypercare**
Manual Intensive Process in Performing Fit GAP Analysis and Business Process Testing	Leverage Birlasoft Templates to Capture Business Requirements and Ready-to-Use Test Case Scenarios Covering End-to-End Processes
Waterfall Approach	Solution Execution Adherence to SAP Activate Methodology

KEY FEATURES

Enable Standardization

Real-Time Monitoring

Reduction in Manual Activities

DIFFERENTIATORS

Pre-Configured Templates For Requirements Gathering

Ready-to-Use Test Scenarios

Strong Domain Expertise

BENEFITS

Improve Working Capital Management

Effective Receivables Management

Increase Productivity

Pre-Defined Solutions- Credit, Collection & Dispute

Budget: Fixed price **$250k**
Scope: Fully integrated and operational in **12 Weeks with 2 Weeks Hypercare**
Value: Reduce bad debts and improve working capital management
Inclusions: Scope include three company codes, and feed update from one external credit agency and 5 custom developments
Pre-Requisite: Organization should be on S/4HANA. If on SAP ECC, it should have migrated customers to business partners. For ECC FSCM licensing from SAP® is required, S4 customers should look to license Billing and Revenue Management.

Features And Functionalities		
Credit Management	Collection Management	Dispute Management
External Credit Ratings Management	Collection Strategy	Record Management System
Credit Segment Based Credit Checks	Prioritize Collections	Dispute Case Types
Improved Risk Class and Credit Limit	Worklist Management	Case Creation & Management
Flexible Credit Score	Promise to Pay	Work Flow Enabled Status Change
Documented Credit Decision (DCD)	Broken Promise Management	Auto Write-Off

Solution Benefits

- Scaled down bad debt exposures by 10-15% by leveraging Internal and external credit data
- Ability to determine dynamic credit
- Improved transparency and compliance
- Minimize sale order process delays

- Enables to achieve higher collection success rate by 20-25% by optimizing collection strategy
- Visibility on high risk and over due receivables to reduce DSO
- Decrease cost of collection by enabling automation, focus on exception management and improve productivity
- Improved customer relationship management

- Brings transparency for customer invoicing and billing issues
- Recognizing problems in the payment cycle at an early stage
- Decrease price reductions and underpayments
- Increased customer satisfaction by on-time dispute resolution
- Helps to identify the root causes of repetitive dispute cases

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Customer Use Cases

- Implemented Credit Management functionality with SAP ECC FSCM at multi-diversified international conglomerate
- Credit Management implementation at one of the largest security solutions providers in the world
- Implemented Collection & Dispute Management one of the world's leading organization's in the specialty surgical table and patient positioning markets

How to Get Started

Connect with Credit, Collections and Dispute Management experts for a *free pre-assessment* on the project scope or contact:

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Why Birlasoft?

Birlasoft combines the power of domain, enterprise, and digital technologies to reimagine business processes for customers and their ecosystems.

10,000+ Employees Globally	Development Centers – India (4) USA (1) | Operations Centers – Brazil and UK	5 Continents | 14 offices | 27 countries
2000+ Consultants World-Wide	True Digital Expertise	Industry and Analyst Recognized

CK BIRLA GROUP

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Part of the 158 Year CK Birla Group | $2B Conglomerate

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Enterprise to the Power of Digital TM

Birlasoft combines the power of domain, enterprise and digital technologies to reimagine business processes for customers and their ecosystem. Its consultative and design thinking approach makes societies more productive by helping customers run businesses. As part of the multibillion-dollar diversified The CK Birla Group, Birlasoft with its 10,000 engineers, is committed to continuing our 158-year heritage of building sustainable communities.