

Qlik[®] Solutions for SAP

Order-to-Cash Accelerator



INTRODUCTION

Order-to-cash is a critical business process for your organization. It starts with booking a sales order (often on credit) followed by fulfilling that order, billing the customer, and finally managing accounts receivable for customer payments. Sales order fulfillment and billing affect customer satisfaction. Receivables and payments affect your working capital and liquidity. Hence order-to-cash process is like the lifeblood for your business and it is critical to optimize.



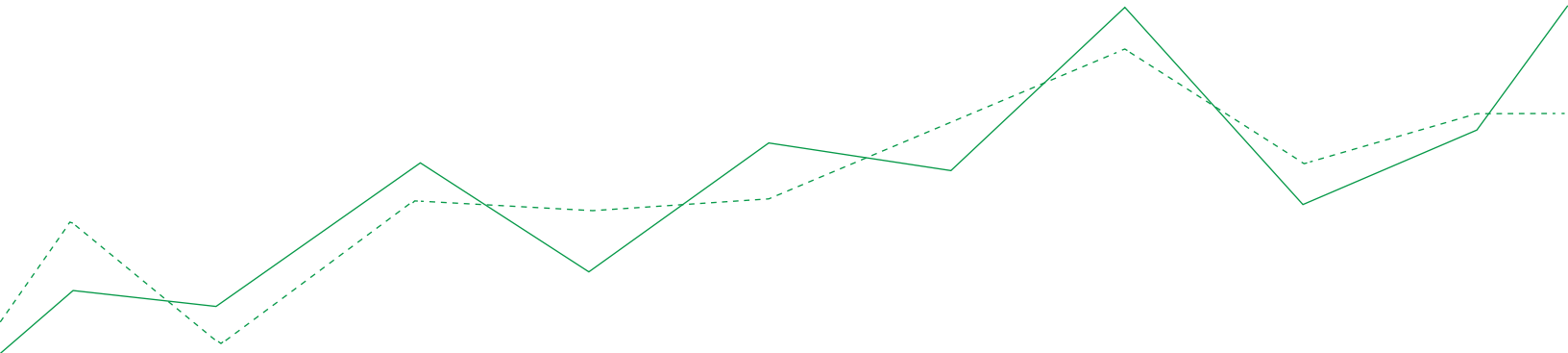
However, the order-to-cash process is complex and spans across multiple functions, teams, and systems.

SAP contains valuable sales orders, distribution, and financials data but it can be a challenge to access and integrate data in SAP systems with data from other sources to get a full view of the end-to-end process. Organizational silos and data fragmentation can make it even more difficult to integrate with modern analytics projects. And that, in turn, limits the value you get from your SAP data.

Example Order-to-Cash Process

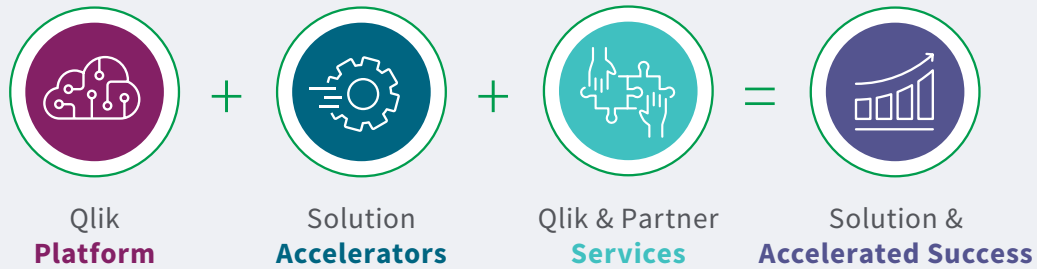
| STEPS | Orders | Fulfillment | Billing | Receivables |
|------------|--------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------|
| ACTIVITIES | <ul style="list-style-type: none"> Order booking Credit terms management | <ul style="list-style-type: none"> Stock availability Shipping Returns | <ul style="list-style-type: none"> Invoicing Error resolution Customer service | <ul style="list-style-type: none"> Accounts receivables management Payments |
| USERS | <ul style="list-style-type: none"> Sales ops | <ul style="list-style-type: none"> Warehouse / fulfillment logistics | <ul style="list-style-type: none"> Finance / billings | <ul style="list-style-type: none"> Finance / accountings |
| SYSTEMS | <ul style="list-style-type: none"> POS, ERP, CRM, Warehouse Mgmt. | <ul style="list-style-type: none"> ERP, CRM, Warehouse Mgmt., Logistics | <ul style="list-style-type: none"> ERP, CRM, Billing | <ul style="list-style-type: none"> ERP, AR, CRM, Billing, Bankings |

Take for example the goal to improve working capital and days sales outstanding (DSO.) The key, once an order is booked, is to collect payment as soon as possible to lower your DSO and keep working capital requirements down. But how quickly you can collect payment is dependent upon how fast you fulfill the order, how soon you bill your customer, and how effectively you manage your accounts receivables. Order-to-cash is a process that requires active intelligence – a state of continuous intelligence that supports the triggering of immediate actions from real-time, up-to-date data. Streamlining this analytics data pipeline typically requires complex data integrations and analytics that can take years to design and build. But it doesn't have to.



Qlik Solutions for SAP

Qlik can help you accelerate your journey to modern SAP order-to-cash analytics solution and success with our industry-leading data integration and analytics platform, supplemented by solution accelerators and delivered by Qlik and Partner technical and business consulting experts.



Qlik Platform

Qlik's Data Integration and Data Analytics Platform is ideally suited to solve complex analytics problems like order-to-cash and accelerate SAP data integration with modern analytics projects. Qlik can make live production SAP data seamlessly available across diverse platforms and hybrid environments. That empowers decision makers across your business with data analytics that span the entire order-to-cash process.

Key Capabilities

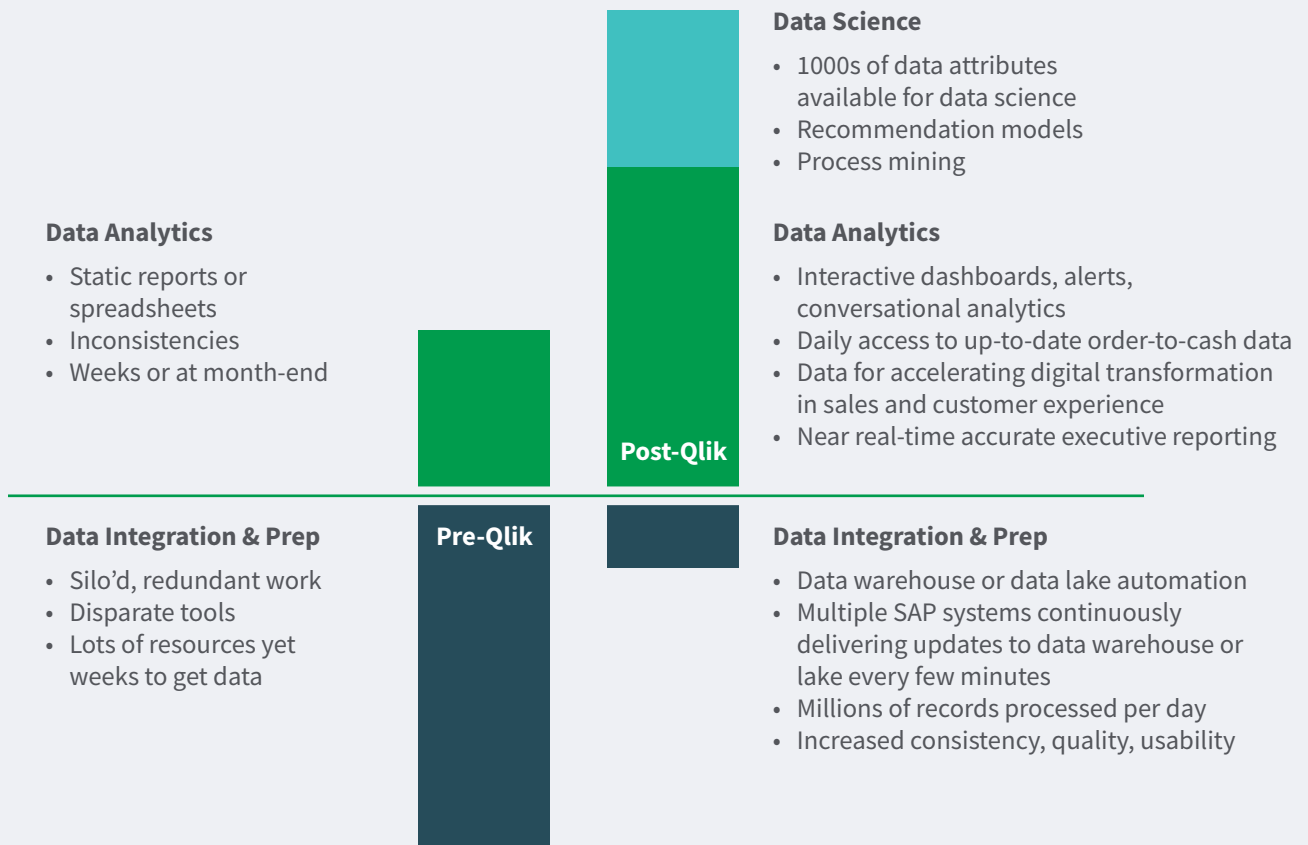
- Expand access to SAP data by automatically creating and updating a cloud or on-premise data warehouse that contains SAP master and transactional source data
- Automate the creation of analytics data models and associated code generation for SAP data transformation
- Establish an intelligent analytics data pipeline enabling the reflection of dynamic business content and logic
- Enable new insights and data science by allowing users to combine SAP Sales & Distribution data with Accounts Receivable data as well as data from other trusted data sources
- Augment user abilities with AI-powered capabilities such as conversational analytics
- Notify decision makers with intelligent alerts when anomalies occur or business exceeds critical thresholds

Solution Accelerators

Working hand in hand with our technology partners – Snowflake, Amazon Web Services, Microsoft Azure and Google Cloud – we’ve developed SAP Order-to-Cash solution accelerators that build upon our proven data and analytics platform and enables you to:

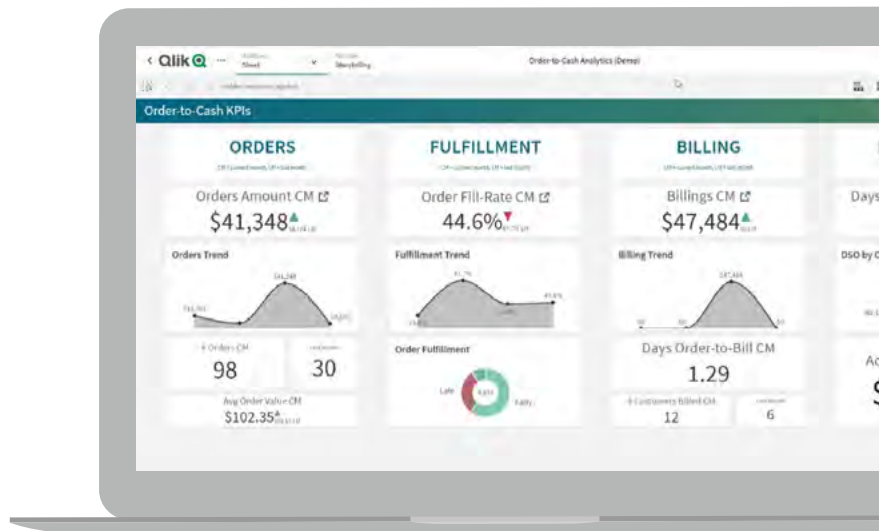
Accelerate your data modernization strategy

- Reduce implementation and testing time with pre-configured data integrations, business data models, and data analytics templates for order-to-cash
- Accelerate time to insights by reducing the amount of effort and resources that had previously focused on manual data integration and preparation
- Empower your business analysts and data scientists by decoding SAP source structures into analytics-ready data marts with thousands of data attributes and up-to-date sales orders and distribution data
- Lower total cost of ownership (TCO) with cloud scale and increased automation



Optimize your order-to-cash process and increase liquidity

- Gain up-to-date actionable insights into sales orders and trends
- Take proactive decisions on order fulfilment and delays to improve customer satisfaction
- Analyze billings, discounts, and taxes with visibility down to billing documents
- Improve working capital, liquidity, and DSO by accelerating customer payments



Faster insights anytime, anywhere



Insight Advisor

Ask questions in natural language and get immediate answers



Create and receive **alerts** on any KPI or data to enable real-time decisions

Example KPIs and data delivered by Qlik solution accelerators

| Orders | Fulfillment | Billing | Receivables |
|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------|
| <ul style="list-style-type: none"> • Order Value • Price • Costs • Discounts • # Orders • Sold-to Customers • Open Order Value • # Open Orders | <ul style="list-style-type: none"> • % Order Fill-Rate • # Ship-to Customers • Confirmed Shipping Quantity • Total Scheduled Amount Value • # Total Scheduled Items Quantity • Issued On-time Orders • Issued Early Orders • Issued Delayed Orders | <ul style="list-style-type: none"> • Total Net Invoiced Value • Total Gross Invoiced Value • Total Invoiced Tax Value • Total Invoiced Discount Value • Invoiced Cost of Goods • # Total Invoices | <ul style="list-style-type: none"> • Days Sales Outstanding (DSO) and DSO Aging • Accounts Receivables Value |

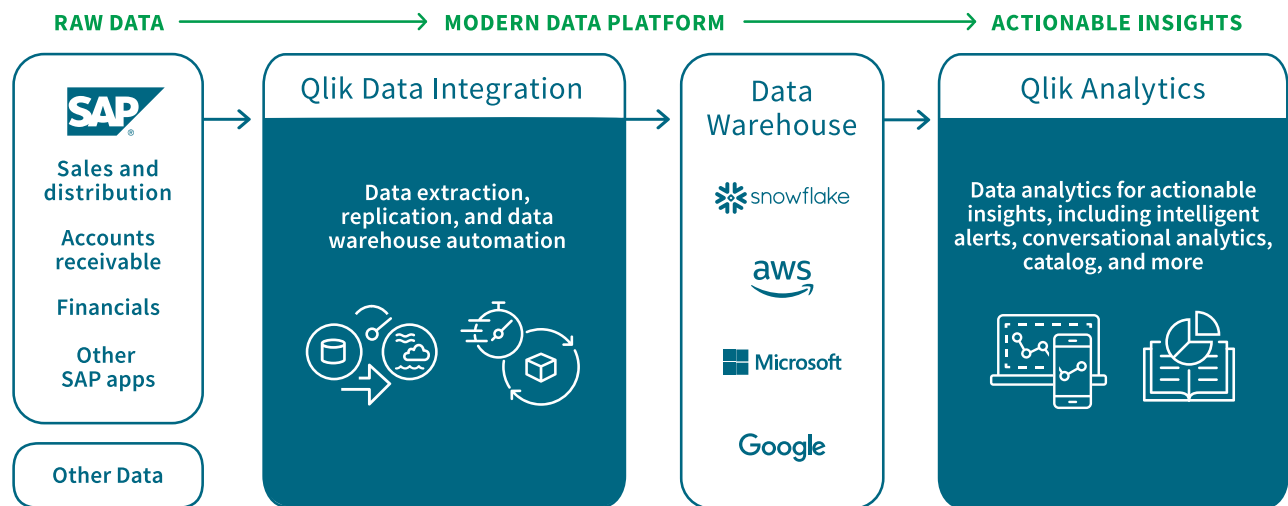
Qlik and Partner Services

Qlik Consulting and our Partners maximize the value of your Qlik investment by empowering your organization with faster answers, more insights, and better outcomes. Our consultants are specialized, highly skilled professionals who know Qlik best and leverage best practices from thousands of engagements.

Partnership every step of your Qlik journey

- Accelerate adoption and ROI by maximizing your use of advanced capabilities, accelerators, and Qlik experience
- Manage and mitigate your risk with our proven best practices for ensuring performance and scale
- Evolve at your pace, establishing an engagement model and skills that fit your needs
- Increase your business agility and flexibility by modernizing your data platform

Unlock insights hidden in your SAP data



Contact us to learn more or visit qlik.com



About Qlik

Qlik's vision is a data-literate world, where everyone can use data and analytics to improve decision-making and solve their most challenging problems. Our cloud-based Qlik Active Intelligence Platform delivers end-to-end, real-time data integration and analytics cloud solutions to close the gaps between data, insights and action. By transforming data into Active Intelligence, businesses can drive better decisions, improve revenue and profitability, and optimize customer relationships. Qlik does business in more than 100 countries and serves over 38,000 active customers around the world.

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