

How Collaborative Proactive Issue Management,
Advanced Analytics, Reshape Today's Operations,
Billing And Help Enterprises Outcompete



GetBilled

Unleash Trapped Cash
In SAP-Order to Cash



SAP® Certified
Integration with SAP S/4HANA®



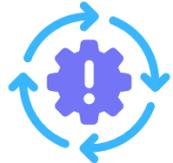
SAP® Certified
Integration with SAP NetWeaver®

Global Order to Cash Challenges

Accounts Receivable (AR) performance has been deteriorating for two-thirds of the largest companies in America. An estimated 9 to 17% of revenue in working capital is trapped in inefficient Order to Cash (OTC) processes at global organizations.

The gap between the best and worst performing companies, as measured by AR as a percentage of revenue, also continues to widen. As a result, financial stakeholders view the overall decrease in working capital as a key performance risk.

Reputed Industry Peers' Observations on Order to Cash Challenges



Process Related Issues

- Lengthy lead time to deliver the invoice to the customers.
- More than average invoice denial and dispute rate due to poor quality.
- Decentralized billing across the organization with a high volume of transactions.
- Reactive issue management combined with insufficient internal communication.
- Lengthy customer dispute cycles.



Information System Related Issues

- No realtime tracking of delay by who, where, when and why.
- Siloed disjointed systems causing inaccurate and more manual inputs.
- Inconsistent information flow between sales, billing, operations and collections.
- Lack of workflows and escalation mechanism using email/sharepoint, phone calls, spreadsheets to track and trace and report.



Weak Governance

- Lack of event-driven, owner visibility of accountability and costs to the company.
- Manual biller assignments and productivity management.
- No workflow escalation to upper management.
- Nonstandard billing & order management operating models.
- Lack of realtime global and local insights.

GetBilled Accelerates Cash Flow in SAP by Reducing DSO

Saving Millions Year Over Year



Prevent Cash Leakage that Costs Companies Millions Each Year

Continuous tracking of process steps identifying, who is responsible, the reason for any delays, and how long with the actual cost to the company at every stage of the Order to Cash (OTC) process.



React to Realtime Customer Invoice Requirements Data

Customer Requirements Module is a fully auditable global repository of customer needs, contract requirements, and point of contact, which can be accessed by any user within the organization fully integrated with SAP.



Improve Global Order to Cash Governance

Complete organizational billing process ownership. The process flow creates teamwork and accountability in Realtime throughout the entire OTC process.



Improved Operations and Service Visibility

Enhanced process ownership with assignable accountability at every stage and targeted (automatic) workload management.



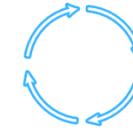
Efficient Billing Execution

Proactive billing pipeline management, in-platform auto-escalation, single platform to integrate service delivery, sales & billing teams.



Customer Specific Process Intelligence

Getbilled allows process intelligence specific to the customer to be configured. This configuration enables process flows specific to the customer to be tracked and measured at every order to cash process step.



Standardize and Consolidate Billing Process in the OTC Flow

Facilitate the transition from the decentralized billing model to an efficient centralized standard billing model, enabling an organization to address pain points in a standard format.



SAP Certified Add-On

GetBilled is a certified SAP add-on that can be deployed within few weeks, with easy change management and user adoption within the SAP ECC and SAP S4/HANA ecosystem.