

MASTERINGSAP

An SAPinsider Company

7 - 8 June, 2023

Crown Promenade, Melbourne

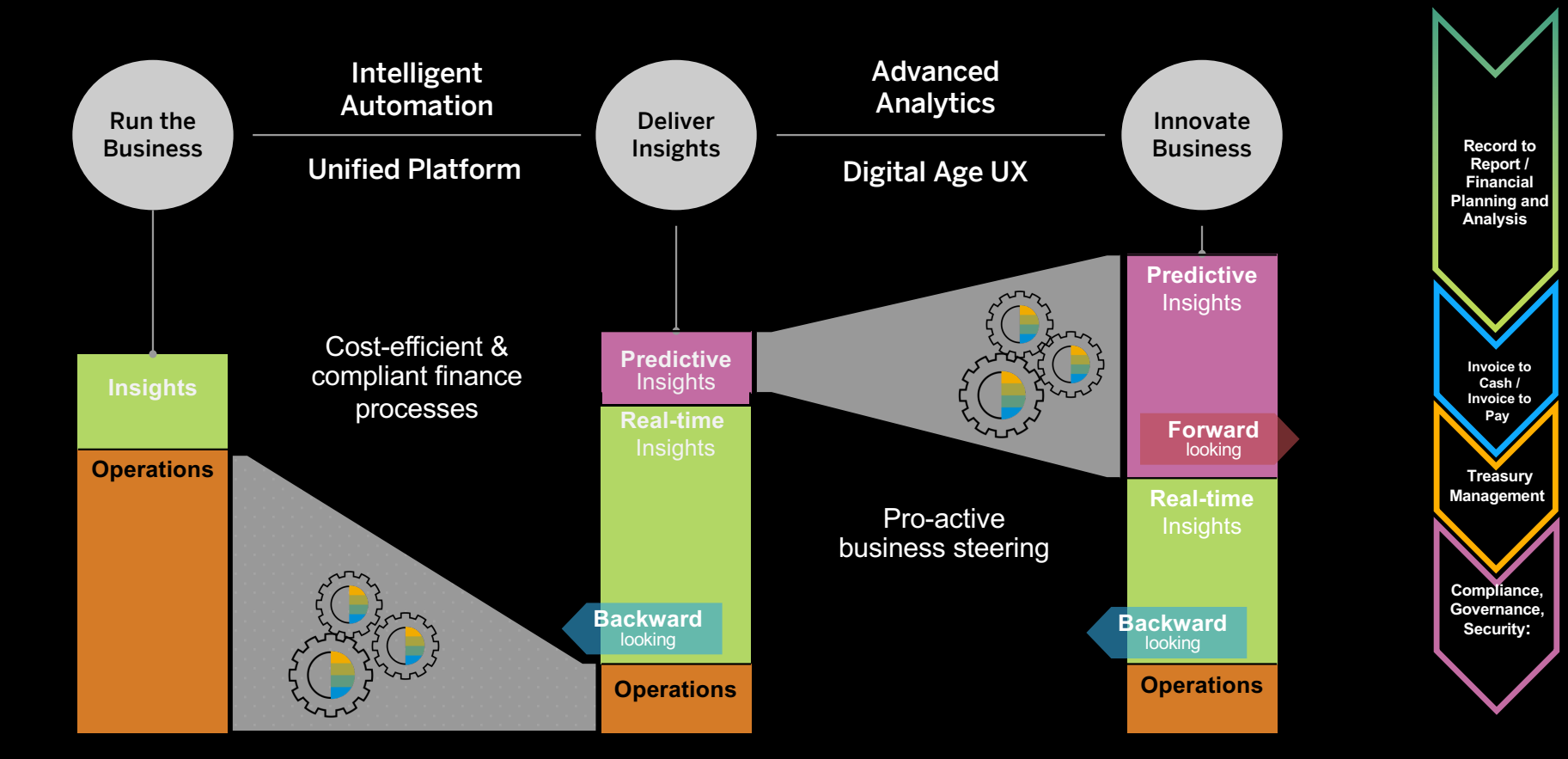
Future of Finance

Emmaleigh Fahey
Finance Solution Advisor,
SAP

#MasteringSAP

SAP's Vision of Finance Transformation

Finance supports optimised operations, business strategy and innovation with intelligent automation and forward-looking insights




2022 Employee Experience Trends

The 4 things your people need you to know

qualtrics.^{xm}



 **In a world where money is no longer the primary motivating factor for employees, focusing on the employee experience is the most promising competitive advantage that organisations can create.**

– Jacob Morgan, author of The Employee Experience Advantage



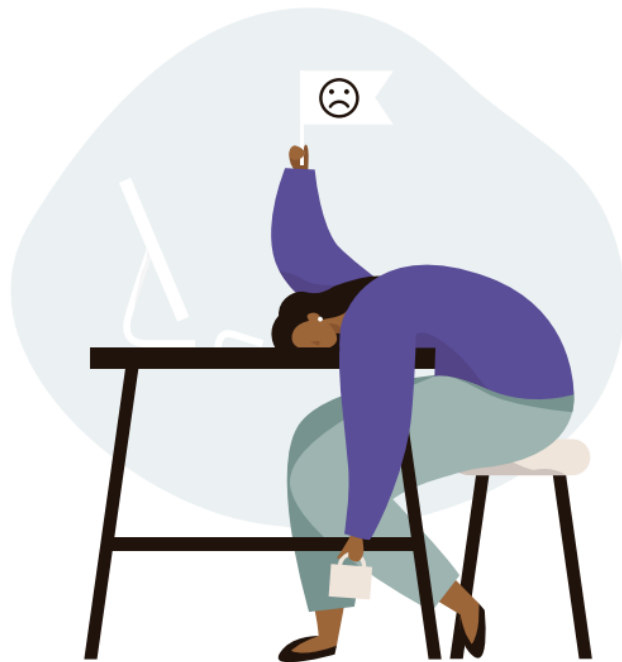
Companies that invest in employee experience are 4x more profitable than those that do not.

– Jacob Morgan

The organisations that invest most heavily in EX are found:

- + **11.5x** as often in Glassdoor's Best Places to Work
- + **4.4x** as often in LinkedIn's list of North America's Most In-Demand Employers
- + **2.1x** as often on the Forbes list of the World's Most Innovative Companies
- + **2x** as often in the American Customer Satisfaction Index

Source: Jacob Morgan



91%

Engagement rate among people
who have productivity-enabling tech

24%

Engagement rate among people who
do not have productivity-enabling tech

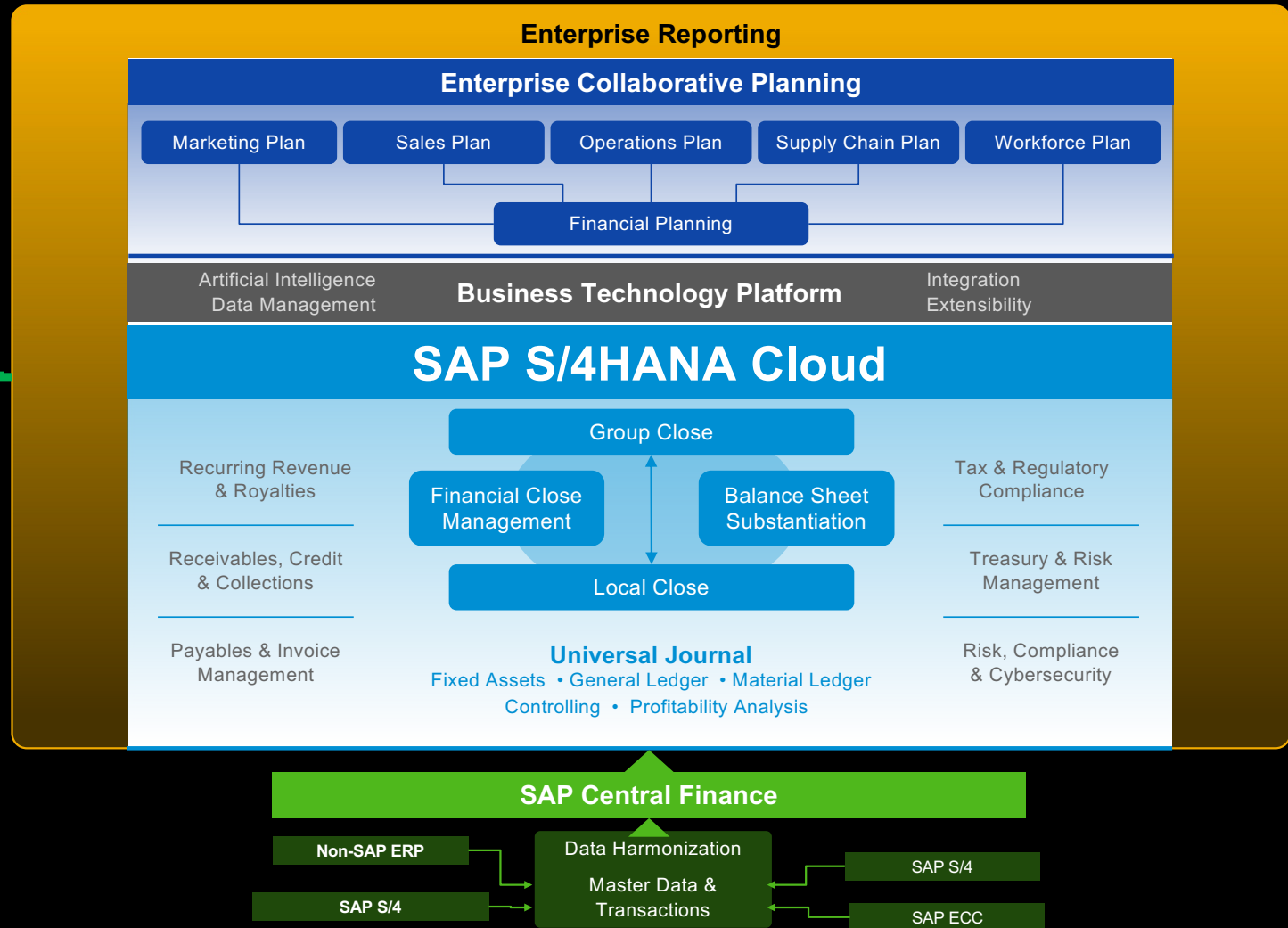
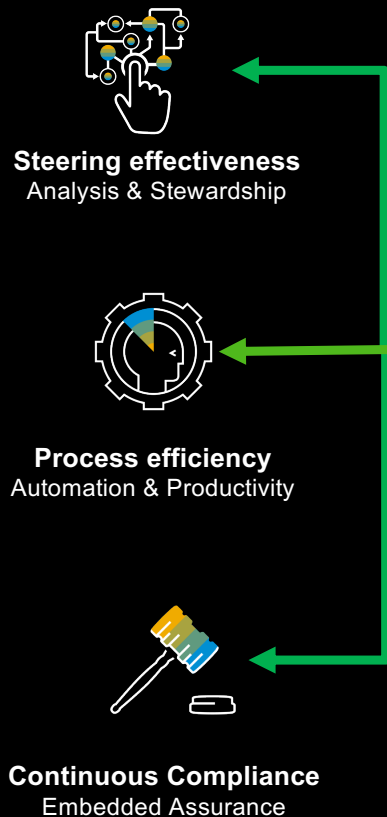


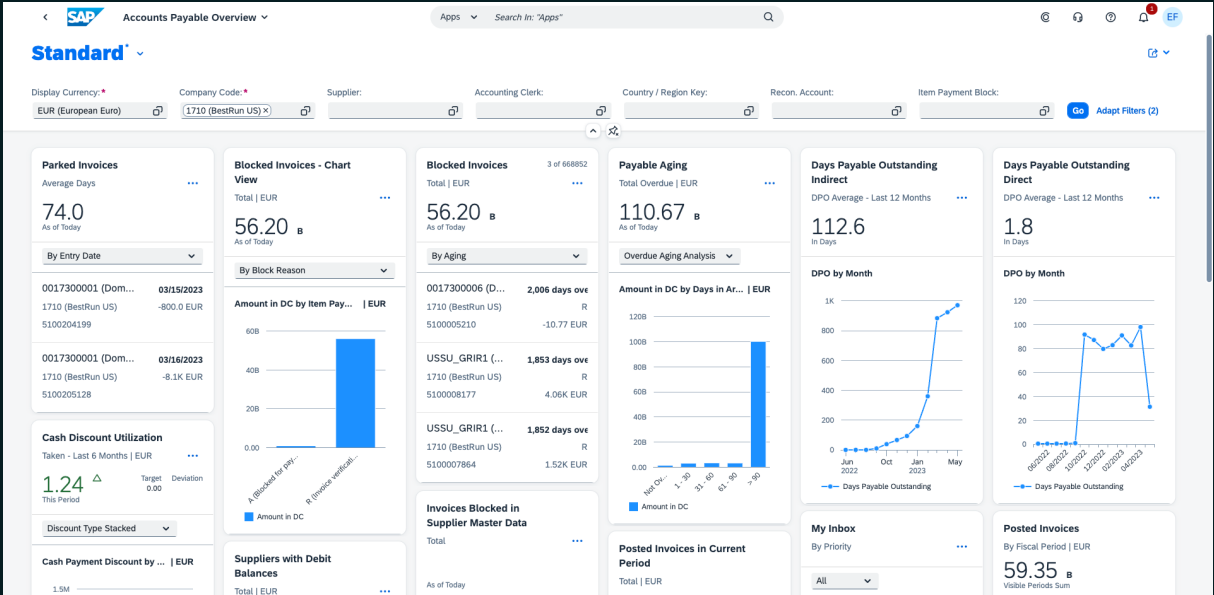
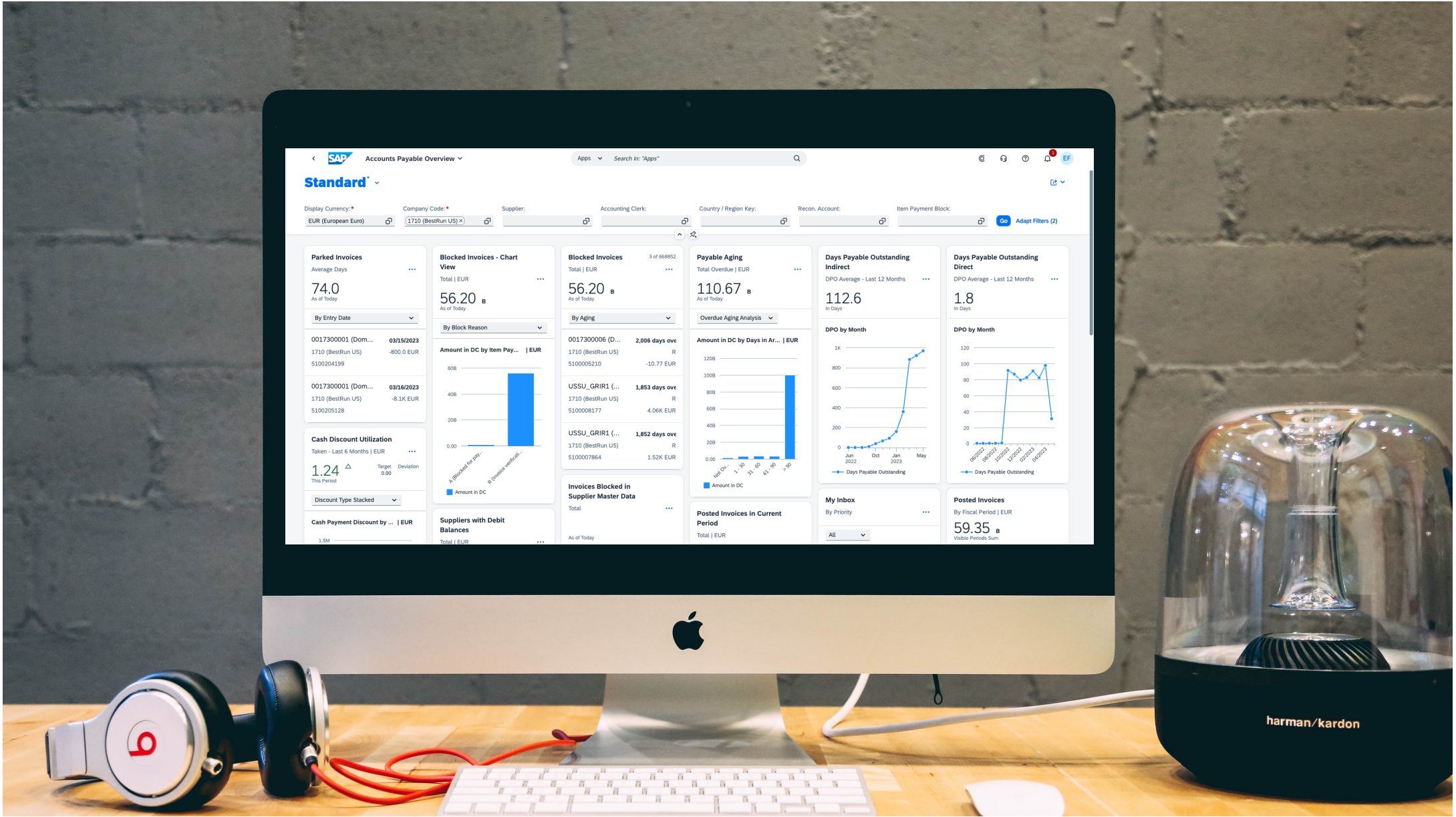




- 53% of Australians said they wouldn't be able to continue their day to day life if they lost their smart phone
- 75% of Australians sleep with their phone next to them
- 55% of Australians reported that they have texted someone in the same room as them
- 47% of Australians said they experience feelings of anxiety if their phone drops below 20% of battery life

Finance Solutions | Enabling Transformation



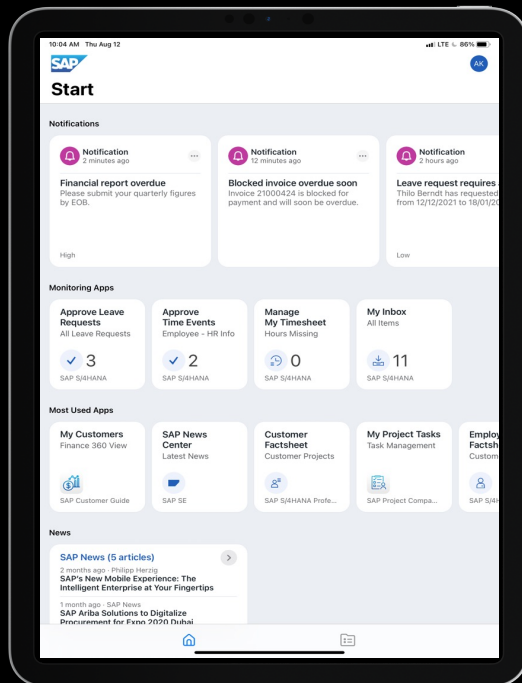


Improving Experience and Business Insights

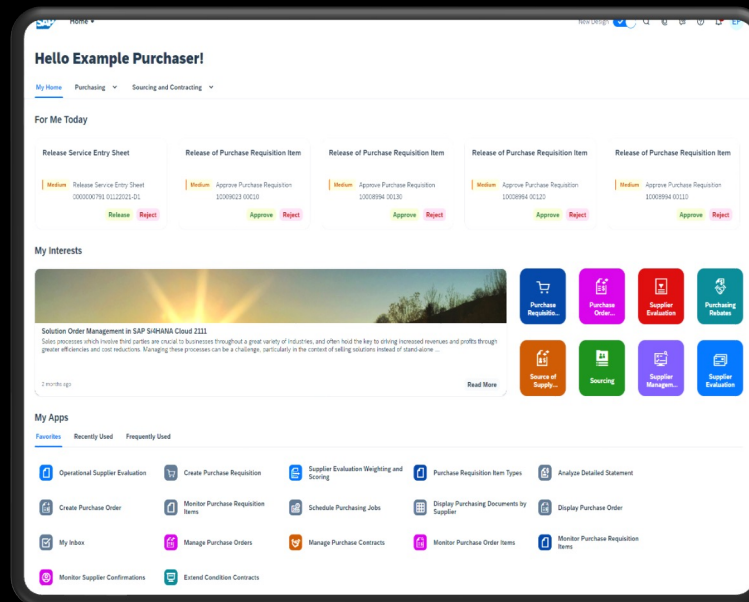
Your new SAP User Experience

SAP allows users to connect anywhere on any device, improve productivity and adopt rapidly with built-in guidance and support

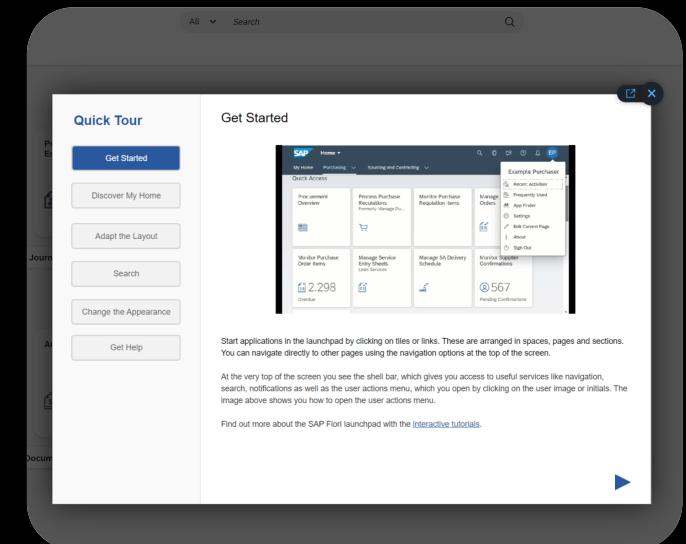
SAP Mobile Start



New UX - Horizon Visual Theme



Embedded guidance/ support





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Apps ▾ Search In: "Apps"



EF

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[Cash Management](#)

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To Dos (2)

[Go to All Tasks](#)

Approve Leave Request for Pramodh K.T from 10-Apr-2017 to 13-Apr-2017

Medium Priority

Created By: Emmaleigh Fahey

Task created 27 minutes ago

Purchase Request 9632 is pending for your Approval

Medium Priority

Created By: Emmaleigh Fahey

Task created 2 months ago

Pages

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Overview
General Ledger



Overview
Cash Management



Overview
Fixed Assets



Overview
Accounts Payable



Overview
Accounts Receivable

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Process Receivables



Manage Promises to Pay



Manage Collection Strategies



Open Disputes
Today



Overdue Receivables
Today



Reprocessing Rate
of Incoming Payments



Total Receivables
Today



Future Receivables
Today



Days Sales Outstanding
Last 12 Months



Cash Collection Tracker
Accounts Receivable

Insights

Tiles (7)

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[Accounts Receivable ▾](#)

[Accounts Payable ▾](#)

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[Fixed Assets ▾](#)

[Production Engineering - Discrete Manufa](#)

To Dos (2)

Approve Leave Request for Pramodh K.T from 10-Apr-2017 to 13-Apr-2017

Medium Priority

Created By: Emmaleigh Fahey

Task created 19 hours ago

Purchase Request 9632 is pending for your Approval

Medium Priority

Created By: Emmaleigh Fahey

Task created 2 months ago

[By Date](#)

[By Type](#)

[By Priority](#)

⚠ Approve Leave Request for Pramodh K.T from 10-Apr-2017 to 13-Apr-2017

19 hours ago

Pages

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Overview
General Ledger



Overview
Cash Management



Overview
Fixed Assets



Overview
Accounts Payable



Overview
Accounts Receivable

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Process Receivables



Manage Promises to Pay



Manage Collection Strategies



Open Disputes
Today



Overdue Receivables
Today



Reprocessing Rate
of Incoming Payments



Total Receivables
Today



Future Receivables
Today



Days Sales Outstanding
Last 12 Months



Cash Collection Tracker
Accounts Receivable

Insights

Tiles (7)

[Edit](#)

Insights

Tiles (7)

Edit

Open Disputes
Today

1.01_K

1 hr. ago USD

Reprocessing Rate
of Incoming Payments

33%

1 hr. ago

Total Receivables
Today

4.46_B

1 hr. ago USD

Overdue Receivables
Today

86.3%

1 hr. ago

Days Sales
Outstanding
Last 12 Months

252

2 hr. ago

Cash Collection
Tracker
Accounts Receivable

Future Receivables
Today

598_M

1 hr. ago USD

Cards (6)

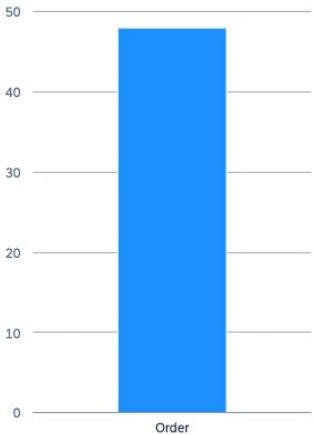
Edit



Errors to Reprocess



By Object Type



Top 10 Debtors

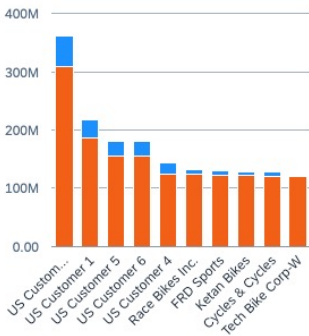


Debt Profile by Due Period | EUR

3.6_B

Total Amount of All AR | By All Accounts ...

Total Value of Debt Profile



Days Sales Outstanding

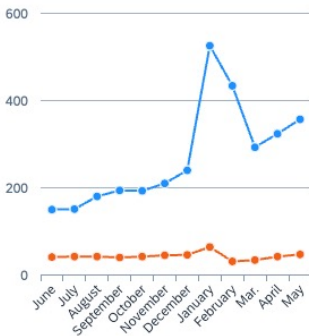


DSO vs Best possible DSO

246.0

Average DSO | By Month

DSO in Last 12 Months



Days Payable Outstanding Indirect

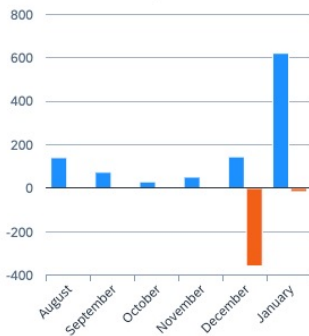


DPO Average - Last 6 Months

99

In Days

DPO by Month



Supplier Performance Monitoring



Supplier Evaluation Trend

Operational Score by Quarter





Today 86.31%

1 hr ago

Open on Key Date: *

Today (TODAY)

Display Currency: *

US Dollar (USD)

Exchange Rate Type: *

Standard translation at average ...

Net Due Interval 1: *

30

Net Due Interval 2: *

60

Net Due Interval 3: *

90

Go Adapt Filters (6)

Accounting Clerk Company Code Country / Region Key Customer Region ▾

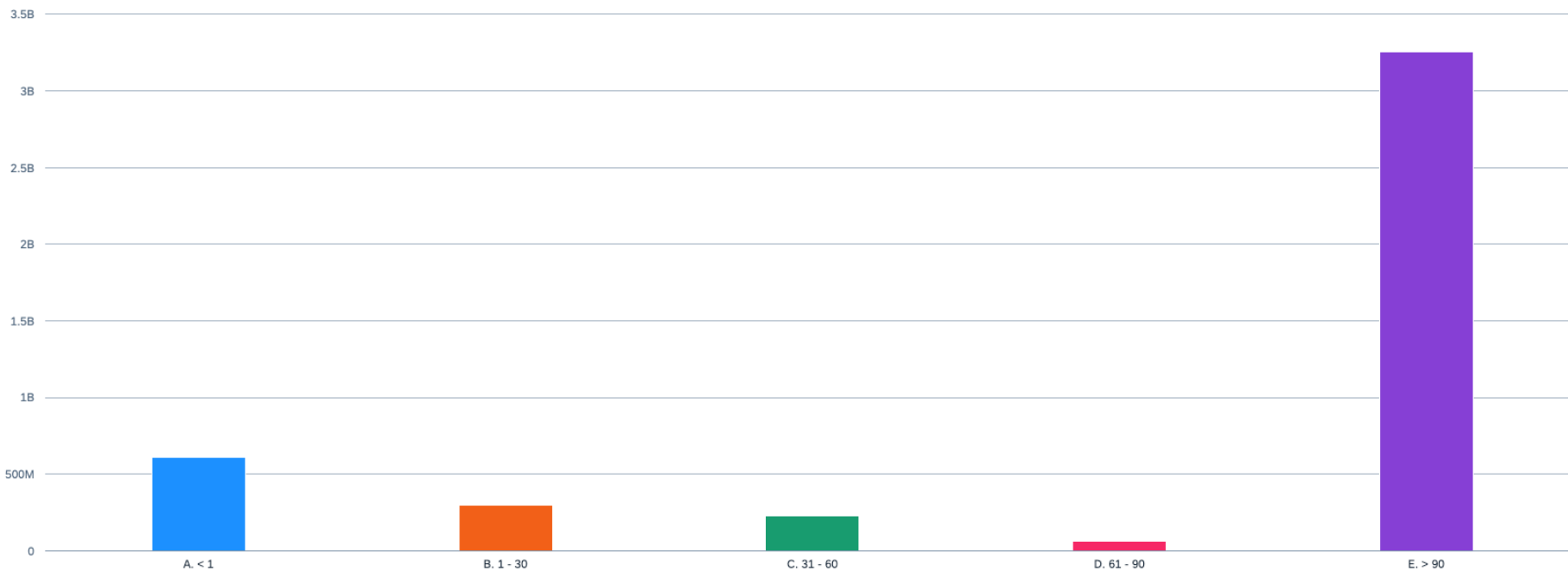


By Due Period ▾

Jump To



Not Overdue Amount & Amt 1st Due Period & Amt 2nd Due Period & Amt 3rd Due Period & ...



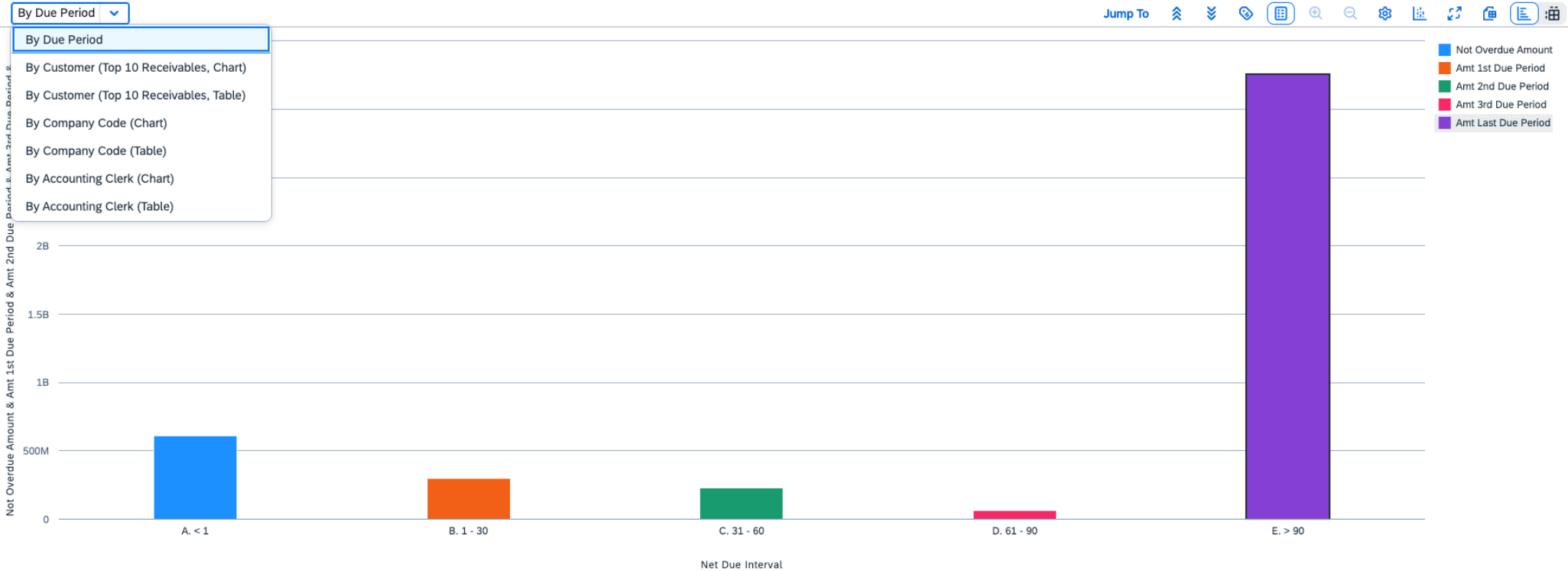
- Not Overdue Amount
- Amt 1st Due Period
- Amt 2nd Due Period
- Amt 3rd Due Period
- Amt Last Due Period

Net Due Interval

Today 86.31% 1 hr ago ↻

Open on Key Date: * Today (TODAY) Display Currency: * US Dollar (USD) Exchange Rate Type: * Standard translation at average ... Net Due Interval 1: * 30 Net Due Interval 2: * 60 Net Due Interval 3: * 90 Go Adapt Filters (6)

Accounting Clerk Company Code Country / Region Key Customer Region ▾



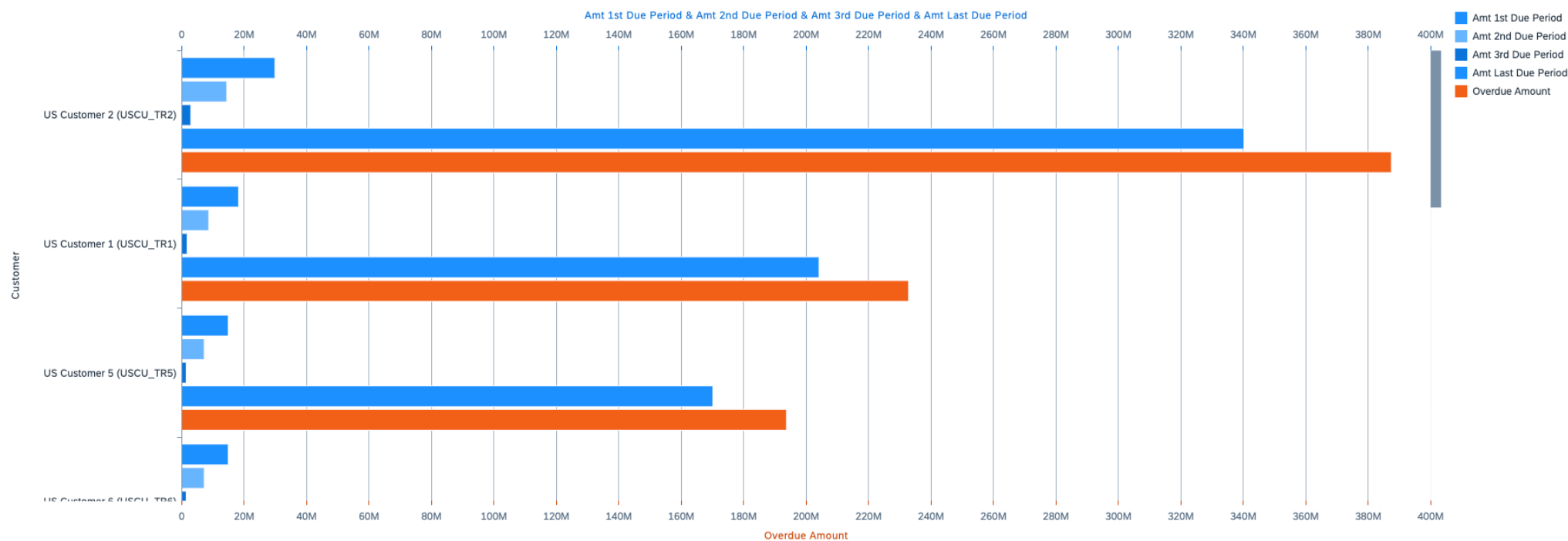
 now

Net Due Interval 3: *

Go Adapt Filters (6)



Jump To



Today **86.31%**

↻ now ↗

Open on Key Date: *

Display Currency: *

Exchange Rate Type: *

Net Due Interval 1: *

Net Due Interval 2: *

Net Due Interval 3: *

Today (TODAY) 📄

US Dollar (USD) 📄

Standard translation at average ... 📄

30

60

90

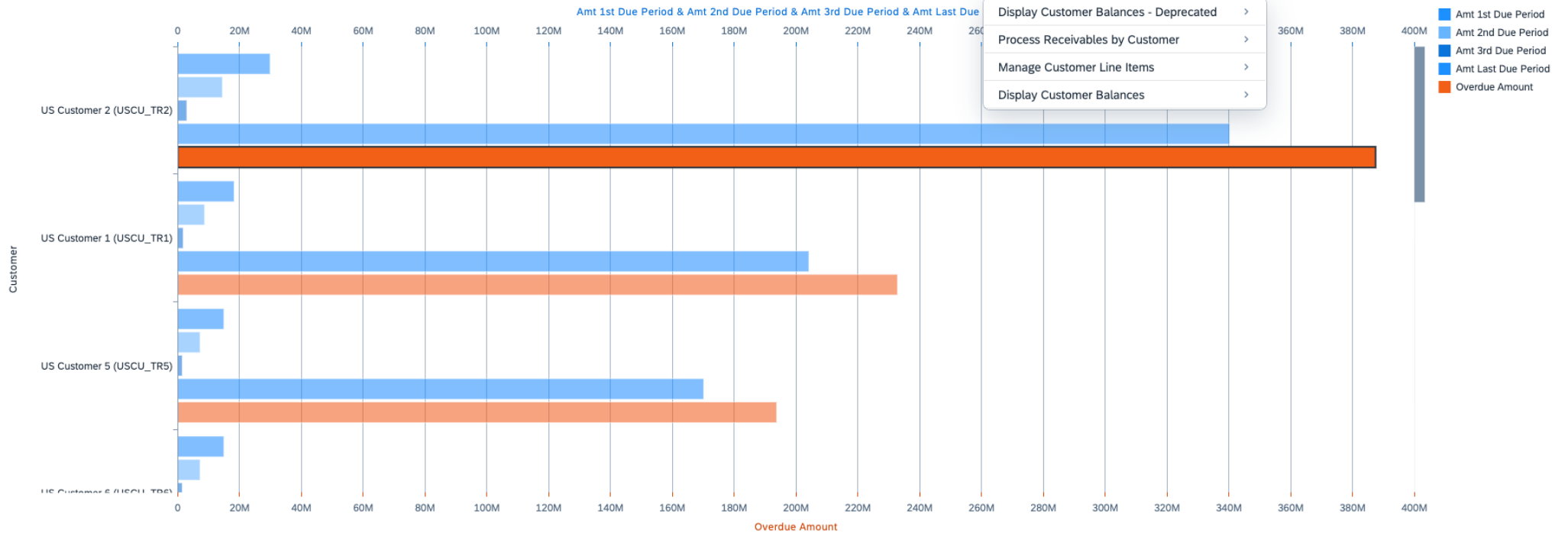
Go Adapt Filters (6)

Accounting Clerk Company Code Country / Region Key Customer Region ▾

↶

By Customer (Top 10 Receivables, Chart) ▾

Jump To





Invoice ▾

Apps ▾

Search In: "Apps"



USCU_TR2 /

1800000005



Situations

Operative Data

Posting Data

Reference Data

Dispute Cases

Promises To Pay

Resubmissions

Billing Document Output Items

Notes



Invoice due for 40 days, ESCALATE

11 months ago

The Customer USCU_TR2 has invoice due for 40 days. Kindly escalate invoice to manager

[Close Situation](#)

Operative Data

Amounts

Amount in Transaction Currency:
1,007,125.00 USD

Credited:
0.00 USD

Dunned:
0.00 USD

Open:
1,007,125.00 USD

Arranged:
0.00 USD

Cash Discount Amount:
0.00 USD

Paid:
0.00 USD

Processing Dates

Journal Entry Date:
03/17/2022

Net Due Date:
05/16/2022 (378)

Posting Date:
03/17/2022

Due for Cash Discount 1:
—

Posting Data

Dunning Data

Last Dunned:
—

Dunning Blocking Reason:
(Not blocked)

Dunning Level:
—

Posting Data

Payment Method:
—

Last Payment:
—

Special G/L:
—

Operational G/L Account:
12100000



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Analytics

Recently Added Apps

Accounts Payable
Overview



Payables

Aging Analysis
Payable Amount

111_B

🔄 5 min. ago EUR

Overdue Payables
Today

Critical O... 110.40B EUR
Uncritical... 357.70M EUR

🔄 5 min. ago

Future Payables
Today

381_M

🔄 5 min. ago EUR

Days Payable
Outstanding
Last 12 Months

05/2023	31.28
04/2023	99.11
03/2023	93.06

🔄 5 min. ago

Invoice Processing
Analysis
Today

246.64K E... 30.23K EUR

01/2016 03/2016
🔄 now

Cash Discount
Utilization
Today

0.11

🔄 5 min. ago

Cash Discount
Forecast
Available Amount

405_K

🔄 5 min. ago EUR

Supplier Payment
Analysis
Open Payments

8.67_K

🔄 5 min. ago EUR

Automatic and
Manual Payments
Payments for Last Year

62.1_B

🔄 5 min. ago EUR



Standard* ▾



Display Currency:*

EUR (European Euro)



Company Code:*

1710 (BestRun US) ×



Supplier:



Accounting Clerk:



Country / Region Key:



Recon. Account:



Item Payment Block:



Go

Adapt Filters (2)



Parked Invoices

Average Days

74.0

As of Today

By Entry Date



0017300001 (Dom... 03/15/2023
1710 (BestRun US) -800.0 EUR
5100204199

0017300001 (Dom... 03/16/2023
1710 (BestRun US) -8.1K EUR
5100205128

Cash Discount Utilization

Taken - Last 6 Months | EUR

1.24 ^Δ

This Period

Target 0.00
Deviation

Discount Type Stacked



Cash Payment Discount by ... | EUR

1.5M

Blocked Invoices - Chart View

Total | EUR

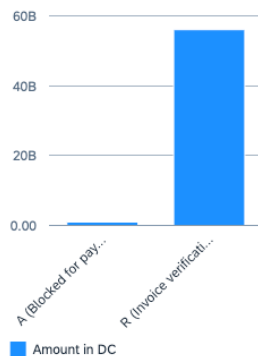
56.20 _B

As of Today

By Block Reason



Amount in DC by Item Pay... | EUR



Suppliers with Debit Balances

Total | EUR

Blocked Invoices

3 of 668852

Total | EUR

56.20 _B

As of Today

By Aging



0017300006 (D... 2,006 days ove
1710 (BestRun US) R
5100005210 -10.77 EUR

USSU_GRIR1 (... 1,853 days ove
1710 (BestRun US) R
5100008177 4.06K EUR

USSU_GRIR1 (... 1,852 days ove
1710 (BestRun US) R
5100007864 1.52K EUR

Invoices Blocked in Supplier Master Data

Total

As of Today

Payable Aging

Total Overdue | EUR

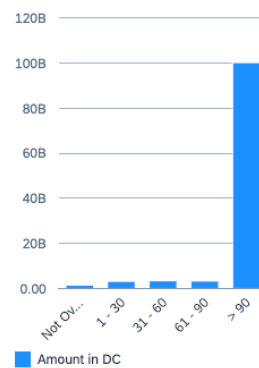
110.67 _B

As of Today

Overdue Aging Analysis



Amount in DC by Days in Ar... | EUR



Posted Invoices in Current Period

Total | EUR

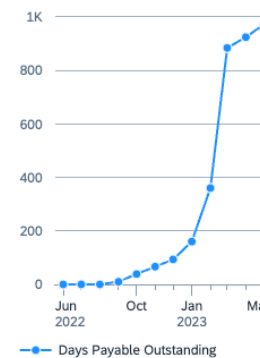
Days Payable Outstanding Indirect

DPO Average - Last 12 Months

112.6

In Days

DPO by Month



My Inbox

By Priority

All



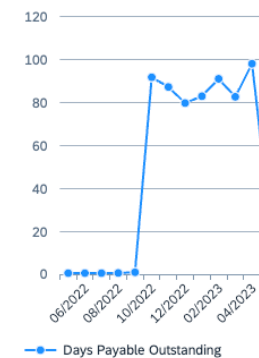
Days Payable Outstanding Direct

DPO Average - Last 12 Months

1.8

In Days

DPO by Month



Posted Invoices

By Fiscal Period | EUR

59.35 _B

Visible Periods Sum

Payable Amount 110.68B EUR

🔄 now 📄

Open on Key Date: *

Today (TODAY) 🗒

Width of Aging Grid: *

30

Number of Aging Grid: *

4

Display Currency: *

Euro (EUR) 🗒

Exchange Rate Type: *

Standard translation at average ... 🗒

Company Code:

BestRun US (1710) × 🗒

Go Adapt Filters (6)

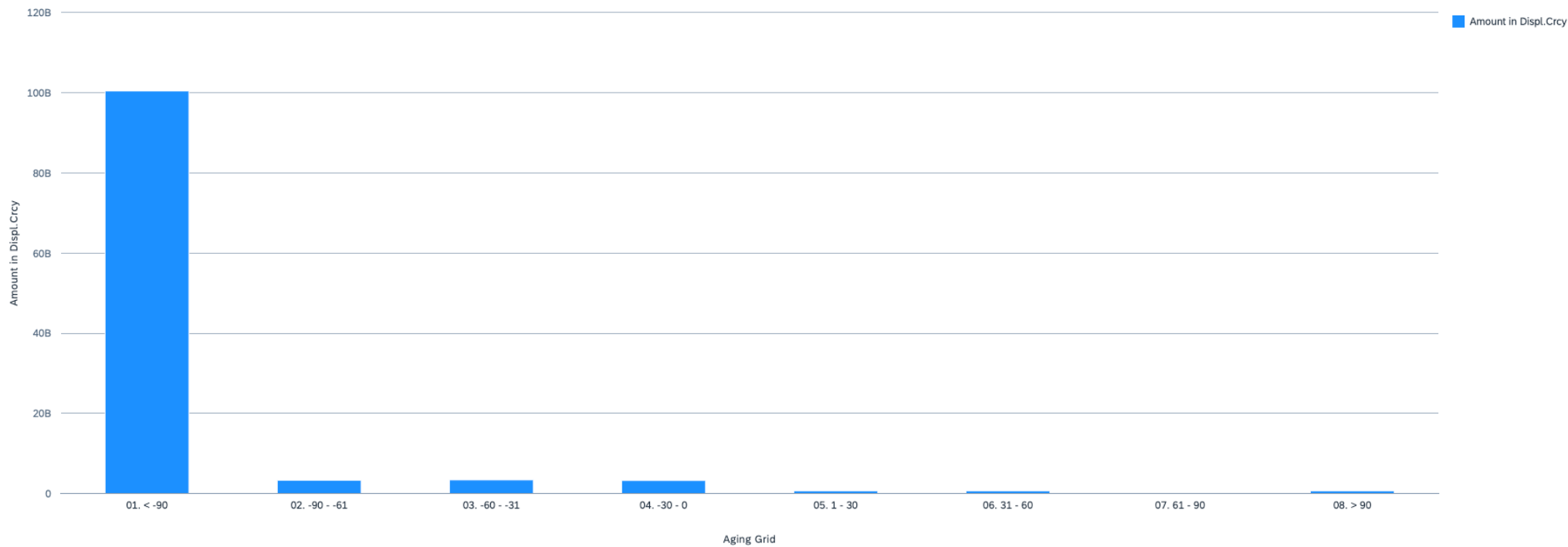
Company Code Document Status Supplier Supplier Acct Group ▾

↶




By Aging ▾

Jump To ⚙️ 📄 🔍 🔍 ⚙️ 📊 🔄 📄 📄 📄




Payable Amount 110.68B EUR


 now 


Open on Key Date: * 


Width of Aging Grid: *


Number of Aging Grid: *


Display Currency: * 


Exchange Rate Type: * 

Company Code:  Go Adapt Filters (6)

[Company Code](#) [Document Status](#) [Supplier](#) [Supplier Acct Group](#) 





By Aging ▾ By Aging (8) Jump To    

Aging Grid	Amount in Displ.Crcy
01. < -90	100.48B EUR
02. -90 - -61	3.33B EUR
03. -60 - -31	3.42B EUR
04. -30 - 0	3.25B EUR
05. 1 - 30	112.47M EUR
06. 31 - 60	85.15M EUR
07. 61 - 90	0.00 EUR
08. > 90	48.00K EUR

Payable Amount 110.68B EUR

🔄 now

🔗

Open on Key Date: *

Width of Aging Grid: *

Number of Aging Grid: *

Display Currency: *

Exchange Rate Type: *

Company Code:

Today (TODAY) 🗒

30

4

Euro (EUR) 🗒

Standard translation at average ... 🗒

BestRun US (1710) × 🗒

Go

Adapt Filters (0)

☆ Save as Tile

✉ Send Email

Company Code Document Status Supplier Supplier Acct Group 🔽

↩

^

By Aging ▾	By Aging (8)	Jump To 🔗 🗒 📄 📋 🏠
Aging Grid		Amount in Displ.Crcy
01. < -90		100.48B EUR
02. -90 - -61		3.33B EUR
03. -60 - -31		3.42B EUR
04. -30 - 0		3.25B EUR
05. 1 - 30		112.47M EUR
06. 31 - 60		85.15M EUR
07. 61 - 90		0.00 EUR
08. > 90		48.00K EUR

Ledger:*

Company Code:*

Posting Date From:*

Posting Date To:*

G/L Account Hierarchy:

0L x

1710 x

03/01/2023 x

03/15/2023 x

Adapt Filters (4) **Go**

Navigation Panel

Dimensions

Search Dimensions 🔍

Rows

Company Code

G/L Account

Columns

▸ Measures

Available Fields

Account Assignment

Account Assignment Number

Account Assignment Type

Account Type

Activity Type

Alternative Chart of Accounts

Alternative G/L Account

Asset Subnumber

Asset Value Date

Assignment Reference

Ast Transaction Type

Balance Transaction Currency

Balance sheet acct

Billing Type

Budget Period

Business Area

Business Process

Business Transaction Type

▼ Data Analysis

Graphical Display

Query Information

<No Bookmark Loaded> ▾

Filter ▾

Sort ▾

Hierarchy ▾

Drilldown ▾

Display ▾

Measures ▾

Totals ▾

Navigate To ▾ 🗺️ ▾

Company Code	G/L Account	Starting Balance in Company Code CrCY	Debit Balance in...	Credit Balance in...	Ending Balance in Co...
1710	BestRun US	YCOA/1 Paybls Domestic	\$ 0.00	\$ 0.00	\$ 0.00
		YCOA/2 Rcvbls Domestic	\$ 45,765,287.92	\$ 0.00	\$ 45,765,287.92
		YCOA/10010000 Petty Cash	\$ -1,353,600.99	\$ 0.00	\$ -1,870,290.99
		YCOA/10020000 Petty Cash Journal	\$ 1,000.00	\$ 0.00	\$ 1,000.00
		YCOA/11001000 Main Bank Acct (C/B)	\$ -127,547,852,468.04	\$ 63,529,373.18	\$ -127,539,516,873.64
		YCOA/11001001 Checks Out	\$ -600.00	\$ 0.00	\$ -600.00
		YCOA/11001002 Funds Out	\$ -600.00	\$ 0.00	\$ -600.00
		YCOA/11001008 Funds In	\$ 600.00	\$ 0.00	\$ 600.00
		YCOA/11001010 Bank1 Cash Payment	\$ -10,000.00	\$ 0.00	\$ -10,000.00
		YCOA/11001019 Offset Account	\$ -400.00	\$ 0.00	\$ -400.00
		YCOA/11001020 Bank1 Bank Transfer	\$ -9,880,224.89	\$ 0.00	\$ -9,883,224.89
		YCOA/11001050 Bank1 Check Out	\$ -506,778.74	\$ 0.00	\$ -506,778.74
		YCOA/11001056 Bank 1 Supp.Fin. Out	\$ -600.00	\$ 0.00	\$ -600.00
		YCOA/11001060 Bank1 Check In	\$ 776,786.41	\$ 0.00	\$ 776,786.41
		YCOA/11001080 Bank1 Cash Receipt	\$ 30,013,334.16	\$ 0.00	\$ 30,013,334.16
		YCOA/11001090 Bank1 Techn. Account	\$ -900.00	\$ 0.00	\$ -900.00
		YCOA/11001100 TO BE TRANSLATED	\$ 4,545.45	\$ 0.00	\$ 4,545.45
		YCOA/11001200 Bank1 Lockbox	\$ -174,416,901.00	\$ 0.00	\$ -189,898,482.00
		YCOA/11001330 Wells Fargo Main EUR	\$ -69,766,761.00	\$ 0.00	\$ -75,959,392.00
		YCOA/11002000 Bank2 Main Account	\$ -51,023,320.00	\$ 0.00	\$ -55,667,916.00
		YCOA/11002020 Bank2 Bank Transfer	\$ -4,753.00	\$ 0.00	\$ -4,753.00
		YCOA/11002080 Bank2 Cash Receipt	\$ -158,223.00	\$ 0.00	\$ -158,223.00
		YCOA/11002090 Bank2 Techn. Account	\$ -10,000.00	\$ 0.00	\$ -10,000.00
		YCOA/11003000 Bank1 Main Account	\$ 10,000.00	\$ 0.00	\$ 10,000.00
		YCOA/11003012 Bank Rec Trans Out	\$ -6,883.00	\$ 0.00	\$ -6,883.00

Explore our AI solutions for finance

Choose a function and then see the relevant solutions.

Cash application

Accounting and financial close

Intercompany matching and reconciliation

Business integrity screening

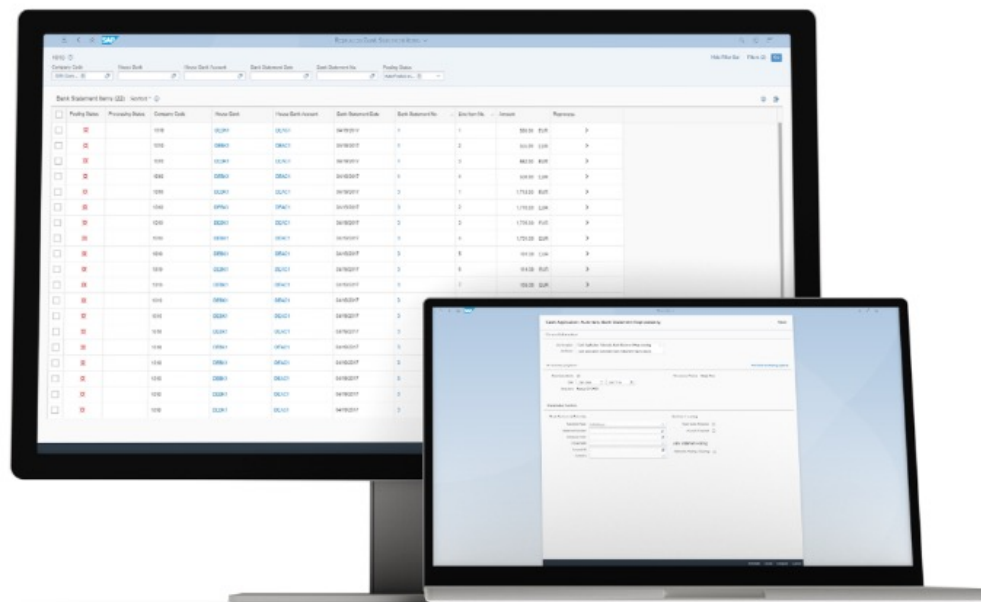
Identity access
governance

Accruals management

Travel and expense

Intelligent invoice matching automation

Reduce days sales outstanding, lower total cost of ownership with improved efficiencies and enhance quality of work related to accounts receivables with intelligent invoice matching automation.

[Explore SAP Cash Application >](#)

SAP S/4HANA Finance Accelerators (1/2)

Available on SAP Process Automation Store



Accrual Object Creation Approval

Manual Accrual Objects created in the SAP S/4HANA system with approvals through the Workflow.

[API Business Hub]



Cancel Customer Invoice

manage cancellation of customer invoices with required validations, approvals

[API Business Hub]



Customer Business Discontinuation Accounts Receivable

Automates account receivable business discontinuation

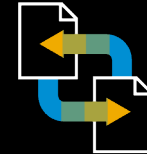
[API Business Hub]



Direct Supplier Down Payment Request

Automates creation, validation and approval of Down Payment Request

[API Business Hub]



Fixed Assets Transfer

Accelerates automation of Approval process for Inter-company and Intra-Company Asset transactions for high value items

[API Business Hub]



General Ledger Master Record Creation Process

helps the users to create a General Ledger account in a transparent way

[API Business Hub]



Automate Manual Entries

Automated Upload of Manual Entries via API

[SAP Intelligent RPA Store]



Manage Posting Period Approval

Accelerate automation of Approval process to open the already closed periods due to some adjustments or corrections

[API Business Hub]



Monitor Collection Reminders

Automate Collection Reminders approval where user can raise approval for customer invoice collection

[API Business Hub]



Non Operated Joint Venture Cash Call Approval

Automate workflow for Non-operator cash call/Billing invoice and invoice requests

[API Business Hub]

SAP S/4HANA Finance Accelerators (2/2)

Available on SAP Process Automation Store



Capital Expenditure Approval Process

[API Business Hub]



Purchase Requisition Approval and Release

Automate approval and release of line items

[API Business Hub]



Business Partner Payment Data Change Approval

Manage payment data changes and approvals

[API Business Hub]



Purchase Requisition Header Approval and Release

Automate approval and release at header level by including all line items

[API Business Hub]



Document Centric Approval

Automate document approvals.

[API Business Hub]



Manage Invoices without Purchase Orders

Manage the posting of invoices without purchase orders

[API Business Hub]



Visibility on Order to Cash

Improve time to delivery

[API Business Hub]



Visibility on Accounts Payable

Establish accuracy in invoice processing

[API Business Hub]



Visibility on Accounts Receivable

Gain visibility into debt management practices

[API Business Hub]



Maintain Purchase Info Record

Avoid any rework towards the end of the purchasing process

[API Business Hub]



Visibility on Procure to Pay

Avoid delays in receiving goods

[API Business Hub]



Vendor Onboarding

Automate with approvals from the respective departments

[API Business Hub]

Example – Invoice Upload

AP clerk receives an incoming invoice emailed as PDF attachments



Invoices coming via Email

1

Data from Invoice is extracted using OCR service.



Machine Learning

2

Workflow request sent to team for approval based on business rules



3

Queries through multiple sources

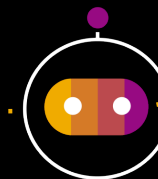


4

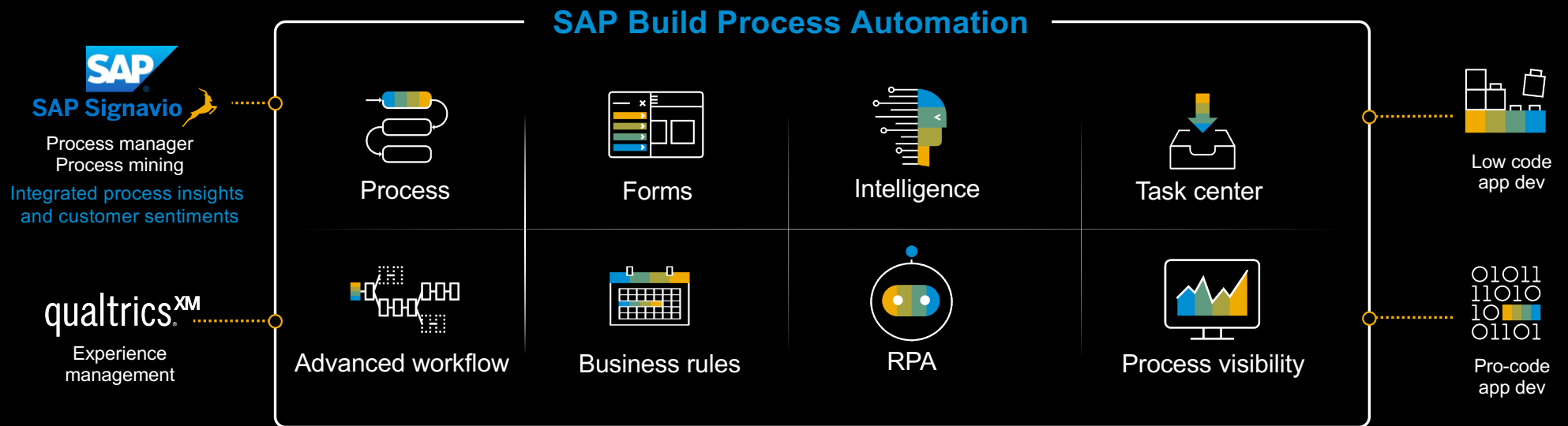
Document number sent to creator



Bot posts the invoice or raises an exception



SAP Build Process Automation



100s of pre-built automations | API complexity is hidden

Modernizing the System Enterprise-Wide and Shrinking Time to Quarter-End Close with SAP S/4HANA® Finance

Before: Challenges and Opportunities

- Legacy system that grew incrementally and could no longer keep up with the pace of business
- Highly complex IT landscape, with over 20 finance systems and an array of diverse interfaces to maintain
- Individual processes maintained locally and not harmonized across the group
- Need to streamline processes and increase automation

Why SAP

- SAP S/4HANA® Finance solution recognized as a system that could help UNIQA simplify today and innovate tomorrow
- SAP Services and Support available with a team that could collaborate in-house to align business process changes and manage technical implications

After: Value-Driven Results

- Gained a single source of truth about finances enterprise-wide and slashed time for period closings
- Automated and streamlined processes to enhance efficiency and visibility
- Embedded analytics for business-user self-service, empowering stakeholders with faster insight
- Shrank the number of general ledger master records by 75% using parallel ledgers and flexible data modeling
- Modernized the user interface and provided clear guidance on new processes
- Built, monitored, and managed nearly 200 interfaces from a central location through the SAP Application Interface Framework tool
- Set the stage for meeting the IFRS 17 requirement by implementing the SAP S/4HANA solution for financial products subledger



“SAP S/4HANA Finance has helped us **significantly reduce the time for quarterly closing** and implement embedded analytics to slash the number of specially prepared reports through user self-service.”

Gerald Lippert, Head of Digital Finance and Risk, UNIQA Insurance Group AG

4 weeks

Saved in quarterly closing through harmonized automation of processes

80%

Reduction in the number of reports using embedded analytics

119

Companies now running on a single SAP S/4HANA system, down from 20 legacy systems

UNIQA Insurance
Group AG
Vienna, Austria
www.uniqa.at (German)

Industry
Insurance

Products and Services
Property, casualty, health,
and life insurance

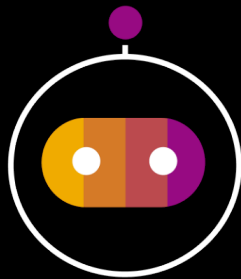
Employees
19,000

Revenue
€5 billion

Featured Solutions and Services
SAP S/4HANA Finance solution,
SAP Services and Support, and
SAP Application Interface Framework

THE BEST RUN 

3 Key Takeaways



Automation



Business
Intelligence



Empower
Staff

The logo features the word 'SAP' in white on a blue square background, followed by the word 'NOW' in white on a dark blue background.

SAP NOW

Future Proof Your Business

Save The Date

Date: August 8, 2023

Venue: The Hyatt Regency, Sydney

More details coming soon

Questions?



SAP AI

Cash Application Solutions with AI



0:00 / 2:00



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