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The Credit Research Foundation Presents the:

# SAP Receivables Management Users Group

*Houston, TX*

**Wednesday, February 19<sup>th</sup>**

**5:30pm-9:00pm      Networking Cocktails & Dinner**

**Thursday, February 20<sup>th</sup>**

**8:00am - 9:00am      Overview of SAP Receivables Management**

*Chuck Mazurek, Director, Line of Business – Finance, SAP*

Crash course on the SAP Receivables Management modules covering Dispute & Collections Management, Credit Management and Biller Direct. This session will give a high level overview of the features, terminology and views of what these modules can do. Dust off the cobwebs and jumpstart your knowledge of these modules to get the most out of the rest of the day.

**9:00am - 10:00am      Tech Data Credit Risk Management: Lessons Learned Through Global Implementation & Post Go-Live Results**

*Jennifer Paige, Credit Subject Matter Expert, Tech Data*

Listen to Tech Data discuss their global implementation through blueprinting, data migration, configuration and testing as well as discuss their post go-live immediate gains through automatic scoring, agency connectivity, credit dashboards and work flowing credit events.

**10:00am – 11:00am      SAP Biller Direct**

*Vikram Gollakota, Senior Solution Architect, HighRadius*

Learn how this tool can automate and speed up invoice communication and facilitate a faster collection of payments, enabling a closer and more convenient relationship with customers with a customer self-service portal and integration of credit card and ACH payments.

**11:00am – 12:00pm      Cash Application Automation - Increase SAP's Lockbox Hit-rate**

*Sashi Narahari, Co-Founder & CEO, HighRadius*

In this session learn about the various payment scenarios such as Check, ACH, Wire, Credit Card and emerging technology trends that you can leverage to increase you cash application lockbox hit-rate in SAP. Additionally learn about how you can reduce bank lockbox fees and reduce Days Sales Outstanding (DSO) via electronic payments.

**12:00pm-1:00pm      Lunch**



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## **1:00pm – 2:00pm Case Study: SAP Dispute Management**

*Joy Krugel, Credit Manager, Johnsonville*

Understand the various lessons Johnsonville learned from their Receivables Management implementation project. During their implementation they executed on some very unique requirements and will share feedback on good practices in structuring project, knowledge transfer, change management, blueprint approach and ROI realization.

## **2:00pm-3:00pm Reporting & Analytics Tools and Options for SAP Receivables Management**

*Chuck Mazurek, Director, Line of Business – Finance, SAP*

This session will cover the various reporting options available within SAP such as SAP ERP for A/R data and advanced reporting from data warehousing tools like SAP Business Intelligence and SAP Business Objects for Credit, Collections, & Dispute modules. Additionally learn about the new Mobile Apps from SAP for Receivables Management

## **3:00pm – 4:00 pm SAP Collections Management Overview**

*Vikram Gollakota, Senior Solution Architect, HighRadius*

A detailed review of the SAP Collections Management Functionality in a live session to demonstrate the 'day-in-the-life' of a user from two roles perspective: Collections Manager & Collections Specialist. Learn how as a Collections Manager, you can set-up Collection Strategies and Rules and modify them on a regular basis to ensure optimal collections operations. Additionally, learn how as a Collection Specialist, you can create promise-to-pay, notes, reminders, create disputes, log calls outcomes etc.

## **4:00pm – 4:30pm Panel Discussion**

Our panel of SAP Receivables Management users and experts will engage in discussion and answer questions that are submitted in advance by the audience. Discussion topics will include implementation lessons learned, common customizations, gaining executive sponsorship, and details on module functionality.

