

SAP Receivables Seminar – Chicago

June 18-19, 2014



Wednesday, June 18

4:00pm – 4:15pm Keynote Address

Bill Balduino, President, Credit Research Foundation

4:15pm – 5:15pm Panel Discussion & Knowledge Share on SAP Receivables Management Best Practices

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.

- Angelo Correa, Solution Engineer, SAP
- CB Ananthan, *Manager, Global Credit, AR Reporting and Governance, Air Products & Chemicals*
- Marco Espinoza, *Assistant General Counsel & Manager, Credit & Collections, Greenheck Fan*
- Vikram Gollakota, Senior Solution Architect, HighRadius

5:15pm – 6:00pm Networking Event

One of the greatest advantages of this event is the networking. Get to know your peers in a fun and interactive way! Make sure to bring plenty of business cards. There will be a prize!

6:30pm Dinner

Thursday, June 19

7:30am – 8:00am Breakfast

8:00am – 8:30am Company Introductions

8:30am – 9:15am SAP Receivables Management Overview & Future Vision

Angelo Correa, Solution Engineer, 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. Jumpstart your knowledge of these modules to get the most out of the rest of the day.

9:30am – 10:20am Case Study: Air Products and Credit Management – the Journey

CB Ananthan, Manager, Global Credit, AR Reporting and Governance, Air Products & Chemicals

10:30am – 12:00am Fast and Furious – Deploy SAP Collections Management in 8 Weeks

Vikram Gollakota, Senior Solution Architect, HighRadius

When implementing SAP Collections Management, there are various implementation types to consider - from an out-of-the box solution to minor or major enhancements. This session will demonstrate how SAP Collections Management module can be rapidly deployed in a "Vanilla" style in less than 8 weeks. Since there are no customizations in this style, you will learn what it takes to deploy in 8 weeks or less and what you get "out of the box."

12:00pm – 1:00pm Lunch

1:00pm – 1:50pm The Future of Analytics– A/R Reporting In SAP
Angelo Correa, Solution Engineer, SAP

This session will review standard reporting and advance 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, Biller Direct, Collections, & Dispute modules.

2:00pm – 2:50pm Riding the Electronic Payments Wave with SAP Biller Direct
Vikram Gollakota, Senior Solution Architect, HighRadius

Discover the emerging trends within the payments industry with respect to electronic payments, customer self-service portals, and mobile devices. Learn how to capitalize on these trends by leveraging SAP Biller Direct electronic invoice presentment and payment (EIPP) technology and how it can help you meet you achieve key corporate initiatives.

3:00pm – 3:50pm Case Study: SAP Dispute & Collections Management - Be in the Money, Not in the Weeds
Marco Espinoza, Assistant General Counsel & Manager, Credit & Collections, Greenheck Fan

It is no small feat to implement and maintain a fully integrated receivables management system. Discover the lessons learned from Greenheck Fan's conversion from a non-fully integrated third party solution to SAP Receivables Management. Hear their DO's and DON'Ts for those developing a change management checklist and play a rousing game of "Hindsight is 20/20"!

4:00pm Closing Remarks
Bill Balduino, President, Credit Research Foundation

