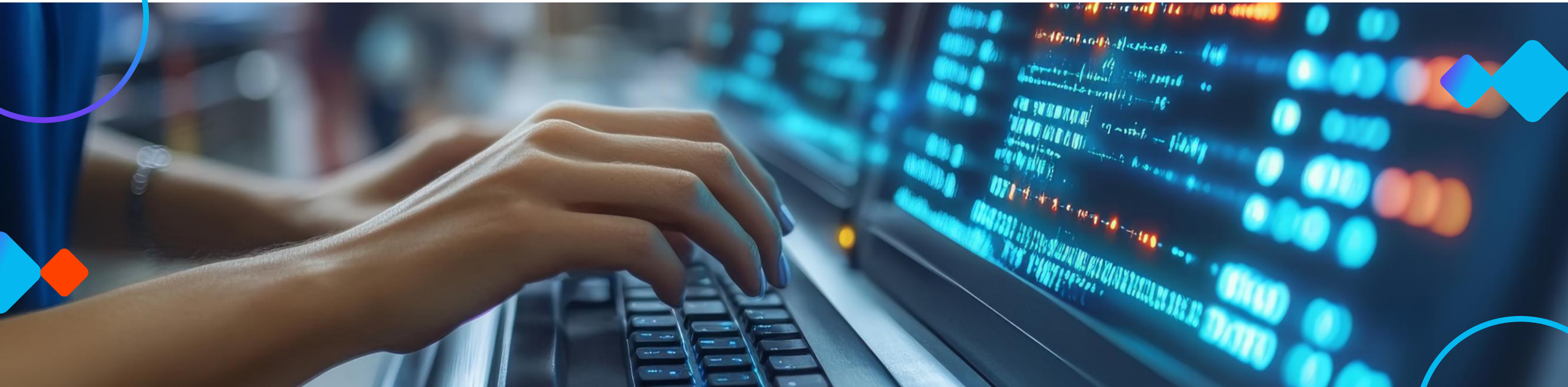




Modern AR for SAP: Automate, Analyze, and Accelerate in SAP ECC or SAP S/4HANA



Sarah-Jayne Martin
Senior Director, Financial
Automation Solutions at Quadient

- 20+ years of AR experience
- Owned many AR-related initiatives
- Home base is chilly Chicago



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Congrats on being an SAP shop!



Largest ERP vendor

**Largest non-American
software company**

"World's Best Workplace"

**Top Female Friendly
Company**

**Used by 90% of Fortune
500**

**5th-largest publicly traded
software company**

Streamline operations, enhance decision-making, and improve efficiencies

SAP S/4HANA is a financial winner



1

ML, AI, and predictive analytics

4

Platform-based financial
management

2

Support for diverse data types

5

Contract management

3

Planning and forecasting



Poll #1:
**Are you already looking to modernize and
supplement your SAP AR capabilities?**



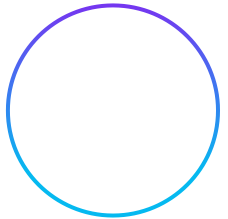


Why you are here?



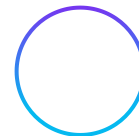
SAP ECC

- Complex, on-premise environments
- Being phased out in favor of S/4HANA
- Hallmarks include high customization and user control
- Lacks intelligent dispute resolution, customer self-service, and AR analytics



SAP S/4HANA

- Built on an in-memory database and a modern UX
- Cloud is common for midmarket firms, while on-prem is typical for larger enterprises
- Lacks advanced workflows, self-service payment options, and out-of-the-box analytics



AR in SAP ECC

- 01 Outdated UI and navigation
- 02 Limited data processing
- 03 Integration challenges
- 04 Continued manual processes
- 05 Migration pressures



Extend SAP ECC AR functionality with real-time automation and insights



Cash visibility



Automated cash application



Dispute and resolution management



Customer portal



Bridge to S/4HANA

Level up your SAP ECC instance



Business intelligence tools **01**

Advanced financial management **02**

Real-time invoice management **03**

Accelerated payments **04**

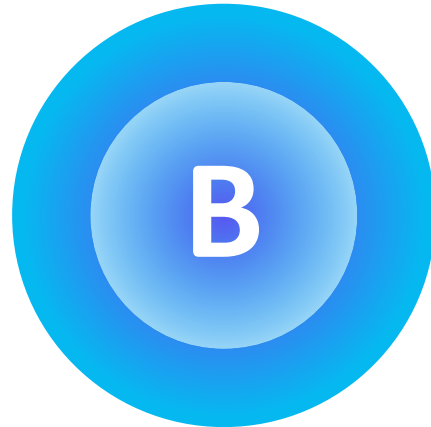




Poll #2: What ECC AR improvement area excites you the most?



Cash management



Task automation



Dispute
management



Payment support



AR in SAP S/4HANA



**Simplicity with
complexity**



**Integration
limitations**



**Performance
bottlenecks**



**Limited AR
functionality**



Augment S/4HANA core AR capabilities without complex custom development



Level up your SAP S/4HANA instance



1

Credit management

5

Highly accurate payment prediction

2

Automated collections

6

Payment portal

3

Integrated dispute management

4

KPI management

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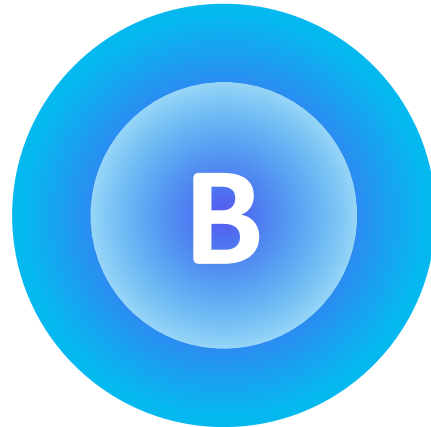




Poll #3: What HANA AR improvement area excites you the most?



End-to-end AR
automation



Integrated credit and
disputes



Predictive insights



Frictionless payments

Cloud ready, willing, and able



01

Connectors with the top systems

02

AnySync fills in the gaps

03

Easy end-to-end integration

Best worldwide payment experience



1

Invoice and invoice history
management

4

Autopay

2

Instant payments with flexibility

5

PCI-DSS compliance and security

3

Real-time payment
communication

Truly a one-stop shop!



White glove collections



Rules-based workflows

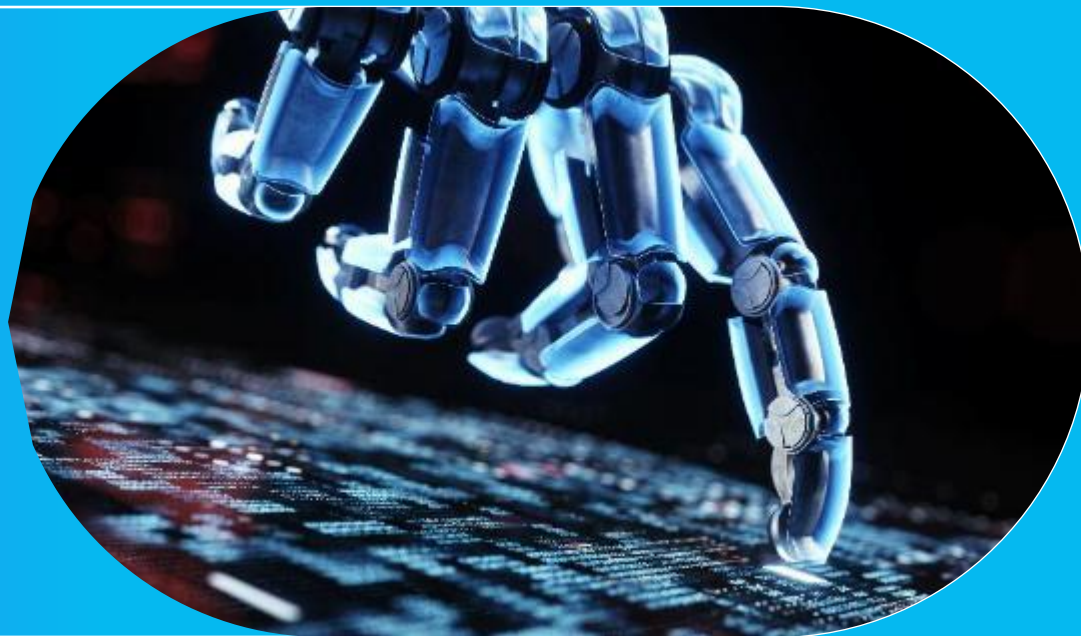


Dynamic responses



Intelligent action and escalation

Demo



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Q&A

Contact us!

ar.sales@quadient.com

<https://www.quadient.com/en/ar-automation>

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Thank you



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