



Days Sales Outstanding (DSO) Improvements Combining Document Management and SAP

By Kristin Gerling

SolutionXchg offers premier software solutions for the North American SAP® enterprise software market. We have partnered with KGS to offer the KGS product suite which consists of standard SAP ArchiveLink™ compatible tools to ensure compliant data archiving and document management from within SAP. SolutionXchg is your partner when it comes to implementing the KGS products and configuring SAP ArchiveLink or your SAP modules. Our experience and exceptional service guarantee a quick ROI for your implementation.

Significantly reduce your critical DSO indicator by combining SAP order-to-cash and KGS document management functionality

Days Sales Outstanding (DSO) Improvements

Corporations lose real money with handling documents because of misfiling and losing them, as well as having to create copies. Today, the best way to store documents is in an electronic format, allowing multiple user access and standard indexes to guarantee successful document retrieval for the entire document retention span.

- ▶ **Faster Claims Processing**
- ▶ **Easier Cash Application**
- ▶ **Better Process Control**

After having focused many years on figuring out ways to cut down costs, organizations are now turning to enhancing software functionality and improving procedures that ensure a quicker turn around from the creation of a sales order to the posting of the payment. Using all the standard SAP functionality paired with a fully integrated and compliant document management system is the

key to successfully lowering the DSO indicator.

There are 3 major areas to focus on when implementing such a solution:

1. Capture outbound documents
2. Capture inbound documents
3. Improve your cash apps and collection processes

Your SAP system already has of all the capabilities built in and the SAP ArchiveLink interface is easy to configure and will allow you to capture your SAPScript printouts. All this documentation can be made accessible from the corresponding SAP transaction through simple configuration steps and using the KGS ContentServer4Storage as a backend to provide compliant storage. KGS DocumentRouter as a tool can work with any third-party output management software. It ensures that what gets stored as an electronic image and attached to the SAP transaction, is exactly the same as the original that went out to a customer, making it retrievable and re-printable

any time without variations even with changed master data information in SAP. A true copy of the original!

“Our goal is to bring first class business automation solutions that offer truly exceptional business value to our clients in the US and Canada. One satisfied client at a time“

Jochen Hager
Man. Partner SolutionXchg

All the corporate records that require entering data entry in SAP or are supporting information for master data records can be captured electronically through SAP ArchiveLink and stored on the KGS ContentServer4Storage as well: inquiries, signed proof of deliveries, checks and remittances, Dun & Bradstreet reports, etc. They are all

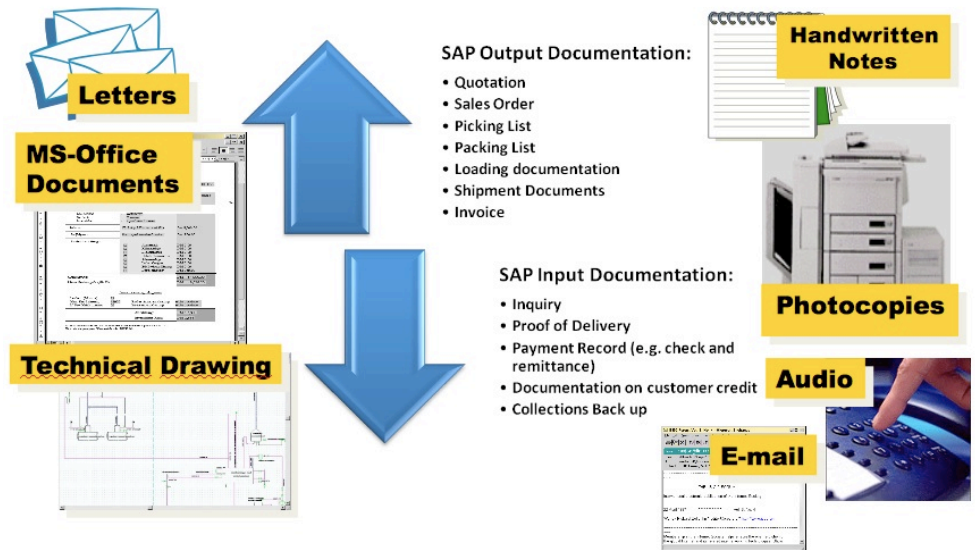
examples of documents that can be linked to your SAP transactions. They can be routed within the organization for approvals or additional processing steps using SAP workflow.

Changing from paper to electronic information enables the organization to reap the benefits of electronic document management in various areas. When it comes to the order-to-cash process, three business areas are probably the biggest beneficiaries: cash applications, customer service, collections & deductions.

These business areas are the ones that without document management spent a lot of time researching and locating information. By introducing a process that combines SAP with electronic documents, their focus shifts from researching problems to providing solutions .

The result: a higher percentage in customer invoices paid in full and within the payment terms and with that a much lower DSO indicator.

KGS Software Products



SolutionXchg offers KGS ContentServer4Storage

The KGS ContentServer4Storage is an extremely light-weight SAP Archive-Link™ compatible content storage server. Its ongoing administration requirements are minimal as the product functions

without a database. It supports common WORM-like back-end storage solutions by EMC, NetApp, IBM, HP and others, and has SAP-certified integration with the SAP NetWeaver® Information Lifecycle Management (ILM) component. ■



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SolutionXchg is a system integrator with a long-standing history on imaging

and archiving solutions, operating within the US and Canada, and providing installation and integration services for high class storage and archiving products. For more information, visit www.solutionxchg.com.

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