Qlik® Solutions for SAP Data

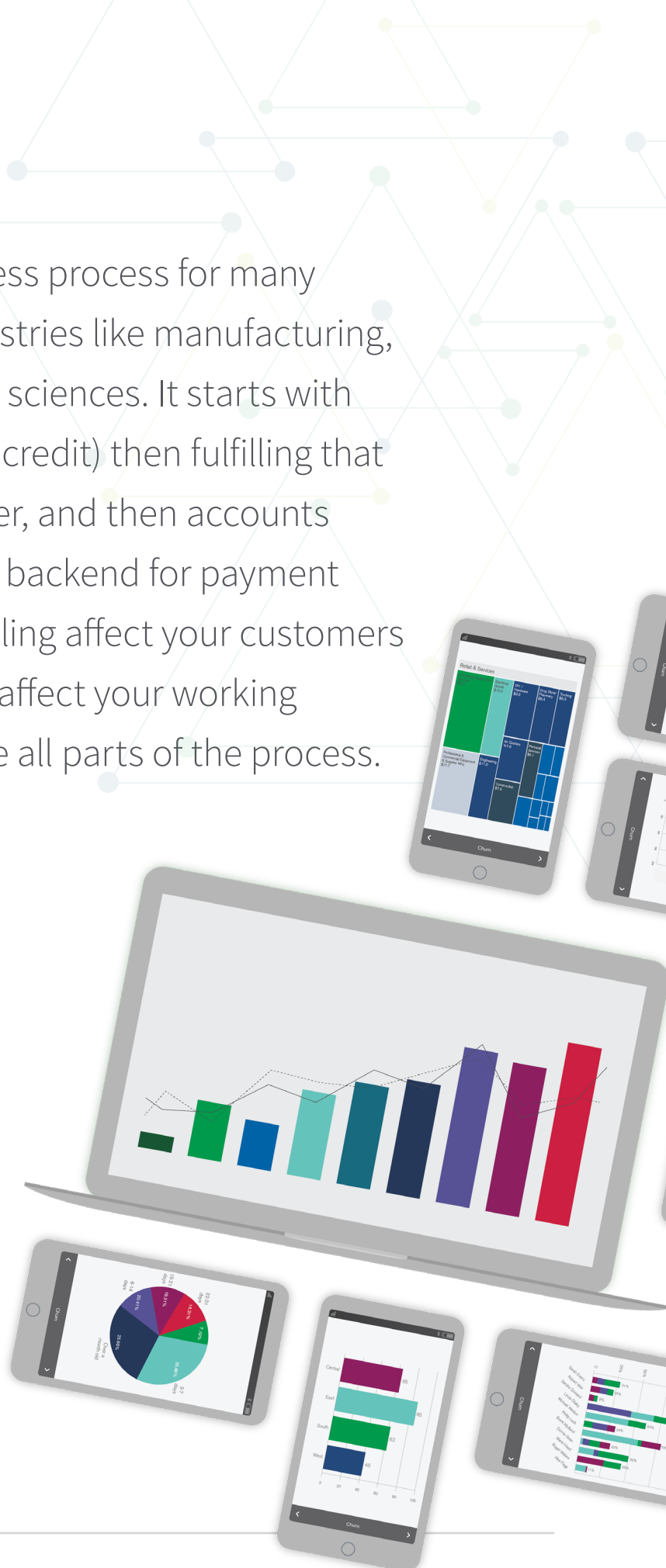## Qlik Order-to-Cash Solution

LEAD WITH DATA™   Qlik

Order to cash is a critical business process for many organizations especially in industries like manufacturing, retail, consumer goods, and life sciences. It starts with booking a sales order (often on credit) then fulfilling that order before billing the customer, and then accounts receivable management on the backend for payment receipt. Since fulfillment and billing affect your customers and receivables and payments affect your working capital, it is critical you optimize all parts of the process.

But the order-to-cash process is complex, spanning multiple functions, teams, and systems that often generates process friction. Valuable data is often locked in SAP systems, and decision makers are unable to access it. Organizational silos and data fragmentation can make it even more difficult to integrate all the required data with analytics projects. And that, in turn, limits your business performance.

Take for example: the goal to improve working capital and days sales outstanding (DSO.) The key, once an order is booked, is to collect payment as soon as possible to lower your DSO. But how quickly you can collect payment is dependent upon how well you fulfill the order, how soon you bill your customer,

ORDERS	FULFILLMENT	BILLING	RECEIVABLES
• Order booking • Credit terms management	• Stock availability • Shipping • Returns	• Invoicing • Error resolution • Customer service	• Accounts receivables management • Payments
• # orders • $ order value • $ average order size	• % order fill-rate • % on-time shipment • # days order-to-ship	• $ billings (invoiced) • # invoices (per FTE) • # days order-to-bill	• $ accounts receivables • # days sales outstanding
• Users: Sales ops	• Warehouse / fulfillment logistics	• Finance / billings	• Finance / accountings
• Systems: POS, ERP, CRM, Warehouse Mgmt.	• ERP, CRM,Warehouse Mgmt., Logistics	• ERP, CRM, Billing	• ERP, AR, CRM, Billing, Bankings

and how well you manage your accounts receivables. Each of these areas with different, disconnected systems and teams makes it nearly impossible for you to discover where your process inefficiencies or bottlenecks exist. Is it in order fulfillment? Customer billing? Receivables? Customer payment? To streamline the process would seem to require complex data integrations. But it doesn't have to.
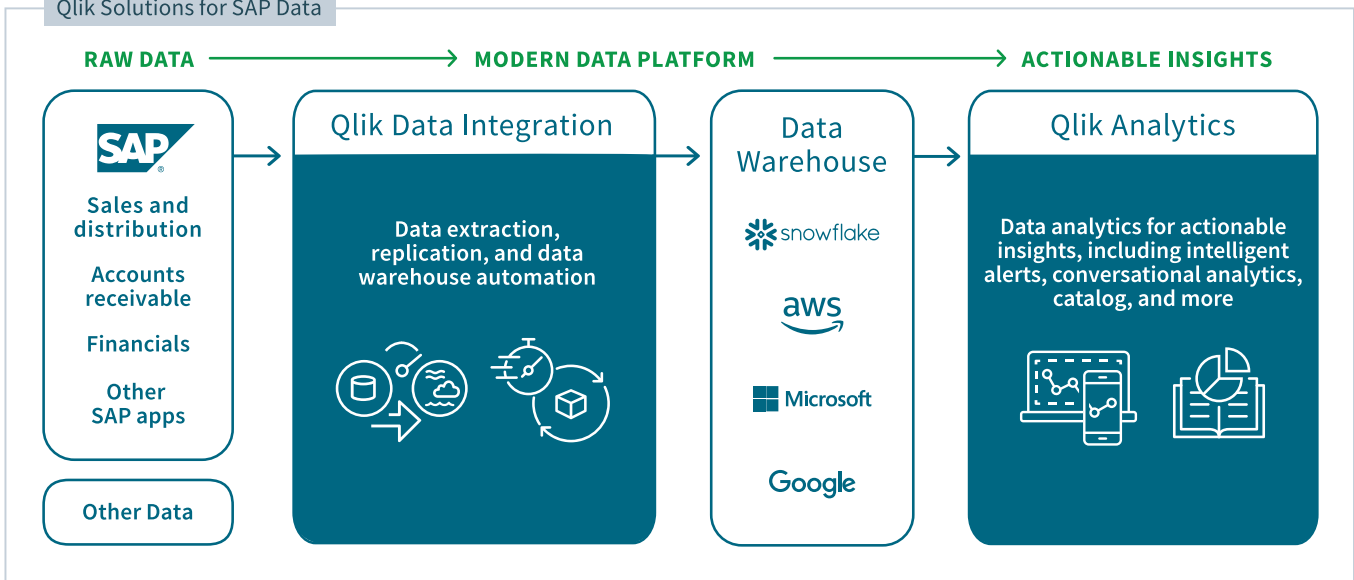
Qlik Solution for Order to Cash

Qlik's data integration and data analytics products are ideally suited to solve complex analytics problems like order to cash and accelerate SAP data integration with modern analytics projects. And they do so better, faster and at lower TCO than alternatives. Working hand in hand with our technology partners – Snowflake®, Amazon Web Services, Microsoft® Azure and Google Cloud – we've developed an end-to-end Qlik Order-to-Cash solution and accelerators that can jump start your SAP data modernization efforts.
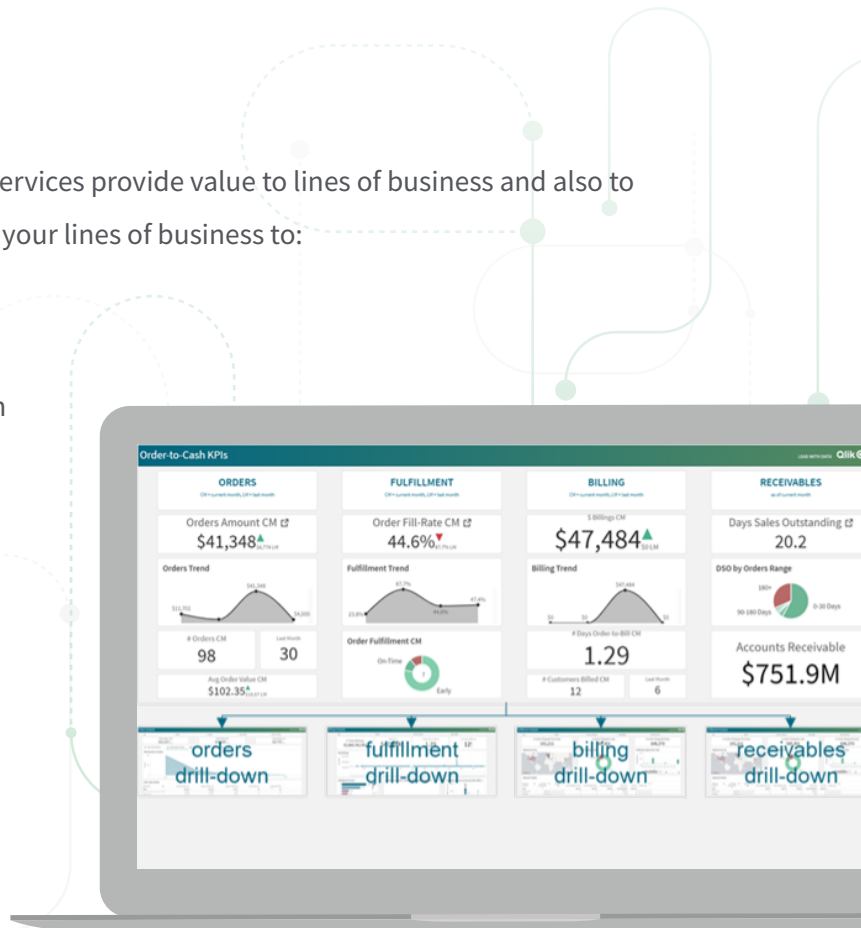
Key Capabilities

- Replicate SAP data using SAP Data Extractors to your choice of a cloud platform

- Continuously deliver SAP data updates in real time to a cloud data warehouse using Change Data Capture (CDC)

- Make accessible analytics-ready, SAP data via a self-service, governed catalog

- Gain actionable insights anytime, anywhere with modern analytics with active intelligence capabilities

- Innovate and easily extend the solution with capabilities such as Kafka streaming, AI/ML integration and more

RAW DATA → **MODERN DATA PLATFORM** → **ACTIONABLE INSIGHTS**

SAP	Qlik Data Integration	Data Warehouse	Qlik Analytics
Sales and distribution Accounts receivable Financials Other SAP apps	Data extraction, replication, and data warehouse automation	snowflake aws Microsoft Google	Data analytics for actionable insights, including intelligent alerts, conversational analytics, catalog, and more

Other Data

How You Benefit from Using Qlik

Qlik's solution, solution accelerators, and solution services provide value to lines of business and also to IT/data architects. Qlik's unique solution empowers your lines of business to:

- Make decisions in real time with active intelligence capabilities such as alerting, AI-enabled conversational analytics and free-form exploration using our Qlik Associative Engine

- Improve sales order booking and fulfillment, using KPIs, drill-downs, and actionable insights

- Reduce days sales outstanding by gaining insights into all parts of your entire order-to-cash process (e.g., # days order creation to shipping, # days shipping to billing, and # days billing to customer payment)

- Optimize working capital by using all of your data to better manage receivables and accelerate customer payments

- Increase resource productivity with insights into processing activities (e.g., # bills processed per billing FTE, # billing errors, # order returns, etc.)
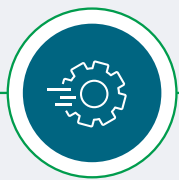
The solution also enables your SAP data architects and technology professionals to:

- Ready your business to act in real time with Intelligent Data Analytic Pipelines

- Accelerate configuration and implementation with solution accelerators* and a blueprint for SAP data modernization and analytics in the cloud

- Do more with fewer resources using data integration automation

- Unlock insights in your valuable SAP data and speed decision making by integrating more data sources

- Lower total cost of ownership (TCO)

Prebuilt **extractors** ready to use

Prebuilt **Replicate** tasks

Prebuilt **Compose** models

Catalog ready data-marts

Prebuilt template **apps**

Qlik Solution with **Order-to-Cash Accelerators**

Qlik uniquely gives your organization the ability to automate your end-to-end data analytics pipeline, delivering greater agility, and higher ROI at lower TCO.

Contact us to learn more or visit **qlik.com**.

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About Qlik

Qlik's vision is a data-literate world, where everyone can use data and analytics to improve decision-making and solve their most challenging problems. Qlik provides an end-to-end, real-time data integration and analytics cloud platform to close the gaps between data, insights and action. By transforming data into Active Intelligence, businesses can drive better decisions, improve revenue and profitability, and optimize customer relationships. Qlik does business in more than 100 countries and serves over 50,000 customers around the world.

qlik.com

Solution and solution accelerators are not production ready but jump start the configuration and implementation.

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