Credit Decision Accelerator

HighRadius Credit Decision Accelerator for SAP drives automation and efficiency into credit decisioning by automatically gathering credit bureau reports, customer financials and payment history and incorporating the data into a configurable scoring model within SAP. Built in ABAP on top of SAP Netweaver, the HighRadius solution natively extends the functionality of SAP ERP and Credit Management.
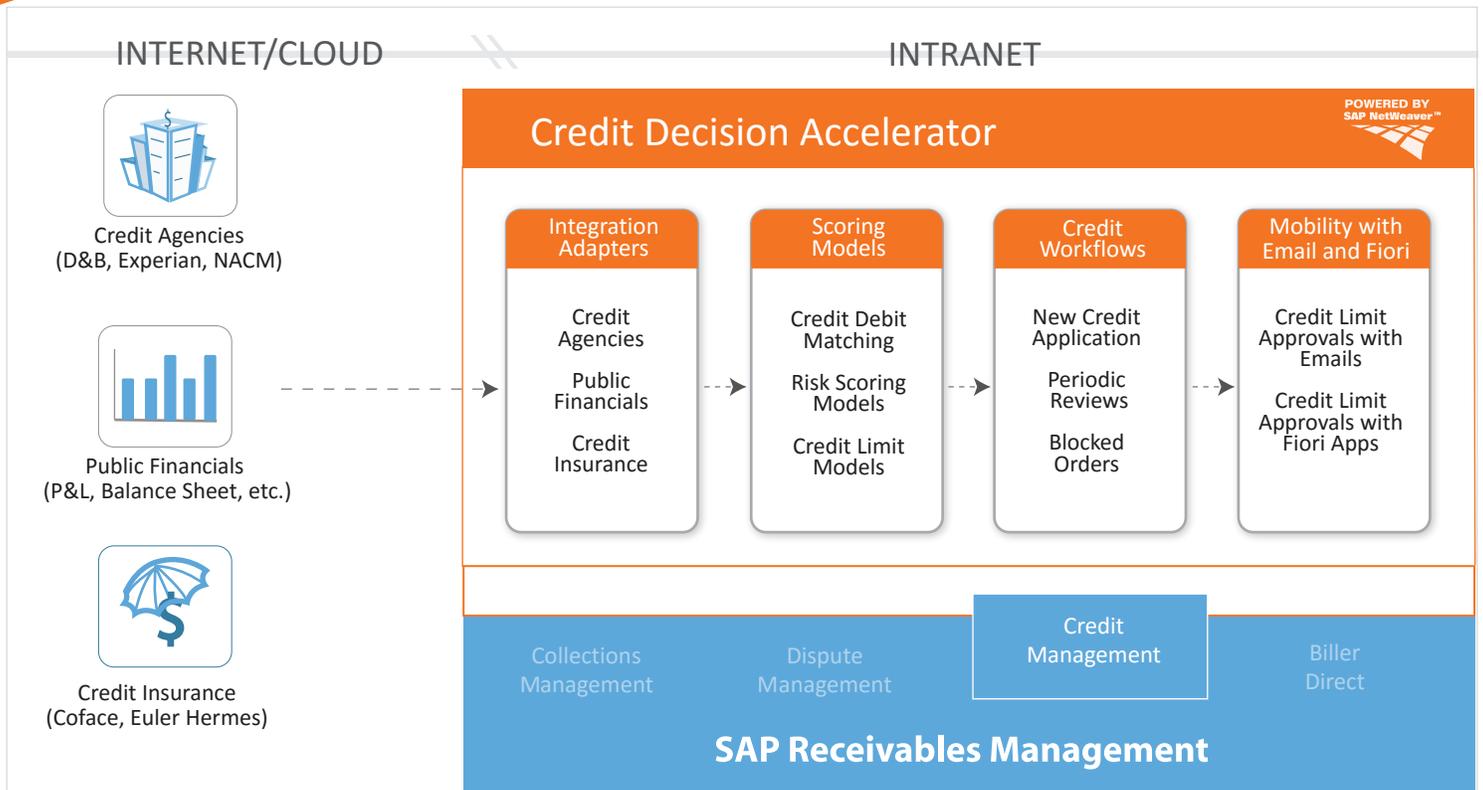
Challenge

Credit managers control receivables risk by limiting credit exposure to customers. Effective credit control is about striking the right balance with appropriate credit limits to maximize sales and minimize risk. To make objective credit decisions, one must collect inputs, such as financials, payment history and reports from credit bureaus, about each customer. This data comes from disparate online and ERP sources and is generally compiled manually, a time-consuming and unstructured process. Once the data is gathered, it must be inputted into risk models that are also maintained manually. On top of this, it is necessary to monitor each account for status changes and perform periodic review of credit worthiness. When all of this is manual and must be repeated across the entire customer portfolio, credit departments become exceedingly inefficient and risk escalates.

Solution

HighRadius Credit Decision Accelerator automates the process, enabling credit managers to make quicker and more accurate decisions. The solution's three primary components are automated credit data aggregation, a configurable scoring engine, and a configurable workflow engine. Data inputs are automatically collected from sources like credit bureau, trade group and financial websites, seamlessly integrated into SAP and merged with relevant ERP data like payment and order history for a full picture of credit worthiness. End users can define and maintain risk models that automate evaluation and configure workflows that support hierarchical credit limit approval and automatically monitor and notify on profile changes. The result is a streamlined process that better manages risk, reduces bad-debt, and maximizes sales by accelerating credit approvals.

HighRadius is the leading and most specialized expert on SAP Receivables Management and offers accelerators for each module in addition to services for implementing and optimizing them.

Credit Decision Accelerator

POWERED BY
SAP NetWeaver™

INTERNET/CLOUD | INTRANET

Credit Agencies
(D&B, Experian, NACM)

Public Financials
(P&L, Balance Sheet, etc.)

Credit Insurance
(Coface, Euler Hermes)

Integration Adapters

Credit Agencies

Public Financials

Credit Insurance

Scoring Models

Credit Debit Matching

Risk Scoring Models

Credit Limit Models

Credit Workflows

New Credit Application

Periodic Reviews

Blocked Orders

Mobility with Email and Fiori

Credit Limit Approvals with Emails

Credit Limit Approvals with Fiori Apps

Collections Management | Dispute Management | **Credit Management** | Biller Direct

SAP Receivables Management

Key Features

- Email based credit limit approval workflows.
- Integration with Fiori apps for credit limit approval.
- Pre-built integration to several credit agencies - Experian, D&B, NACM, etc.
- Automatic download of public company financials from Yahoo, Google finance, etc.
- Pre-built logic to calculate key ratios such as Debt to Equity ratio, Current ratio, Quick ratio, and Gross Margin.
- Pre-built integration to insurance agencies such as Euler, COFACE, etc.
- Ability for end-users to develop scoring models via a hierarchical weighted average of variables.
- Automatic addition of customers to a credit analyst workflow queue based on rules such as 'New Customer', 'Blocked Orders', 'Periodic Review', 'Distressed Financials', 'Credit Bureau Rating Change', etc.
- Configurable hierarchical credit limit approval to enforce 'Delegation of Authority' for risk class and credit limit changes.

Benefits

- Increase credit analyst productivity by 30% and free up valuable time to focus on the actual credit decision versus clerical tasks by automating retrieval of credit reports, financials and scoring.
- Reduce bad-debt with proactive, automated alerts that provide daily monitoring of customer status changes versus being limited to reactive periodic reviews of high risk accounts.
- Maximize sales by proactively extending credit limits where applicable, including dormant accounts.
- Lower Total Cost of IT Ownership (TCO) since the solution can be installed in the existing SAP landscape, eliminating the need for additional hardware and a product-specific support team.

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