Profitability and cash conversion monitor in SAC  
Improve profitability and cash conversion using advanced analytics in SAP Analytics Cloud

Industry Challenges

- Organizations lack machine learning capabilities that can identify cash collection warning signals in real-time
- Organizations are unable to leverage growing amounts of internal and external data
- Organizations are unable to prevent incurring costs associated with selling to bad credit customers

Solution

Deloitte’s dashboarding solution provides in-depth insights into an organization’s profitability indicators and its ability to collect cash. On top of that, the solution provides foresights that indicate whether proactive action is required.

The result: A template that seamlessly integrates advanced predictive analytics with operational, tactical and strategical dashboards.

Use the Deloitte dashboarding solution to:

- Interactively interact with your organization’s financial results
- Drill-down on intra-organizational financial differences
- Keep track of emerging profitability and cash conversion issues
- Prevent selling to high-risk customers and incurring collection efforts

Key Benefits

- Make immediate intervention possible when cash collection issues arise
- Bring stability to profitability and cash balances
- Leverage growing amounts of data by using machine learning to keep improving predictions
- Leverage SAC content that was pre-built to seamlessly integrate with other SAP data

Prospected cost reductions

- Preventing sales to bad credit customers reduces credit collection costs
- Improved financial stability leads to lower cost of capital
- Leveraging Deloitte’s extensive experience with visualization and SAC removes organizations’ own dashboard building costs
- Improved financial stability leads to lower costs of financial distress

Contact information

Ritesh Bhushan
ritbhushan@deloitte.nl

Roy Gisberts
rgisberts@deloitte.nl

Deloitte Disclaimer