

Profitability and Cash Conversion Cycle: Predictive Reporting

Functions:

Finance, Accounting

Processes:

Production, Sales, Reporting, Accounting, Strategic Financial Management

Industry:

Manufacturing, Retail Sales

Business Driver

Proactively acting on emerging cash conversion cycle issues can

- lower cost of capital because of improved financial stability
- lower costs of financial distress because of improved financial stability
- reduce credit collection costs because of prevention of sales to bad credit customers

Solution Overview

Many organizations struggle to make use of machine learning capabilities that can leverage growing amounts of data and identify cash collection warning signals in real-time. As a result, organizations struggle to prevent incurring costs associated with selling to bad credit customers. Deloitte's solution can relieve organizations of these challenges by providing in-depth insights into their profitability indicators and its ability to collect cash. The solution provides foresights that indicate whether proactive action is required, which organizations traditionally have had difficulty with.

Features

Detailed overview of financial results

- Interactively interact with your organization's financial results
- Interact on a high level or drill down on intra-organizational differences

Seamless integration of predictive analytics with operational, tactical and strategic dashboards

- Keep track of emerging profitability and cash conversion issues and determine operational, tactical and strategic course of action required

Scalable, high performing and continual improvement

- Integration with SAP® S/4Hana
- Continually improve predictive insights through combination of data incrementations and machine learning

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 SAP data sources



Machine Learning

- Real-time red flag indications
- Predictive modeling of cash conversion



Analytics

- High-level reporting
- Extensive drill-down possibilities
- Interactivity enabled
- History and trend analysis
- Real-time reporting



Business Impact

- Financial management integration
- Operational management integration
- Strategic Management integration

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