



# How to boost your SAP Finance processes in SAP S/4HANA

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**SAP**insider  
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A photograph of a woman with blonde hair and glasses, wearing a black vest over a floral patterned shirt, sitting at a table in a meeting. She is smiling and looking towards the right. Other people are visible in the background, also seated at tables.

## In This Session

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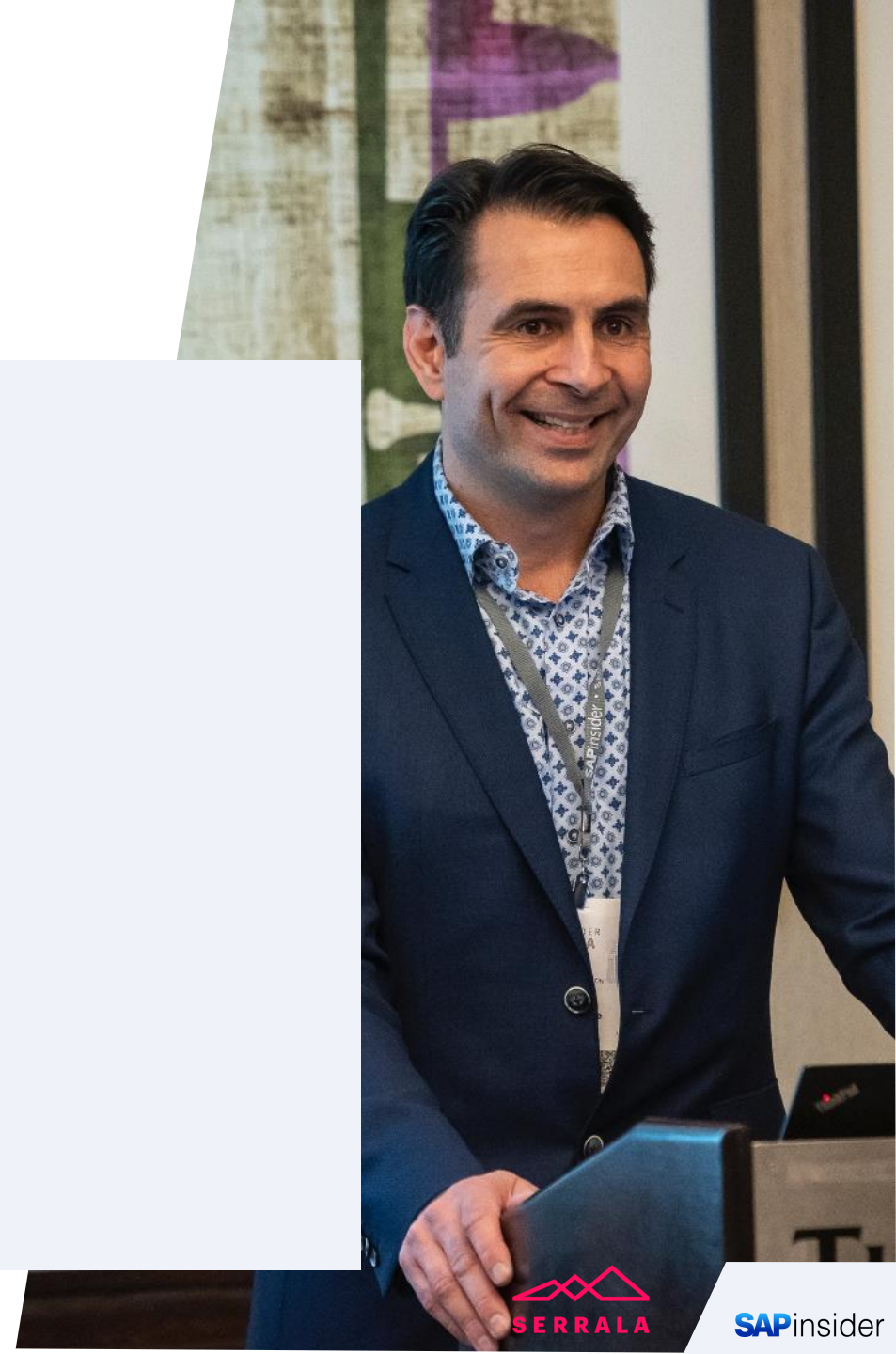
Embarking on the SAP S/4HANA migration journey poses significant challenges for numerous organizations. Discover success stories from our customers who have undergone seamless and successful migrations. Uncover strategies for optimizing outcomes while learning how organizations can enhance their journey by harnessing the power of Serrala's cutting-edge solutions.



## Agenda | What can you expect

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- About Serrala
- SAP & Serrala
- Use Case Hilti
- Success Stories with Serrala
- Wrap up



# About Serrala

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# WHO WE ARE

**Serrala is the world's leader in financial automation from receivables to payables to cash, seamlessly embedded into SAP and extended into the cloud.**



**750+**  
dedicated people



**2500+**  
of the world's largest  
companies empowered



**Four decades of  
finance heritage**



**Embedded to turbo-charge  
SAP & extend to the Cloud**



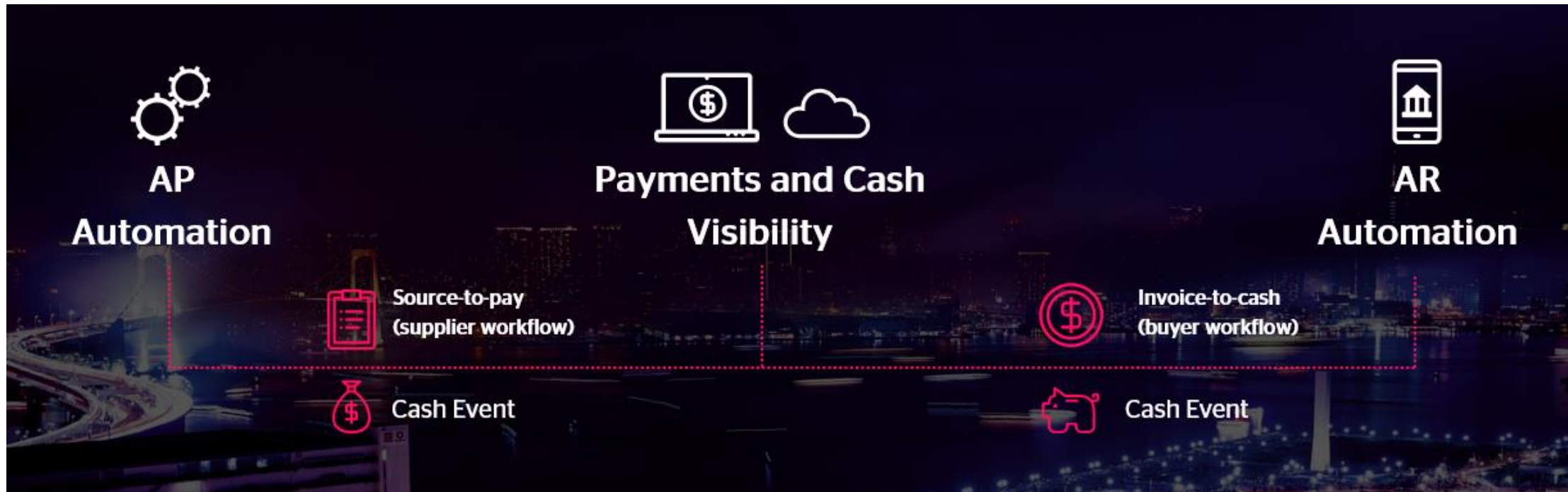
# SERRALA'S SAP CLIENTS SPAN A BROAD SPECTRUM

- Large, Diverse and Loyal Customer Base Across the Globe



# INNOVATING THE OFFICE OF THE CFO

- End-to-End solutions automating the whole payments and cash management cycles



# SAP & Serrala

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# SERRALA'S SPOTLIGHT PARTNERSHIP

## Serrala's solutions are integrated and certified by SAP

S/4HANA ready and optimized (SAP RISE)

SAP core structures and processes are not harmed but leveraged in order to turbo-charge SAP core applications

- ✓ SAP BTP used for cloud connectivity
- ✓ Seamless integration in SAP UX (FIORI) and other SAP features

+25% Customers already live on S/4HANA

+20% currently moving

# WHY SAP & SERRALA

Together we accelerate core finance processes and improve our customer's SAP experience



AP → Invoice Process Automation



AR → Cash Allocation

## Business needs

Accelerate the finance transformation roadmap

Future-proof - Cloud services



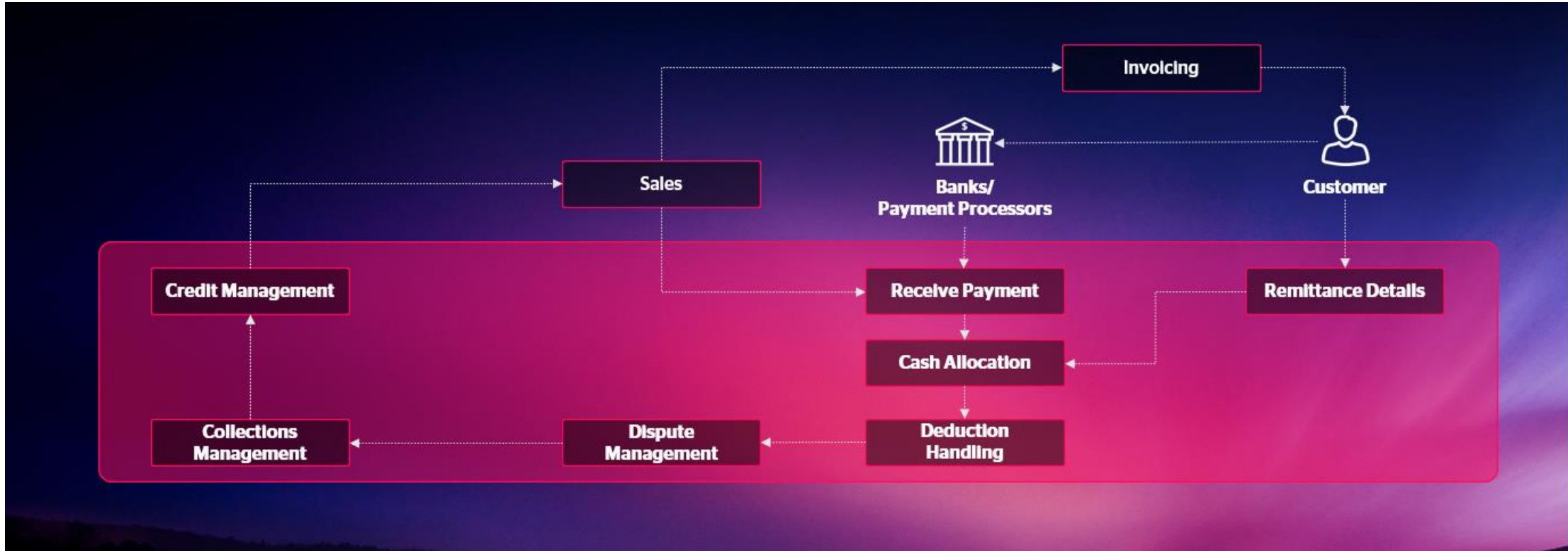
Customer needs

## IT needs

Cover all Industry & regional requirements

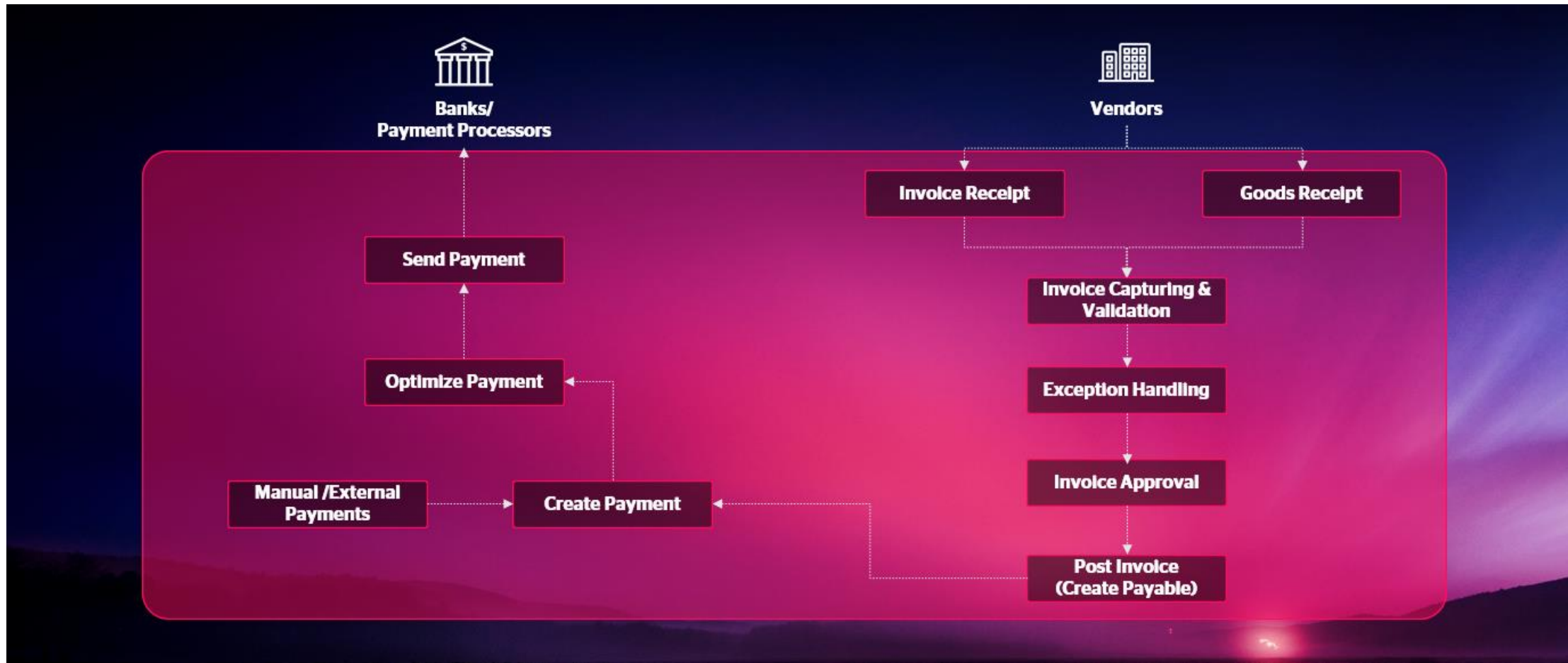
Scalable, standardized solutions

# INVOICE-TO-CASH PROCESS (B2B)





# INVOICE-TO-PAY PROCESS (B2B)



# Use Case: How Serrala & Hilti managed a global SAP S/4HANA Migration Project

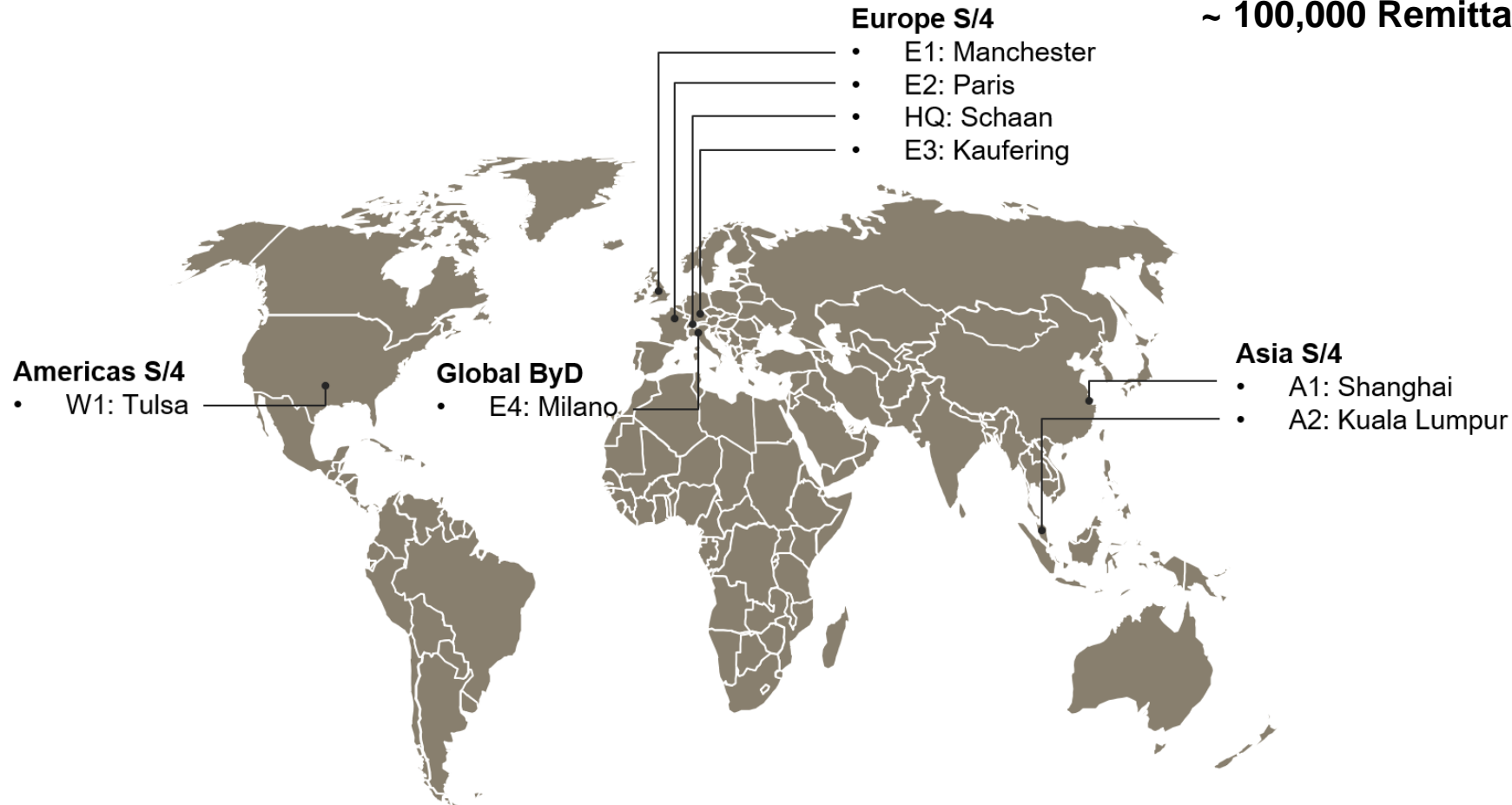
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# Cash application journey with Serrala

- Hilti | Shared Services Centers

~ 3,800,000 Bank Statement Lines Annually  
~ 100,000 Remittance Advices from Customers





# Aim to implement Cash Application automation

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- Improve productivity with end-to-end efficient Global processes.
- Improve customer satisfaction by reducing delays and increased accuracy of postings.
- Improve employee satisfaction by eliminating nonvalue adding tasks.
- Improve employee engagement by providing users access to maintenance.

# SAP S/4HANA move | Where did Serrala's solution fit?

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- Having been using Serrala's FS<sup>2</sup> AutoBank in SAP ECC, Hilti was very satisfied with the solution and could achieve high automation rates for the cash application.
- With Serrala's solution being SAP embedded and S/4HANA ready, Hilti decided to make the move to S/4HANA with Serrala's solutions.
- With Serrala's solution upgrading the core is very easy when moving to S/4HANA.
- Cash application as a core process with direct customer impact was identified as high finance risk.
- FS2 offers new functionalities e.g., AI-Match that allows us to take advantage of the latest technologies and to reduce non-value adding workload in a Shared Service Centre environment.
- ... by the way Autobank is also S/4HANA Cloud ready.

# SAP S/4HANA | Outlook for future

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- The S/4 Hana go-live priority was to deliver a stable environment. We are now enabling the harvesting of potential benefits.
- Gate Approach to assess which features will be enabled – not only in cash management but also in additional areas.
- We will ensure we stay at the forefront of technology.
- We are exploring how we can have an even closer relationships between Hilti and Serrala's product management to influence future development opportunities.



# Success Stories with Serrala

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# Success Story | LyondellBasell

Chemical

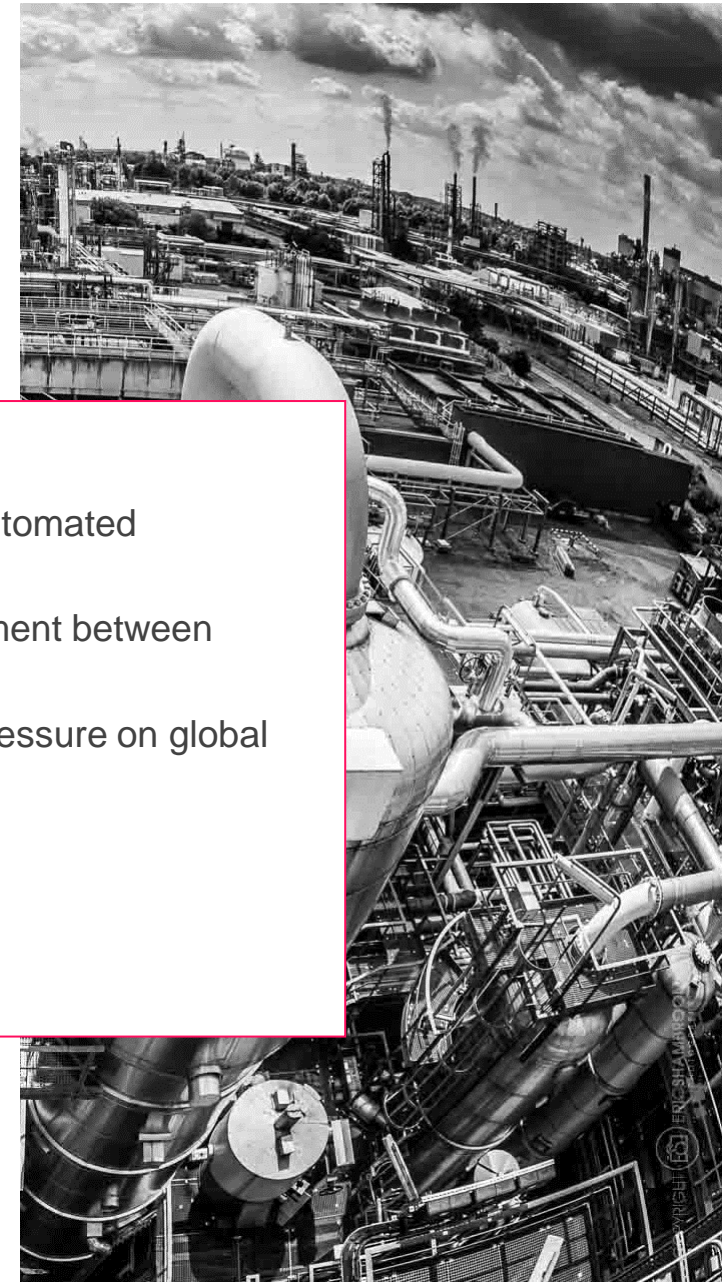
## Challenges

- High number of remittances per month in different geographical regions
- Too many opportunities for unjustified blocked orders and payment deductions from distributors

## Result

- 3x increased hit rate with automated processes
- Automation improved alignment between departments
- Automation reduced time pressure on global team to apply cash

*LyondellBasell is a global leader in innovation and at the forefront of advancements in the world of chemistry.*



# Success Story | GE Power

Energy, Utilities & Waste

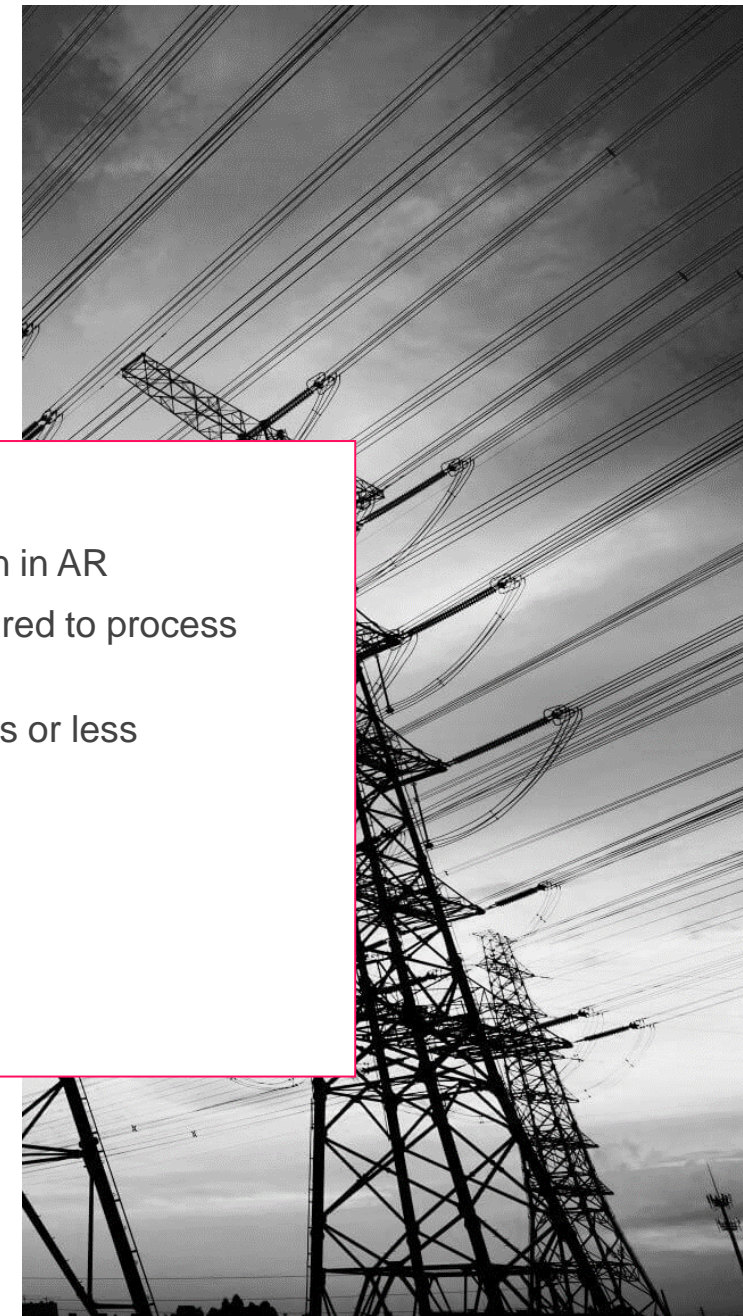
## Challenges

- Automate cash application process to reduce manual processing of 90% for inbound payments
- Improve efficiencies with a single process across multiple systems

## Result

- 40% increase of automation in AR
- 80% reduction of time required to process payments
- Cash application in 24 hours or less

*GE Power is a world leader in power generation. The portfolio includes a vast variety of products and services for your power plant needs.*





# Success Story | Sun Chemical

Chemical

## Challenges

- Single global process for cash application
- Reduce time required to apply cash
- Automate process and reduce manual work to enable team to handle large volumes of postings

## Result

- 97% bank statement automation
- Ensuring correct postings
- Improved automated cash application

*Sun Chemical is the World's Leading Provider of Inks and Pressroom Products, Color Materials and Advanced Materials.*



# Wrap-Up

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# Where to Find More Information

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- <https://www.serrala.com>
- <https://www.serrala.com/whitepaper/excellence-in-ar-through-automated-cash-application>
- <https://www.serrala.com/brochure/how-cash-application-and-sap-s4hana-can-work-together-for-your-manufacturing-organization>
- <https://www.serrala.com/webinar/migrating-to-sap-s4hana-with-serrala-and-sovos>

## Key Points to Take Home

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- Serrala boosts finance processes in SAP and keep the core clean
- Serrala's FS<sup>2</sup> solutions can be purchased directly from the SAP Store (SAP Spotlight Partnership)
- FS<sup>2</sup> solutions are compatible & certified with RISE for SAP
- Use of modern technologies such as SAP BTP, Fiori from SAP and other cloud services
- Perfect combination between business needs & IT needs = customer needs
- Customers are very satisfied with Serrala's FS<sup>2</sup> solutions and usually migrate from ECC to SAP S/4HANA



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# SAPinsider



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