Order to Cash Manager

For use with SAP® software

"Making the world's best ERP system even better"
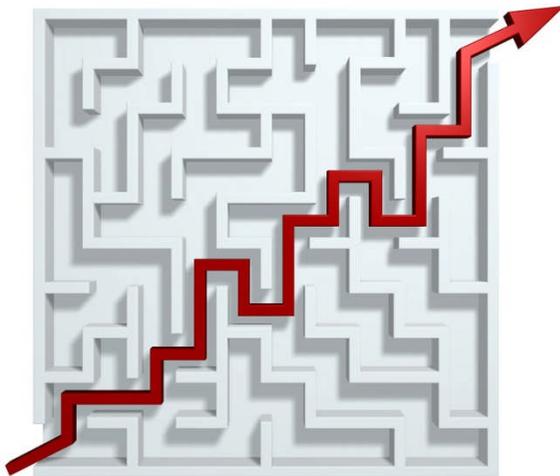
SAPtech SOLUTIONS

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President, SAPtech Solutions, Inc.

The Order to Cash Manager

The **Order to Cash Manager (OTCM)** is a visually oriented add-on that will help you manage sales documents with ease. Viewing the complete order-to-cash cycle of a sales document in SAP is a laborious process, requiring navigation through several complex transactions. Users often have difficulty finding key data within the myriad of screens and tabs contained in these transactions. OTCM provides an intuitive, easy-to-use alternative that will significantly enhance the productivity of your staff.

OTCM displays multiple windows on a single screen, using a wide assortment of icons and colors to highlight the key attributes of your sales and subsequent documents.

Order Status "at a glance"

A wide array of icons and colors visually highlight the status of sales documents.

Replacing Document Flow

The status of subsequent documents can be displayed with a single mouse click.

Delivery	Item	Dlv t..	Created by	Created on	Time	Item st..	Pick..	Picking date	G/I ..	Pl.GI date	Ac.GI date	Tracking number	Material	Σ Delivery qty	SU	Plant	Batch	Spl	Exp. date
80082077	10		JONEST	04/07/2004	23:36:50			04/07/2004		04/09/2004	04/22/2004		AFG2000099X	33	EA	US11			
80087490	10		JONEST	04/19/2004	22:02:51			04/19/2004		04/20/2004	04/22/2004		AFG2000099X	0	EA	US11			
	900003		JONEST					04/19/2004		04/20/2004	04/22/2004		AFG2000099X	25	EA	US11	0000060537		04/30/2005
	900004		JONEST					04/19/2004		04/20/2004	04/22/2004		AFG2000099X	25	EA	US11	0000060581		04/30/2005
	900005		JONEST					04/19/2004		04/20/2004	04/22/2004		AFG2000099X	25	EA	US11	0000060581		04/30/2005
	900010		JONEST					04/19/2004		04/20/2004	04/22/2004		AFG2000099X	25	EA	US11	0000060537		04/30/2005
	900011		JONEST					04/19/2004		04/20/2004	04/22/2004		AFG2000099X	27	EA	US11	0000060581		04/30/2005
80088309	10		JONEST	04/21/2004	09:58:12			04/19/2004		04/20/2004	05/19/2004		AFG2000099X	135	EA	US11			
80090250	10		JONEST	04/23/2004	21:50:26			04/23/2004		04/26/2004	05/19/2004		AFG2000099X	10	EA	US11	0000060898		04/30/2005
80093293	10		JONEST	04/29/2004	16:49:46			05/05/2004		05/06/2004	05/19/2004		AFG2000099X	148	EA	US11			
80093407	10		JONEST		21:58:25			04/29/2004		04/30/2004	05/19/2004		AFG2000099X	131	EA	US11			
80101132	10		JONEST	05/13/2004	22:05:44			05/13/2004		05/14/2004	05/19/2004		AFG2000099X	144	EA	US11			
80102413	10		JONEST	05/17/2004	11:04:50			05/24/2004		05/25/2004	05/19/2004		AFG2000099X	89	EA	US11			
80105696	10		JONEST	05/21/2004	21:52:07			05/21/2004		05/24/2004	05/27/2004		AFG2000099X	312	EA	US11			
80106128	10		JONEST	05/24/2004	07:39:55			05/24/2004		05/25/2004	05/27/2004		AFG2000099X	52	EA	US11			
80111471	10		JONEST	06/02/2004	21:54:23			06/02/2004		06/03/2004	06/22/2004		AFG2000099X	19	EA	US11	0000069871		05/31/2005
														1,200	EA				

Subsequent Billing Items

27569/10 Subsequent Billing Items

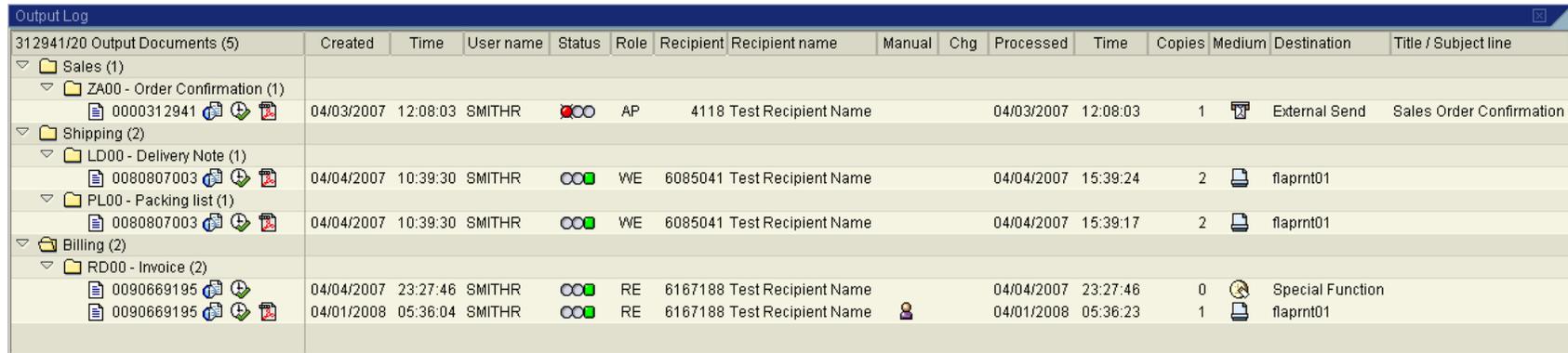| Billing doc.	Item	BillT	Created by	Created on	Time	Item st..	Billing date	Ref.doc.	Refltm	Σ	Billed qty	SU	Σ	Net value	Curr.	Post status	Doc.no.	Clearing document
90080159	10	F2	JONEST	04/23/2004	00:06:45		04/23/2004	80082077	10		33	EA		3,728.67	USD		90080159	100117372
90080162	10	F2	JONEST				04/23/2004	80087490	10		127	EA		14,349.73	USD		90080162	100097375
90093451	10	F2	JONEST	05/19/2004	23:23:54		05/19/2004	80088309	10		135	EA		15,253.65	USD		90093451	100134330
90093452	10	F2	JONEST				05/19/2004	80090250	10		10	EA		1,129.90	USD		90093452	100134330
90093453	10	F2	JONEST				05/19/2004	80093293	10		148	EA		16,722.52	USD		90093453	100134330
90093454	10	F2	JONEST				05/19/2004	80093407	10		131	EA		14,801.69	USD		90093454	100134330
90093458	10	F2	JONEST				05/19/2004	80101132	10		144	EA		16,270.56	USD		90093458	100134330
90093460	10	F2	JONEST				05/19/2004	80102413	10		89	EA		10,056.11	USD		90093460	100134330
90097580	10	F2	JONEST	05/27/2004	23:21:21		05/27/2004	80105696	10		312	EA		35,252.88	USD		90097580	100134330
90097581	10	F2	JONEST				05/27/2004	80106128	10		52	EA		5,875.48	USD		90097581	100134330
90108498	10	F2	JONEST	06/22/2004	23:20:45		06/22/2004	80111471	10		19	EA		2,146.81	USD		90108498	100150013
											1,200	EA		135,588.00	USD			

Shipment Tracking

An icon identifies that a tracking number exists for a delivery or HU related to a sales document. Simply click on the icon, and an HTML window appears with the associated carrier's tracking information.

The Output Log

The Output Log displays a complete history of all output related to a sales document.

312941/20 Output Documents (5)	Created	Time	User name	Status	Role	Recipient	Recipient name	Manual	Chg	Processed	Time	Copies	Medium	Destination	Title / Subject line
▽ 📁 Sales (1)															
▽ 📁 ZA00 - Order Confirmation (1)															
📄 0000312941	04/03/2007	12:08:03	SMITHR	●◐◐	AP	4118	Test Recipient Name			04/03/2007	12:08:03	1		External Send	Sales Order Confirmation
▽ 📁 Shipping (2)															
▽ 📁 LD00 - Delivery Note (1)															
📄 0080807003	04/04/2007	10:39:30	SMITHR	◐◐■	WE	6085041	Test Recipient Name			04/04/2007	15:39:24	2		flaprnt01	
▽ 📁 PL00 - Packing list (1)															
📄 0080807003	04/04/2007	10:39:30	SMITHR	◐◐■	WE	6085041	Test Recipient Name			04/04/2007	15:39:17	2		flaprnt01	
▽ 📁 Billing (2)															
▽ 📁 RD00 - Invoice (2)															
📄 0090669195	04/04/2007	23:27:46	SMITHR	◐◐■	RE	6167188	Test Recipient Name			04/04/2007	23:27:46	0		Special Function	
📄 0090669195	04/01/2008	05:36:04	SMITHR	◐◐■	RE	6167188	Test Recipient Name	👤		04/01/2008	05:36:23	1		flaprnt01	

From this window, any output can be previewed or re-issued.

Form (SAPscript or Smart Forms) related output can be downloaded to the users desktop in PDF format.

Alert Processing

Attention can be drawn to documents with specific issues. Alerts can be coded based on any fields in your sales documents.

The Complete Picture

Multiple independently controlled windows display the status of a sales document, and all subsequent documents, on a single screen

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Additional Features

The Order to Cash Manager has many more features:

- Can be run at either the header or item level.
- Allows the user to decide the definition of an "open item".
- Displays available stock related to sales document items.
- Can display all A/R documents related to sales documents.
- Reverse document flow search allows the user to find orders, and all subsequent documents, related to a subsequent document.
- Provides credit release functionality.
- Order Clone function allows users to easily create orders based on multiple existing orders.
- File extract options allows the OCTM to be used as a data extraction tool.
- Allows Mass Change of certain sales document fields.
- Easily customized to meet the needs of your organization via user exits.
- OTCM features are implemented as 'Callable Functions'. This allows organizations to use OTCM functionality in their own programs.

Houghton Mifflin Harcourt Experience

Houghton Mifflin Harcourt is one of the leading educational publishers in the United States, publishing textbooks, instructional technology, assessments, and other educational materials for teachers and students of every age. Their Corporate headquarters is located in Boston, MA.

- Over 2 Billion in annual sales

- 2,800 SAP users

- 241 Order to Cash Manager users

Houghton Mifflin Harcourt Experience

Houghton Mifflin Harcourt implemented SAP R/3 in November, 2006. At that time, we used standard R/3 report transactions and custom reports that we had developed during our implementation. Using these various reports was time consuming because we had to drill into many screens to obtain information needed during conversations with our customers.

Many of our orders contain 50 – 150 line items. They ship from multiple distribution centers, and there are often stock issues and subsequent backorder releases. As a result, it was difficult to navigate through document flow to quickly see the status of each line item. VA05 was somewhat helpful, but still did not contain all of the information that we needed in order to quickly respond to customer inquiries.

In May, 2007 we purchased the Order to Cash Manager. We found the application to be very intuitive and easy to use. We no longer had to search through the document flow to obtain line item, delivery status or carrier tracking information. Within a month, we were hearing that our CSR's where no longer using VA03 or VA05 at all. They began to rely solely on OTCM because all of the information was available in one interactive report.

"OTCM has been the best investment we have seen since we implemented SAP. It has made our lives so much easier, and has enhanced the service we provide to our customers."

Sue Krohn
Director, Customer Service

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Return on Investment

Organizations using OTCM have realized substantial time savings in their day to day operations. The following are a few of the key benefits that OTCM can deliver:

- Reduces the time needed to research and resolve OTC issues.

- Replaces most standard and custom OTC reports with a single comprehensive tool.

- Outperforms typically slow custom reports, reducing the time users spend waiting for a report to run.

- Reduces the need for time consuming and counter productive calls to an organizations SD production support team.

About SAPtech Solutions

SAPtech Solutions (formerly, The Smith Consulting Group) provides users of SAP -- the world's best ERP system -- with expert implementation services, support and innovative add-on solutions that enhance the functionality of their ERP system.

Founded in 1995 by a group of seasoned systems analysts, STS has successfully helped SAP users throughout the world get the most from their systems for over twenty years.

Combining creative thinking, business process knowledge, functional configuration experience and technical programming ability, STS is creating "best of breed" SAP solutions unrivaled in today's SAP community.

Our focus: enhancing SAP functionality.

Our promise: helping enterprises realize a bottom line return on their ERP investment.

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Organizations that are using the OTC Manager

FMC

Johnsonville

SARGENTO

DELUXE CORP

CARLISLE CONSTRUCTION MATERIALS

IFF International Flavors & Fragrances Inc.

STANLEY Security Solutions

BLOUNT INTERNATIONAL

Airgas

TORO

MERCK

WelchAllyn

Superior UNIFORM GROUP

Courier

HOUGHTON MIFFLIN HARCOURT

SUMMIT ELECTRIC SUPPLY

WhiteWave FOODS

home sweet Thompson Creek

VISHAY

Purchasing the Order to Cash Manager

- Execute the End-user Software License Agreement Order
  - ◆ Details the price, support (optional)

- Execute the End-user Software License Agreement
  - ◆ Details the terms of use. Normally one DEV/QAS/PRD Instance
  - ◆ There are no additional fees based on the number of users

- STS Installs the Order to Cash Manager on a development system
  - ◆ Installation can be onsite or remote and normally takes one day

- The customer has thirty days to test the OTCM
  - ◆ During this period STS will fix any issues encountered

- After thirty days, STS will invoice the customer

Thank you for your interest

SAPtech SOLUTIONS

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