

TERADATA VELOCITY FOR SAP INTEGRATION

Industry leading companies have well defined strategic goals and objectives and, more importantly, the ability to understand their operational execution against those goals.

Keen and timely insights into the performance of the business are hallmarks of world-class companies. Business leaders, though, are constantly challenged, as the business evolves and with advancements in technology, to maintain their finger on the pulse of the business and take timely and appropriate action.

QUICK, ACCURATE ANSWERS TO CRITICAL BUSINESS QUESTIONS ARE KEY TO INSIGHT AND ACTION

Good decision making depends on having access to timely and accurate information that not only provides business results, but also provides insights into the drivers of those results.

For many companies that means being able to ask and answer some of the more detailed operational and financial questions like:

- ~ Based on the current sales forecast, what can I expect in cash receipts over the next 30-60 days?
- ~ How is supplier performance impacting the quality and efficiency of the procurement process?
- ~ How are operational inefficiencies in the order fulfillment process delaying customer deliveries, customer remittance, and impacting customer satisfaction?

FULL VISIBILITY REQUIRES INTEGRATED, ACCESSIBLE DATA

Today, many companies use SAP for their ERP needs. Although SAP manages a number of different business processes, the information produced exists in various, siloed modules making it extremely difficult to understand the complete picture, including questions that span multiple business processes.

As a result, business analysts are spending valuable time pulling data from SAP and other data sources into disparate data stores and spreadsheets. These replicated data solutions are propagated across the enterprise, often times resulting in non-standard, competing results that create uncertainty, additional reconciliation, and

analysis ultimately impacting the quality and timeliness of decision making.

TAP INTO THE INSIGHTS ACROSS THE BUSINESS

Teradata Velocity is designed to facilitate the data acquisition and integration of SAP data as well as bridge the current information gap between SAP's siloed modules to quickly deliver an integrated enterprise model that supports a variety of business process analysis.

Velocity accelerates the integration of SAP, and even non-SAP data, and makes the data available on Teradata's powerful platform for analysis in near real-time, accessible by the BI tools you're already using.

Velocity enables an integrated solution that serves as a "single source of record" which meets the information and analysis needs of a broad stakeholder base, including Accounting, Financial Planning, Sales, and Operations. It allows for insights into business performance and requirements in the areas of:

- ~ Sales/fulfillment cycle time and cost
- ~ Revenue and spend forecasts
- ~ Procurement/spend compliance
- ~ Cash requirements
- ~ Supplier performance/compliance
- ~ Process efficiency/accuracy

VELOCITY = SPEED + DIRECTION

	BUSINESS	IT
SPEED	Fresher data, faster insights	Shorter implementation time
DIRECTION	Integrated data for better directional decision making	Consolidated data and simplified data management

DEEPER INSIGHTS ACROSS PROCESSES

Velocity now provides an easy way to access information that spans major business processes, such as Order to Cash and Procure to Pay. The integration of sub-process data helps address questions that, until now, have been difficult to answer.

ORDER TO CASH

Order to Cash encompasses the processes and activities (the transactional details) that take place from the time an order is placed by a customer until payment is received and credited.

As a complete process it is used to forecast cash flows and allows for analysis to drive improvements in cycle time, process efficiency, revenue optimization, and customer satisfaction. Velocity enables you to:

- ~ Reduce 'customer to cash' or 'order to cash' cycle times
- ~ Reduce receivables processing cost & time
- ~ Improve transaction accuracy
- ~ Improve cash flow forecasting & guidance
- ~ Identify rising cost of servicing major customers
- ~ Reduce Days Sales Outstanding (DSO)

PROCURE TO PAY

Procure to Pay encompasses the processes and activities across the entire procurement life cycle- from the time an item is ordered to the time that the final invoice is processed.

As a complete process, it provides full insight into cycle time, process efficiency, and allows for analysis of cash flow (working capital), areas for process improvement, and financial commitments. Velocity enables you to:

- ~ Track and manage global spend, direct and indirect
- ~ Identify and reduce non-compliant purchasing
- ~ Simplify and automate invoice to payment reconciliations
- ~ Improve chaotic purchasing environments to reduce potential for vendor fraud
- ~ Shorten cycle times and capitalize on early payment discounts
- ~ Identify opportunities for process improvement

BETTER BUSINESS PERFORMANCE MANAGEMENT WITH FULLY INTEGRATED INSIGHTS

Until now, getting fully integrated information across business processes has been difficult to achieve.

Teradata Velocity provides a scalable platform to synchronize and integrate SAP data, and even non-SAP data, to support deeper, more insightful analysis to drive tangible improvements in business performance.

With Velocity, all of the data from the various SAP processes resides in a single location, easily accessible with the BI tools you use every day. Quick to implement and quick to deliver business value, Teradata Velocity delivers a faster return on your investment.

To learn more about Teradata Velocity, and how you can integrate and access information from your key business processes, contact your local Teradata representative.

