



# AR AP Performance

## Automotive Accessories Manufacturer

Partnered with the client to track account receivables and payables performance, across plants, and provide visibility into the aging accounts to facilitate efficient cash flow management with the help of an automated Power BI dashboard

# Automotive Accessories Manufacturer needs AR / AP Performance

## Picture this...

You're looking to develop a comprehensive reporting suite providing 360 overview across all key aspects of the business including the market share trends, financial and operational performance (both supply and demand). Currently, you have no visibility into the holistic performance of the organization leading to reactive decision-making hindering market competitiveness, resulting in a 2% market share decline over the prior 3 years.

## You turn to Accordion.

We partner with your team to **Tracked account receivables and payables** performance, across plants, and provided visibility into the aging accounts to facilitate efficient cash flow management with the help of an **automated Power BI dashboard**, including:

- 1) Building automated data pipelines to ingest, integrate, and transform the receivables and payables data from various ERP systems (Microsoft Dynamics GP, Infor Visual, Traverse, Sage 500, etc.) into a central data repository
- 2) Providing flexibility to view open invoices of customers by their age, across entities, facilitating easy tracking of past due receivables and help stay on top of aging accounts. Similarly, providing visibility into payment terms offered by vendors so that the team can take informed decision on early payments to vendors to leverage additional discounts offered by vendors
- 3) Providing real time invoice and payments data accessibility, through Power BI Dashboard, helping the client to establish credit policies to shorten receivables transaction cycle and leverage the credit offered by the vendors

## Your value is enhanced.

- Power BI dashboard helped facilitate data analysis with near real-time accessibility into the latest AR and AP trends and reduced ~470 manhours spent annually in collating and preparing the reports for multiple plants
- You have enabled the client to budget for upcoming expenses, identify opportunities to negotiate better terms with vendors, incentivize customers to pay earlier, and better track past-due accounts, increasing net payment days by 10%

## AR / AP PERFORMANCE

### KEY RESULT

- Increasing net payment days by 10%
- Reduced ~470 manhours

### VALUE LEVERS PULLED

- Data warehousing
- BI reporting

# AR and AP performance for automotive accessories manufacturer

## Situation

- Client had limited visibility into the account receivables and payables of the manufacturing plants due to lack of uniform reporting, legacy data systems, and spread-out footprint. There was an opportunity to homogenize and automate the reporting infrastructure to provide visibility into the performance.
- Partnered with the client to track account receivables and payables performance, across plants, and provide visibility into the aging accounts to facilitate efficient cash flow management with the help of an automated Power BI dashboard

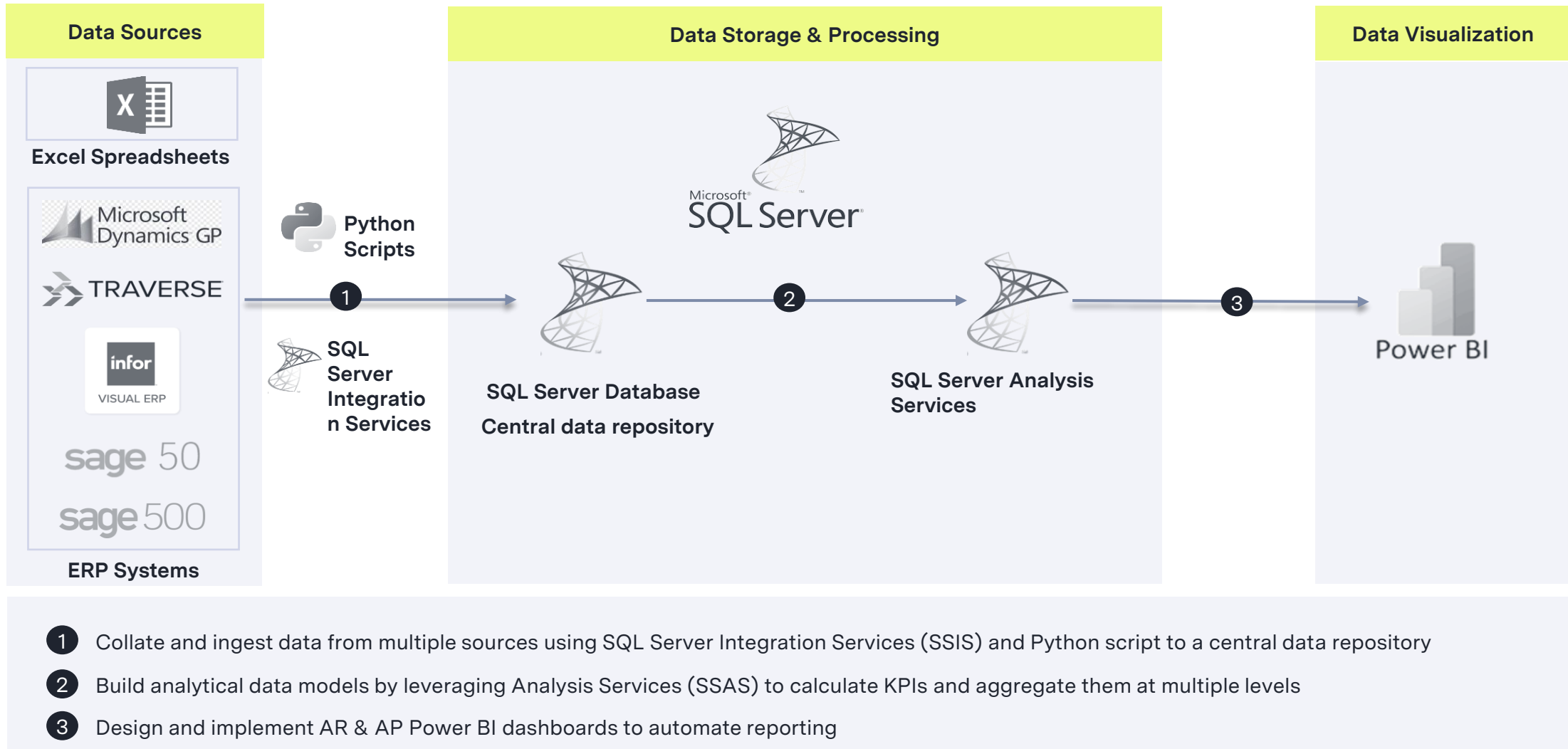
## Accordion Value Add

- Build automated data pipelines to ingest, integrate, and transform the receivables and payables data from various ERP systems (Microsoft Dynamics GP, Infor Visual, Traverse, Sage 500, etc.) into a central data repository
- Provided flexibility to view open invoices of customers by their age, across entities, facilitating easy tracking of past due receivables and help stay on top of aging accounts. Similarly, provided visibility into payment terms offered by vendors so that the team can take informed decision on early payments to vendors to leverage additional discounts offered by vendors
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## Impact

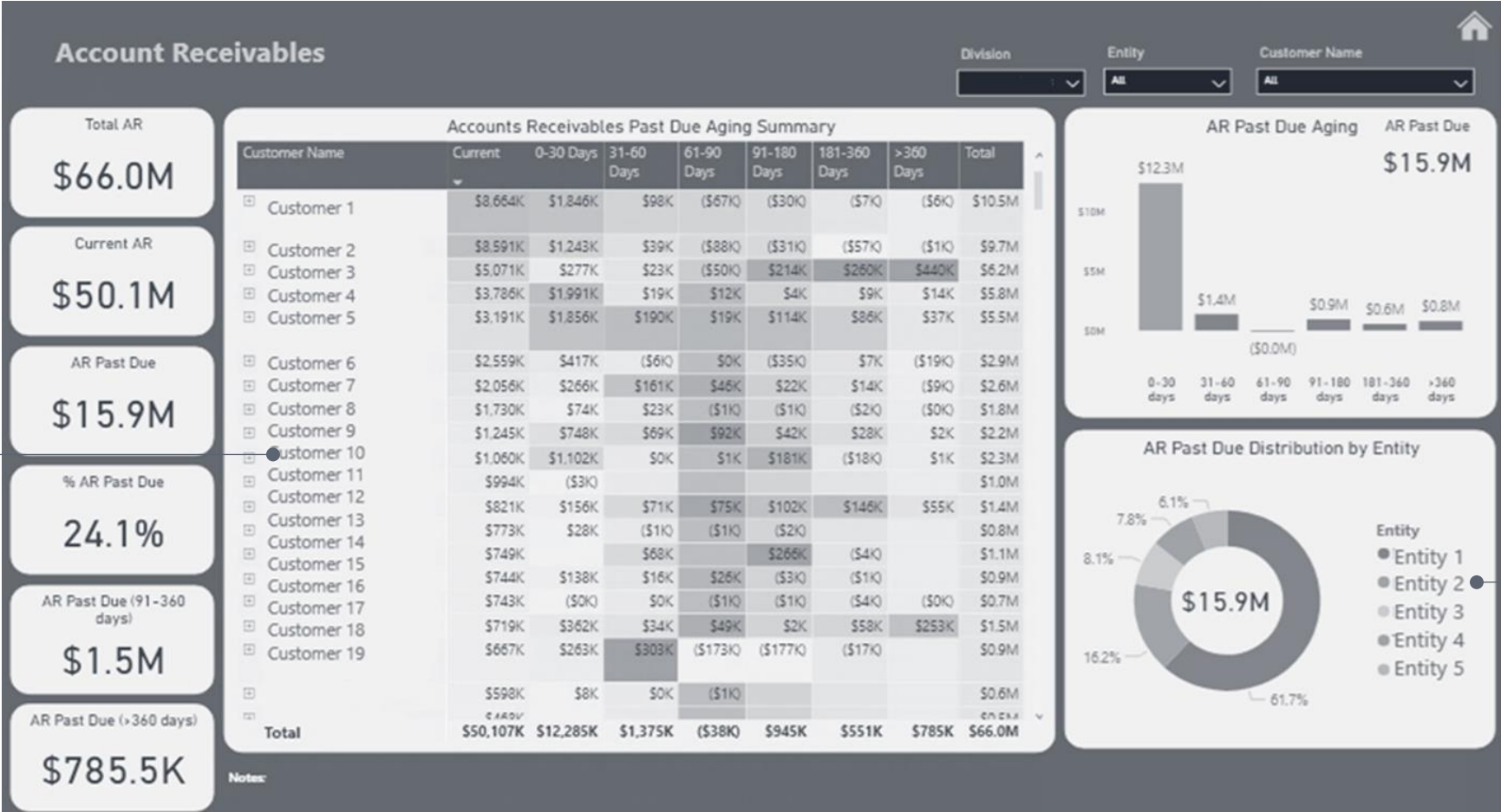
- Power BI dashboard helped facilitate data analysis with near real-time accessibility into the latest AR and AP trends and reduced ~470 manhours spent annually in collating and preparing the reports for multiple plants
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# Methodology & Approach



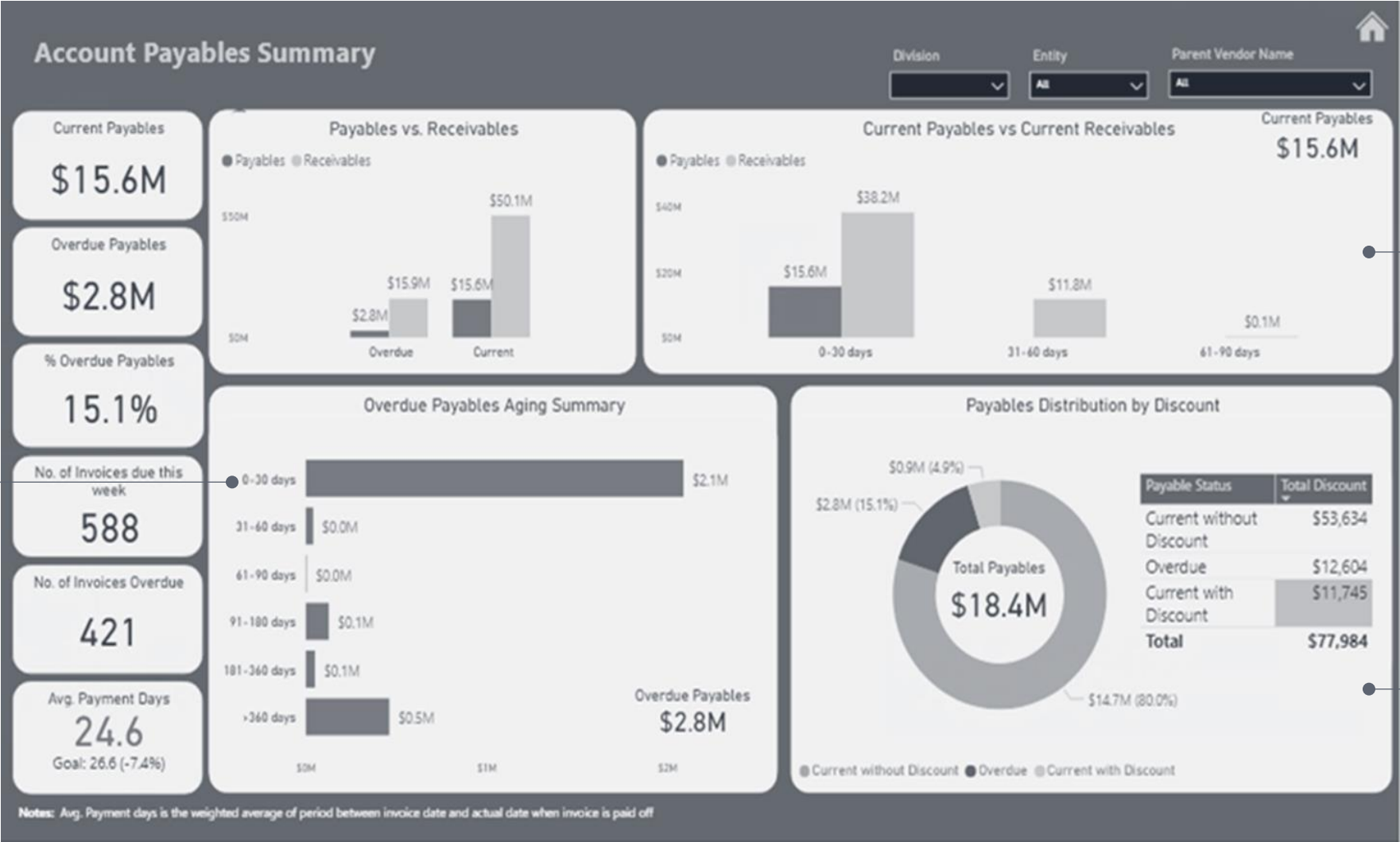
# Account receivables dashboard

Tracks AR by customer and by due date to show the trend of past dues



Entity wise distribution of Past due receivables

# Account payables dashboard



Aging summary for overdue payables

Aging summary for current payables

Discount that can be availed on current vendor invoices

# Payables distribution dashboard

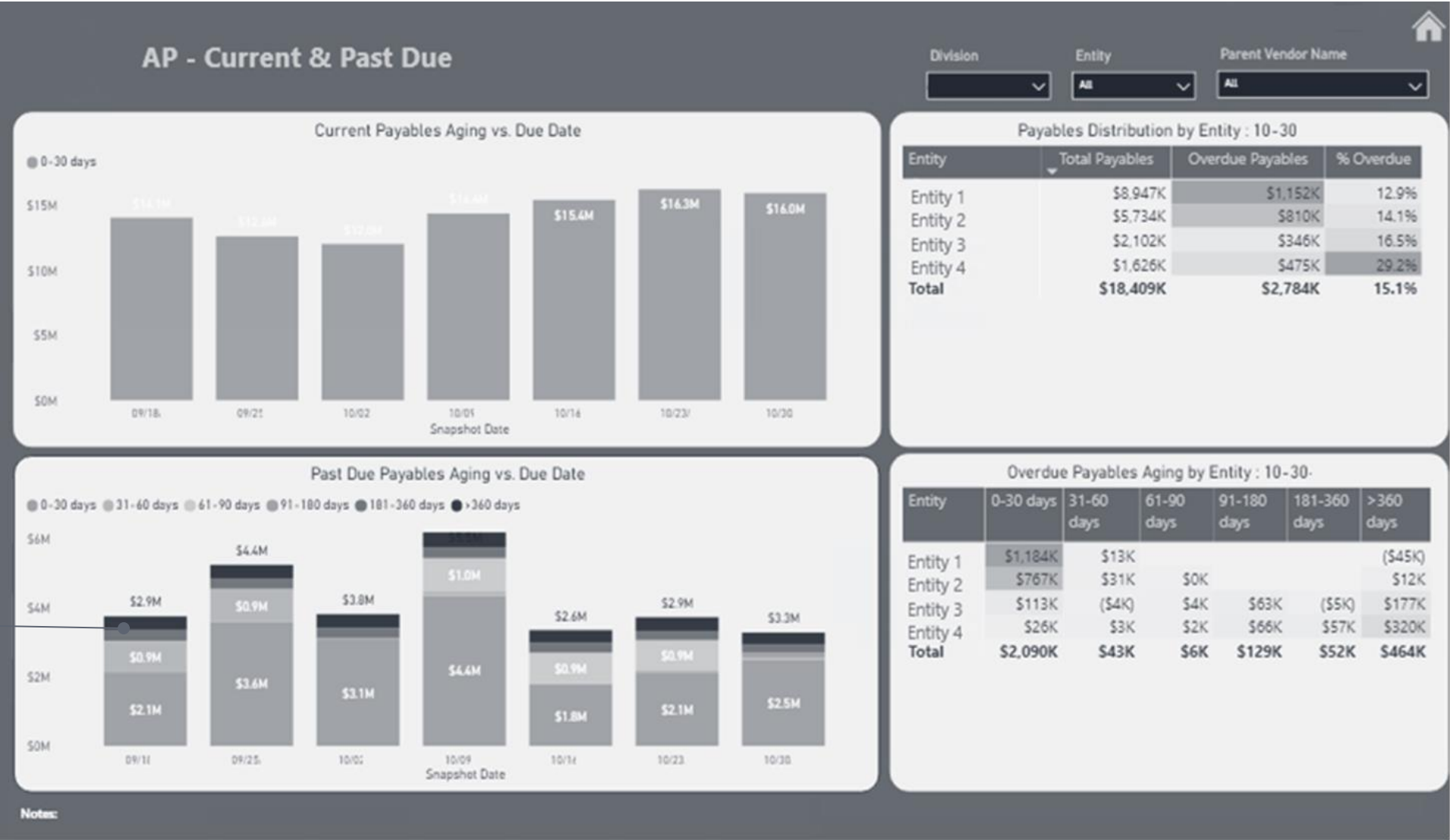


Weekly historical trend of total payables and past due invoices

Distribution of total payables by vendors and the trend of on-time payments and historical payment days benchmarked with payment terms



# Payables trend dashboard



Weekly aging trend of past due payables

Trend of total payables and ratio of past due payables