

## SSA® financial management

# extend financial management to optimise end-to-end business processes.

### How can you be fully competitive?

At the highest level, today's finance professionals are challenged by the need to improve profitability, increase liquidity and cash flow, control and reduce costs, enhance business insight, and analyse performance results. At a more practical level, they must monitor budget overspending, improve cash management, and comply with new corporate governance and regulatory legislation, as well as industry-specific requirements.

Above all, they must prepare themselves to leverage financial information across the global enterprise and ensure its integration into end-to-end business processes to gain financial value chain efficiency and avoid lost business.

As a recent Meta Group report reveals, "Leading organisations are now evaluating end-to-end business processes to determine where financial processes can be optimised through application of new technologies."

Meeting all of those challenges effectively is a big responsibility, but one that Financial Management (FM) is uniquely qualified to handle. This Web-enabled, high-performance enterprise financial management solution provides the core financials you need to manage routine accounting processes, along with the extended financial management capabilities you need to optimise end-to-end business processes and be fully competitive anywhere in the world.

### Pick what's critical.

Consider trade and settlement processes. These typically require several levels of review by different individuals. For maximum speed and efficiency, they must be supported by flexible workflow technology that automatically routes documents to the person responsible for the next step of the review process.

Workflow provides this critical capability.

Or, take controlled access to critical financial information. For global organisations, it's essential to provide finance professionals with role-based access to key financial management reports and operational balances, as well as appropriate portions of large corporate invoices, which they then can approve based on pre-defined authorisation levels. The FM Portal provides these critical capabilities.

What about smoother collaboration with suppliers? All parties involved in a monetary transaction benefit when processes are automated using defined business rules that allow them to offer their services and share information at any point during the transaction, thereby saving time and money. FM's integration with Supplier Collaboration delivers this critical capability.

FM also offers full integration with Corporate Performance Management (CPM), to enable enterprise-wide visibility of financial and operational performance and tighter alignment of strategic goals with operational targets — another critical requirement for success.

**Leading organisations are now evaluating end-to-end business processes to determine where financial processes can be optimised through application of new technologies."**

© ReportMETA Group  
The Financial Value  
Chain, John Van Decker,  
February 13, 2003



## financial management

get core and extended financial management value.

### Find the right solution.

FM boosts your competitive advantage by streamlining financial processes and reducing costs, increasing accuracy of financial data, providing better oversight of expenses and cash flow, improving credit and collections management, and enabling tighter control over project and cost accounting. By addressing the full range of multinational requirements including fiscal and local compliance issues, extending financial management to achieve supplier and customer facing process savings, and helping you improve performance management, FM gives you even greater reach. It has all the critical components you need to gain momentum quickly and move forward faster™.

#### Core components:

- General Ledger
- Accounts Payable
- Accounts Receivable
- Fixed Assets
- Purchasing
- Inventory Control
- Fund Accounting
- Job Cost
- Labour Distribution
- Draft Services

#### Extended components:

- Workflow
- Portal
- Corporate Performance Management
- Supplier Collaboration

Take a closer look at how FM can make a critical difference in your organisation. Then pick the components that are right for you.

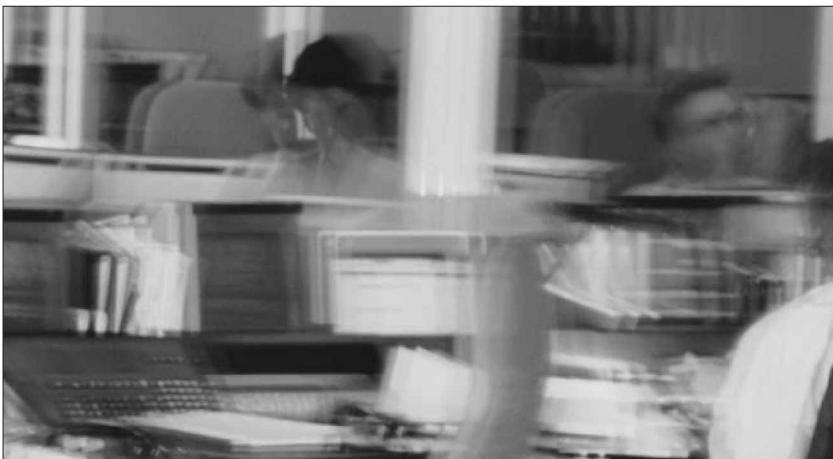
### Core components

#### General Ledger

The central backbone of FM, General Ledger supports high-volume processing for multi-company, global enterprises. Its strength lies in its integrated, multi-hierarchical account structures that map to your management accountabilities and reporting needs. These structures enable you to view data from a very high level, such as total revenue for a given year, and then “drill down” through the individual accounts and transactions that comprise that total, so you can see how much each department in your company has contributed to the total revenue figure. You can also “roll up” the hierarchical account structures in real time to see the big picture and get the information you need quickly and efficiently. This component also provides a wide range of budgeting methods, allocation formulas, reporting capabilities, and multi-currency processing all designed to meet your organisation’s evolving financial needs.

#### Accounts Payable

A total payables management system, Accounts Payable delivers flexible processing and reporting capabilities to control cash and expenses while facilitating accurate, meaningful, and rapid reporting. It supplies tools that allow you to customise and shape the system to meet your specific business needs. Plus, it goes beyond the normal functions of other systems, providing extensive inquiry and reporting capabilities that give you detailed and summary information on all payables activity within your organisation. Also included are multi-company, multi-national, and multi-currency support; flexible payment processing; advance tracking; invoice registration, and easy external application integration.



### Accounts Receivable

A comprehensive debt and credit management system, Accounts Receivable is designed to increase your cash flow and reduce delinquent accounts through the availability of timely, accurate information. It also enables fast, efficient production of invoices and statements by expediting data entry and providing external application integration together with templates that can be tailored to meet your specific invoicing and statement needs. Full autocash capabilities help you streamline cash application processing, using pre- or user-defined algorithms to determine whether a payment should automatically be applied to a single item amount, the customer's last statement balance, current balance, or past due balance. You get the necessary power and flexibility to handle even the most complex cash application scenarios.

### Fixed Assets

Whether your enterprise is established or emerging, Fixed Assets helps you fulfil internal and external asset accounting and property control requirements. It includes unlimited depreciation, books, and user-defined depreciation methods, as well as full integration with other FM components. For organisations comprised of several separate entities, it provides the ability to define them as separate entities, if necessary, and assign each entity its own reporting and depreciation frequencies, methods of accounting, and year-ends. To increase productivity and control, Fixed Assets provides template assets, user-defined depreciation schedules, and user-defined tracking and monitoring systems. And to make consolidations easier, it enables smooth and seamless transfers of acquired assets. You get all the tools necessary for more accurate asset reporting, tracking, and control.

### Purchasing

Designed to manage the entire procurement cycle, Purchasing tracks and controls the purchasing function from requisitioning, quotes, and approvals to purchase order and invoice processing and receiving to vouchering. It also allows you to define responsibility assignments and profiles for all users based on their position in the organisational structure, so you can keep close tabs on the

“rock-solid financial and management SSA Global has provided Kirklees with an accounting solution. We're excited by the potential benefits offered by integrations with other SSA Global solutions such as SSA CPM, SSA Workflow, SSA Supplier Collaboration and SSA Role-based Portals.”

TIM WILKES  
ACCOUNTANCY SERVICE MANAGER (SYSTEMS)  
KIRKLEES METROPOLITAN COUNCIL

authorisation process. Purchasing is also fully integrated with Inventory Control and helps reduce processing time by automatically reordering items with low stock levels. Each stock request charges the appropriate departmental expense account, thereby eliminating unnecessary paperwork. As a result, your purchasing department gains the critical flexibility it needs, and your organisation benefits from a smoother procurement process.

### Inventory Control

Inventory Control monitors finished goods in multi-location environments and supports several costing methods including FIFO (first-in/first-out) and LIFO (last-in/first-out). Its time-saving automated processes include obsolete inventory, stock transfers, back orders, physical inventory counts, automatic stock re-orders, and serial number or dye-lot tracking. It also provides a variety of analytical inquiries and reports that allow you to effectively manage inventory levels, and is seamlessly integrated with Purchasing, Accounts Payable, Job Cost, and General Ledger. You benefit from flexible, accurate, and effective inventory management.

### Fund Accounting

By combining the strengths of other FM components with its own specialised functions, Fund Accounting provides a total commitment accounting and expenditure control solution for organisations that need to oversee the outlay of funds. Its flexible design supports commitment accounting, including recording approved budgets,

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optimise financial transactions across the enterprise.

Automate routine financial tasks, improve productivity.

fund transfers, fund management, and reporting.

### Job Cost

Job Cost works closely with General Ledger and other FM components to provide a comprehensive project tracking solution. It automatically accumulates costs and calculates and tracks billing and revenue information for any project, helping you fulfil all your project reporting requirements. Capital projects can be capitalised within Fixed Assets, and project costs that cross fiscal years can be tracked and reported on with ease. This component also tracks amounts in a hierarchical fashion that lets you plan and record costs in the work breakdown structure detail you choose for each project. All amounts are stored at every level of the work breakdown structure for fast, accurate summary and detailed inquiry and reporting, which are essential for controlling costs and revenues in any project.

### Labour Distribution

A complete time distribution system, Labour Distribution automates accounting for labour costs against projects and accounts and works seamlessly with General Ledger, Job Cost, and Human Capital Management. It maintains employee information, such as salary, grade, and department, in a chronological database that allows you to enter current, future, and historical information. It helps you plan for and enter future reorganisations or pay changes, which will

automatically take effect in the appropriate period. Plus, automated access to employee timesheets and information eliminates time consuming manual inquiries and calculations of historical pay rates and other important employee information.

### Draft Services

Draft Services facilitates global relationships with suppliers and buyers. In many countries, it is common commercial practice for customer supplier relationships to involve negotiable instruments such as letters of credit, bills of exchange, and promissory notes, generically known as "drafts." A draft is a negotiable security that certifies a debt to the bearer and can be used for payment. Draft Services allows the definition of these alternative forms of customer statement. Its inquiries and reports distinguish between total liability for current invoices and liabilities for drafts. As a result, your organisation can increase credit management productivity, reduce customer risk, and optimise cash management by managing all its negotiable instruments.

## Extended components

### Workflow

FM provides integrated, XML-based workflow technology that allows you to automate the connections between routine financial tasks, so that review and approval processes are accomplished in a timely and secure manner. For example, in the invoice approval and voucher entry process, entering an invoice into the system triggers a workflow to start. The system notifies the designated approver that an invoice is waiting to be approved. That person then pulls the invoice from his/her worklist for review and approval. Once that is complete, the system automatically assigns an accounts payable clerk the voucher entry task. The workflow is completed upon successful entry of the voucher.

This and other workflow-enabled processes within FM result in significant productivity improvements



They also make it easier to comply with regulations such as the Sarbanes-Oxley Act and International Financial Reporting Standards (IFRS) by triggering exceptions and helping guarantee the accuracy and sequential flow of information required in authentication procedures.

#### Portal

FM's role-based portal is another excellent productivity tool, which is also useful in ensuring regulatory compliance. It enables your CFO, controller, treasurer, budget analyst, general accountant, credit manager, billing and posting clerk, payables manager, and other financial professionals to access financial information relevant to a particular domain - accounts receivable, accounts payable, general ledger, and fixed assets. Depending on their role, these individuals can utilise the portal to retrieve key information related to operational balances, transactions, audits, and reconciliations, as well as management reports, performance metrics, and KPIs, and approve or authorise spending according to their established permission level.

The Portal also allows companies to enlist customer support in resolving invoice payments and short pay scenarios, as well as to automate routine customer requests for information. As a result, you gain substantial time and cost savings, as well as improved ability to maintain proper control over financial reporting processes.

#### Corporate Performance Management

FM is fully integrated with CPM for seamless planning, scorecarding, business intelligence, reporting, and analysis in a closed-loop system. You gain the ability to strengthen overall business performance by linking strategic goals to operational targets and avoiding piecemeal, departmentalised improvements. You also profit from a unified planning and budgeting process and more informed decision-making through direct access to multi-dimensional management information, performance metrics, and the answers to over 3,000 commonly asked business questions. The integration with CPM also enables you to increase employee productivity by delivering role-based

## Financial Management: extend the value.

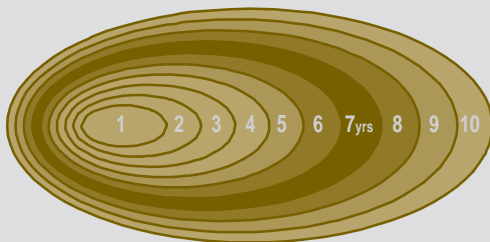


## financial management

realise fast results.

### 7 ways SSA OnePoint™ Support moves you forward faster:

- Complete support and service from a single, expert source
- Rapid results with a single interaction
- Intuitive, high-speed, Web access
- Flexible service level options
- Timely product enhancements and updates
- Remote application diagnostic capabilities
- Economic product extension and migration paths



**SSA OnePoint Support consultants' average length of service with SSA Global: 7 years.**  
**forward faster** means working with people who understand what you need to succeed.

financial and operational information and scorecarding tools directly to those who need them for proactive problem resolution. And because CPM is fully integrated with all SSA Global solutions, you reap the benefit of numerous ERP integrations and pre-defined analytic models.

Overall, CPM enables your organisation to take greater corporate responsibility for financial reports, improve fiscal predictability through visibility of key metrics and the processes that drive them, and respond to change with greater precision and confidence. This, in turn, helps you increase compliance and reduce risk.

#### Supplier Collaboration

Complete integration with Supplier Collaboration enables FM users to give their suppliers controlled access to unpaid/open, paid/closed invoices, and open/changed purchase orders. Later in the spend management process, suppliers can access the system to obtain and acknowledge purchase orders, create an invoice, ask payment-related questions, and synchronise FM master data in Supplier Collaboration. Integration like this greatly reduces manual data-entry time, errors, and costs.

#### Implement it fast.

With FM, core and extended financial management capabilities that optimise end-to-end business processes are a given. But those are of little value if it takes months, or even years, for them to take effect – or if the costs of implementation are too high. That's why **PRO INITIATIVE** focuses on faster starts and shorter implementations that deliver an immediate impact while keeping expenses low.

We do this with solutions, like FM, that can be installed, configured, and integrated quickly, thanks to their plug-and-play modularity and proven integration architecture.

We do it by employing a highly skilled Professional Services team that knows your unique operational, geographical, regulatory, and competitive requirements, no matter where in the world you're located.

These experts have years of on-the-job, financial and accounting management experience in companies just like yours, and follow an implementation methodology based on decades of keeping projects on target, on track, and within budget.

To help you keep FM running at peak performance following implementation, we put you in the good hands of OnePoint Support - a single, powerful resource that integrates the answers to all your service and support needs.

Plus, we deliver timely upgrades to your FM solutions that allow you to take advantage of new functionality and new technologies to continually evolve. It's the best way we know to protect your investment with Pro Initiative backed by the global resources of SSA Global.

### **Make it pay.**

Available in over 30 languages and on virtually every computer platform, FM is ideal for established and emerging organisations in a wide range of industries that seek a proven, powerful enterprise financial management solution that provides both core and extended capabilities to support the financial value chain. All the core components of FM integrate seamlessly with one another, as well as with CPM, Supplier Collaboration, and other SSA Global solutions - for an even greater return on your investment.

#### **Benefits include:**

- Streamlined financial processes and lower costs
- Increased accuracy of financial data
- Improved corporate governance and regulatory compliance
- Better control of expenses and cash flow
- Improved credit and collections management and reduced bad debt expense
- Lower working capital requirements
- Fewer negative variances in operational costs
- Full lifecycle asset management
- Tighter control over project and cost accounting
- Support for international currencies

“The financial value chain can enable trading partner and customer-facing process savings, improve working capital, reduce financial transaction costs, and provide better financial management decisions through more accurate forecasts.”

META GROUP REPORT: THE FINANCIAL VALUE CHAIN,  
JOHN VAN DECKER, FEBRUARY 13, 2003

- Better alignment of execution with corporate strategy
- Improved financial decisions through more accurate forecasts
- Faster deployment and low total cost of ownership
- Financial value chain efficiency

When your enterprise won't wait for better financials to optimise end-to-end business processes. Move forward faster with SSA Financial Management.

### **About SSA Global.**

SSA Global™ is a leading developer of ERP solutions. In addition to core ERP applications, SSA Global develops a full range of integrated extended solutions including corporate performance management, customer relationship management, product lifecycle management, supply chain management and supplier relationship management. Headquartered in Chicago, SSA Global has 60 locations worldwide and its product offerings are used by approximately 13,000 active customers in over 90 countries.

### **About PRO INITIATIVE.**

Pro Initiative distributes the SSA Global product range throughout the Pacific Region. Pro Initiative was formed by a consortium of former SSA Global staff and Business Process Outsourcing specialists. To meet the changing demands of business today PRO INITIATIVE delivers solutions to clients based on traditional in-house deployments as well as via ASP and BPO, this provides clients the ability to focus on your clients and not worry about IT infrastructure.

For additional information on PRO INITIATIVE and the innovative range of products and services please call us on +61 2 9460 9799 or email [info@proinitiative.com.au](mailto:info@proinitiative.com.au)

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on your investment.

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