



**SUNGARD** AVANTGARD

Collaborative  
Financial  
Management

## COLLABORATIVE FINANCIAL MANAGEMENT

**Increase cash flow  
and lower bad  
debt expense**

**Improve visibility  
to cash & risk**

**Decrease manual  
processing and  
redundancy**

**Foster collaboration  
with trading partners**

The intrinsic value of a corporation is based upon its ability to drive free cash flow in a predictable fashion. Corporations today are challenged by manual processes, disparate systems and lack of workflow automation.

AvantGard helps address these requirements by offering holistic applications designed to drive stringent treatment of trade receivables, sophisticated treasury and cash management and coordinated execution of payment processing.

AvantGard optimizes receivables, treasury and payments operations and then helps corporations connect across the EcoSystem; helping buyers, suppliers, banks and other trading partners reduce friction and increase the velocity of free cash flow.

With the ability to manage and track cash flows, capital allocation, capital at risk and intraday liquidity – our customers can optimize, predict and protect their liquidity and thus help maximize the intrinsic value of their corporation.





*“We lowered our DSO, decreased past due A/R and reduced our bad debt reserve by 20%. With the increase in cash flow, Dresser also increased working capital which helped us not only completely fund ongoing operations, but contributed substantially to pay \$115 million in optional debt prepayments.”*

*Bill Uhrich, Director  
of Corporate Credit,  
Dresser*

## RECEIVABLES, CREDIT AND COLLECTIONS

Corporations increasingly view the management of working capital, particularly accounts receivable (A/R), as an important measure of a company's financial health. However, often these operations are highly inefficient considering the lack of integrated systems that organizations are relying on for order-to-cash management.

SunGard's AvantGard addresses this challenge by providing a fully integrated, Web-based order-to-cash solution that enables companies to achieve significant financial and operational benefits. AvantGard can help companies improve cash flow, reduce past due A/R, decrease bad debt expense and mitigate corporate credit risk.

**Credit Risk Facilitation:** Create custom score cards and set customers on regular review cycles to consistently measure total exposure across the enterprise.

**Strategic Collections:** A strategic approach to collections management that allows organizations to automatically build work queues and send mass communication.



**Dispute Resolution:** Configurable workflow helps manage dispute resolution, including automated assignment, notification & tracking.

**Cash Application:** By leveraging the data inherent in the collections and dispute management system, companies can improve 'hit rate' accuracy by utilizing valuable information gathered during the collections process.

**Dashboards & Reporting:** Cash flow forecasting and daily tracking of credit, collections and dispute performance data can help organizations better manage liquidity.

**EcoSystem Connectivity:** The order-to-cash cycle involves many areas outside of the core credit function. AvantGard helps to foster connectivity across the EcoSystem:

- Credit Data Feeds
- Remittance Data Capture
- Customer Portal
- Sales & Service Portal
- Payment Feeds
- Electronic Invoice Presentment & Payment

## PROVEN RESULTS

**Company Name:** Henkel  
**Industry:** Manufacturing & Adhesive Technologies  
**Environment:** Decentralized  
**Location:** Germany  
**Revenue:** \$6 Billion (North America)

Henkel currently utilizes the AvantGard Receivables solution in its shared service centers to help drive cash flow and to support operational efficiency across the order-to-cash life cycle. The company has seen many benefits in the forms of unlocked cash stemming from better visibility into credit and collections data, enhanced reporting and improved productivity rates.

### Solution Benefits Derived:

- Decreased past due A/R by 20%
- Achieved ROI within 2 months
- Centralized operations
- Improved productivity
- Reduced manual processing
- Centralized credit & collections
- Improved cash forecasting

*“We chose to implement the AvantGard Treasury Solution because we wanted to improve visibility into our daily cash positions. The solution has thus far met all of our demands, providing our treasury with the tools necessary in order to make the best possible business decisions and ultimately increase revenue.”*

*Jeannot Jonas, Director  
Global Treasury Operations,  
Goodrich Corporation*

## TREASURY MANAGEMENT

Historically, treasurers have been responsible for managing cash, market risk and ensuring that the company has access to sufficient sources of funding, as well as dealing with complex compliance issues. However, this role has expanded in recent years. The transformation has been driven by changes in information and communication technologies, increased mandates around regulatory compliance and the emergence of a truly global economy.

Treasury, risk and cash management solutions can help you meet these challenges by delivering enabling technology to help drive integration, automation, visibility and collaboration, while also offering modeling and analysis tools to help manage risk, maximize liquidity and drive growth.

**Cash Forecasting:** Comprehensive cash forecasting with the ability to look at net cash positions at different intervals for deciding on investment maturities and borrowing requirements.

**Cash Management:** Centralize data from multiple sources for daily or intra-day cash positioning, bank communication, reconciliation, cash forecasting, zero-balancing pooling and multilateral netting—to name a few.

**Risk Modeling:** A holistic view of risk from an integrated dealer desktop that combines market risk management and performance measurement capabilities across all of the positions that the treasury department manages.



**Debt & Investment Management:** Debt and investment management covers a wide range of asset classes including: multiple funds or portfolios, borrowing facilities and credit lines, short-term cash/money market funds, certificates of deposit (CDs) and other discounted securities, mutual funds, equities, commodities, capital market and debt instruments. The management of fees on debt facilities and issuance is integrated into the solution and revaluations are based on up-to-date market rates.

**FX & Interest Rate Management:** Movements in market FX and interest rates can substantially affect a company's income. The availability of up-to-date market rates to value current positions and assess the impact of future market movements is critical.

As well as reducing risk, a secure integrated front-to-back system to manage transactions that are associated with the management of these risks will lead to cost savings by increasing operational efficiency through straight-through-processing (STP) and connectivity with market rate providers and trading portals.

**Hedge Accounting:** As well as handling the processing, valuation and accounting of derivative transactions, today's treasurer needs an integrated solution that can help ensure hedging policy achieves compliance with the latest accounting standards. Hedge accounting can be complex and open to interpretation, therefore flexibility in terms of valuation and reporting is key.

**Dealing:** A critical component of the treasury function is to have ample access to data. With AvantGard, the dealer can use an integrated desktop that offers all the information required for pre-deal decision making, such as up-to-the-minute position reporting, pricing tools and credit limit checking. The flexible user interface is designed for fast recording of the transaction where it is done over the phone or seamless STP where a portal is used.

**Netting:** AvantGard Netting provides a comprehensive multilateral solution that allows a global organization to efficiently manage inter-company transactions and to settle them internally, reducing the number of external payments, cross border flows and FX deals.

**eTreasury – Working with Remote Locations:** The drive for transparency and a single view of cash and risk across an organization is often daunting, as so many organizations operate with business units or subsidiaries. An eTreasury portal gives remote locations the ability to submit financial transactions and funding requests as well as forecast information to the central treasury.

**Bank Account Compliance & Fee Analysis:** Operating in a global economy often means that cash is deposited in disparate bank accounts around the world and the structure of these bank accounts is sometimes complex. As an extension to existing treasury system functionality, this solution supports and simplifies the certification process and audit requests each quarter, making it part of the standard bank relationship management process within the treasury and also allows for fee tracking & analysis.



**GL Reconciliation:** In order to reduce risk and costs, it is essential for any company to reconcile their balance sheet accounts as regularly as possible. Engaging in this activity will help to identify transaction disparities before they become costly mistakes. Factors such as differences in the timing of payments can cause an account to be mismatched and therefore drain cash that could have been directed towards increasing the bottom line profit or reducing debt.

**Money Market Portal:** Diversify your portfolio and maximize your investment returns by interfacing treasury operations with a money market portal over the SunGard Transaction Network (STN). The money market portal offers a solution for corporations looking to diversify their short-term investments, enhance returns and better manage cash holdings across the organization. Research, analyze, trade and report on more than 150 money market funds through a single connection using a direct and fully disclosed model.

**EcoSystem Connectivity:** The treasury operation is fast evolving and often requires interfacing with trading partners and entities outside of the core treasury area. AvantGard helps to foster connectivity across the EcoSystem:

- Banks
- FX & Trading Platforms
- Money Market Portal
- Remote Subsidiary Locations
- SWIFTNet
- Market Rate Providers



## PROVEN RESULTS

**Company Name:** South African Airways (SAA)  
**Industry:** Airlines  
**Environment:** Centralized  
**Location:** Global Organization  
**Revenue:** 2.9 Billion USD

As a result of significant corporate restructuring, as well as diversification of treasury activities, including entrance into the market of commodities trading, Africa's leading airline, SAA decided to implement AvantGard Treasury for automated treasury management. SAA was able to streamline its treasury business, gain visibility into data and achieve compliance with regulatory standards for accounting and hedging, with the help of AvantGard Treasury.

### Solution Benefits Derived:

- Instituted controls for accounting & hedging compliance
- Introduced structured processes and work flow
- Optimized treasury processes with automation
- Improved visibility with a central repository for data

## PAYMENTS PROCESSING AND ROUTING

Many corporations are challenged by lack of infrastructure or integration of electronic payments and check printing capabilities. They also rely on a fragmented array of tools and are striving to improve operational efficiencies and comply with regulations such as Sarbanes-Oxley (SOX) and Single Euro Payments Area (SEPA).

SunGard's AvantGard suite of payments solutions help to streamline the processing of payments, regardless of format, by delivering routing, connectivity, integration and processing support. AvantGard helps to reduce transactional costs and improve the management of payment information, exceptions and statement flows.

**Payment Factory:** In addition to driving efficiencies and cost containment, AvantGard Payments Factory offers comprehensive data management, workflow, routing, approval processing and payment execution. With increased visibility and control, organizations can reduce error, decrease transactional costs and gain visibility to payment out-flows.

**PayNetExchange:** The online AvantGard portal, PayNetExchange allows companies to upload payment instructions for execution via automated clearing house (ACH), wire, SWIFT, credit card, check and other payment methods. By leveraging the centralized SunGard AvantGard Vendor Database, companies can quickly migrate to ePayments with easy access to supplier bank details.

**SWIFT Connectivity:** AvantGard delivers the back-end infrastructure and interfaces necessary to participate in the SWIFT network using with both direct and in-direct service options. With in-direct connectivity, SunGard can act as your service bureau provider as well as administrator via the member concentrator program.

**Payments Outsourcing:** For companies seeking to eliminate the function of payments processing, AvantGard offers flexible solutions to facilitate the transfer of data and execution to a SunGard facility. This includes processing payments in methods (checks, wires, SWIFT, ACH...) and currencies.

**Check & Document Printing:** Supporting payments processes remains a critical function for many organizations today. SunGard offers a suite of payment services including in-house and outsourced check print and mail solutions.

**Direct Debit Factory:** Supporting payments processes can also include the creation of a direct debit factory for in-bound recurring payments.

**EcoSystem Connectivity:** Payments processing requires connectivity and collaboration across the EcoSystem:

- SWIFTNet
- Supplier Network
- ACH Payments
- Banks
- Check Printing
- Print & Mail Services

*"SunGard's AvantGard has helped us to reduce costs and improve our compliance capabilities by centralizing all our global payment processing operations."*

*Xavier Hourseau, Treasury Information System & Back Office Director, Alcatel-Lucent*

## FLEXIBLE DEPLOYMENT OPTIONS

AvantGard offers a holistic approach to solution delivery including application delivery, infrastructure and domain expertise. Customers can opt to deploy the AvantGard applications in-house, as a license-based model, as an ASP or in a hosted environment.

**Hosting Services:** Hosting systems with a 3rd party is an alternative approach that can help lower total cost of ownership (TCO) and ensure that the business has access to the technology that it needs, but without impacting the local IT department and infrastructure. SunGard AvantGard takes this to the next level by offering hosting via a domain expert.

**AvantGard On Demand:** ASP delivery of Treasury, Receivables and Payments solutions allows customers to access the solution via a subscription based web application.

## TOTAL PRODUCTION SUPPORT

**Application Management:** By entrusting SunGard's domain experts to take responsibility for all of the technical tasks surrounding the support and upkeep of their software solutions, customers have more time to concentrate on utilizing their systems to meet their business goals.

**System Integration:** Most corporations today operate on one or more ERP systems and then also must connect across a labyrinth of legacy and partner systems. To foster STP with reduced friction and ease of operation, SunGard offers standard system interfaces as well as consulting services for system integration.

**Business Workflow:** At each point in the EcoSystem there exists transfer of information and workflow. Certain areas require that workflow is configured to match in-depth business processes beyond the workflow inherent in the AvantGard solutions, for this we offer enterprise workflow solutions configured to meet your specific requirements.

## THE AVANTGARD ADVANTAGE

AvantGard delivers solutions to foster Collaborative Financial Management™ (CFM), a business process and integration method that is reshaping how organizations manage receivables, treasury and payments by linking these processes into a complete organizational view of cash and risk.

The CFM framework helps streamline enterprise wide interactions and coordination between an EcoSystem of suppliers, buyers, banks, trading partners and customers by aggregating enterprise-wide financial data, promoting STP and fostering real-time collaboration. Using AvantGard solutions, customers can improve communication, gain real-time visibility to cash flows and perform detailed analysis for critical business decisions.

The complete solution aggregates data for a single view of cash, drives productivity through automation, fosters enterprise wide collaboration and facilitates connectivity between the ecosystem of suppliers, buyers, banks, trading partners and customers. Our customers turn to AvantGard to help improve management of working capital, mitigate risk and strengthen internal controls for regulatory compliance.

[www.sungard.com/avantgard](http://www.sungard.com/avantgard)

For more information, contact us at [avantgardinfo@sungard.com](mailto:avantgardinfo@sungard.com)

**Americas**

Calabasas, California  
Chicago, Illinois  
Jacksonville, Florida  
Montreal, Quebec  
Parsippany, New Jersey  
San Mateo, California  
Stamford, Connecticut  
Toronto, Ontario

**Western Europe**

Copenhagen, Denmark  
Frankfurt, Germany  
London, United Kingdom  
Mechelen, Belgium  
Paris, France

**Asia**

Hong Kong, China  
Kuala Lumpur, Malaysia  
Makati City, Philippines  
Seoul, South Korea  
Shanghai, China  
Singapore  
Taipei, Taiwan  
Tokyo, Japan

**Australia/New Zealand**

Christchurch, New Zealand  
Melbourne, Australia  
Sydney, Australia

©2012 SunGard.

Trademark information: SunGard, the SunGard logo, and AvantGard are trademarks or registered trademarks of SunGard Data Systems Inc. or its subsidiaries in the U.S. and other countries. All other trade names are trademarks or registered trademarks of their respective holders.