



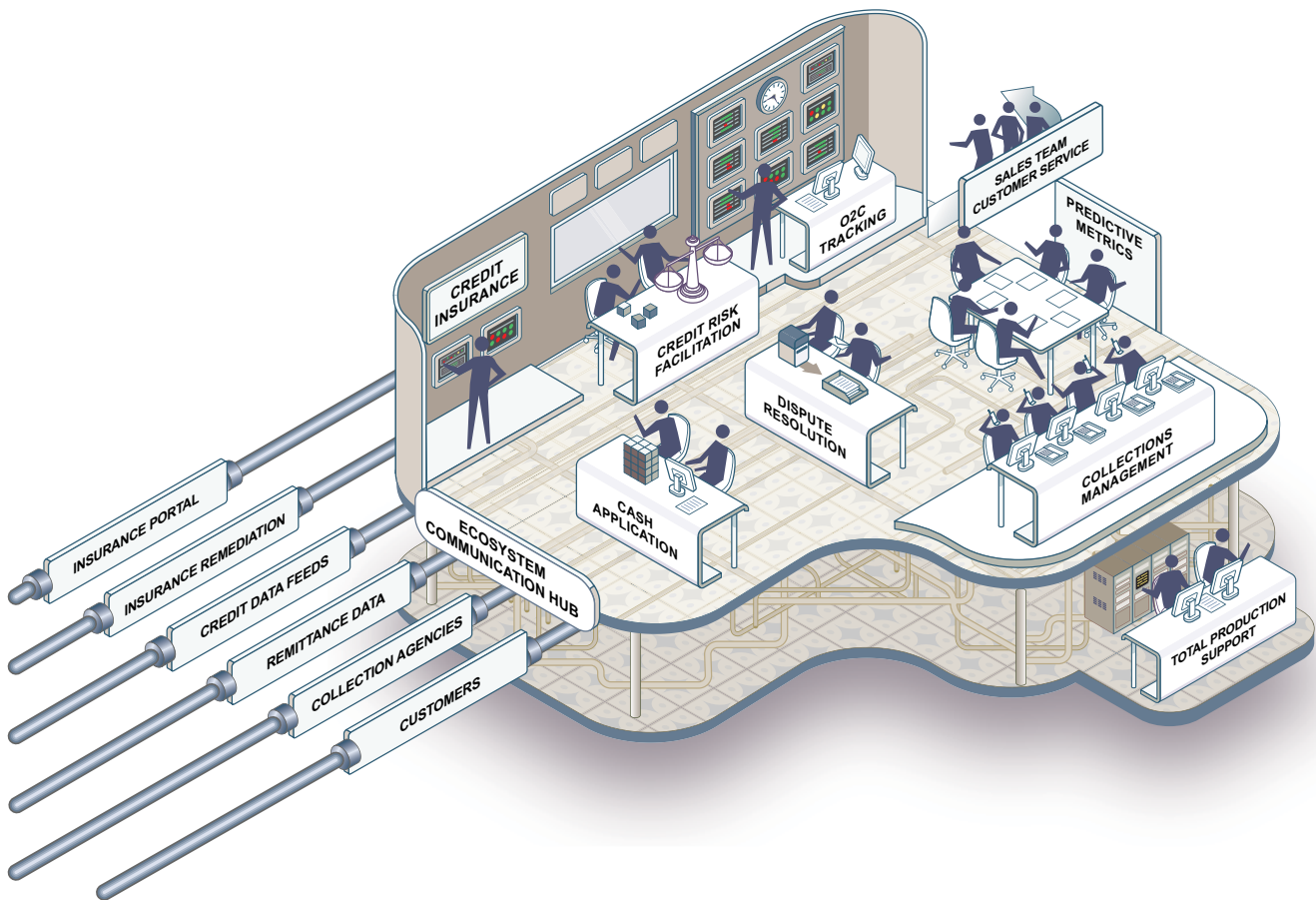
SUNGARD AVANTGARD RECEIVABLES

GETPAID
Enterprise Edition

Comprehensive Order-to-Cash Management

Companies increasingly view the management of working capital, particularly accounts receivable, as an important measure of a company's financial health. Historically, these operations have been highly inefficient as a result of the lack of integrated systems 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 Receivables GETPAID drives automation, workflow and collaboration across the order-to-cash cycle, with detailed analysis and reporting capabilities for decision support.



Order-to-Cash Management: Credit Risk, Collections, Dispute Resolution, Cash Application

Improve the efficiency and effectiveness of managing accounts receivable with workflow automation technology. AvantGard embeds policy and automates processes for management of corporate credit risk, collections, dispute resolution, and cash application.

- » Credit facilitation, scoring, data management & automated account reviews
- » Collections management with automated work queues & mass correspondence
- » Dispute resolution with auto-assignment, notification, tracking & escalation
- » Cash application / auto-cash processing in real-time

Collaborative Portals for Customers, Service, Sales & Operations

Portal access for customers, service, sales and operations can improve coordination, reduce processing time, decrease operating costs and enhance customer service.

Management Dashboards & Reporting

A centralized repository helps companies monitor performance, track adherence to policy such as Sarbanes-Oxley, gain visibility to corporate credit risk, and perform cash forecasting.

KEY BENEFITS OF AVANTGARD RECEIVABLES

Mitigate Corporate Credit Risk

AvantGard helps companies to assess and control corporate credit risk. Organizations can keep tight control on risk, closely monitor paying habits and routinely evaluate exposure.

- » Dynamically adjust collection practices based on corporate credit risk
- » Improve credit decisions with custom credit scoring
- » Ensure compliance to Sarbanes-Oxley with automated credit reviews

KEY CHALLENGES:

- High DSO / poor cash flow
- Lack resources / low productivity
- Disparate systems & processes
- High volume of write-offs / disputes
- Require compliance

AVANTGARD GETPAID SOLUTION:

Embed policies to drive automation and workflow across the order-to-cash cycle.

Consolidate and centralize data for improved visibility and collaboration.

BENEFITS

- Increase cash flow / lower DSO
- Reduce past due A/R
- Mitigate corporate credit risk
- Increase staff productivity
- Decreased dispute volume / cycle time
- Decrease bad debt expense
- Gain visibility / improve forecasting

Increase Cash Flow / Lower DSO

Managing collections without an automated system is time intensive and ineffective. AvantGard expedites the process with a strategic engine to automate processes and workflow.

- » Strategically segment customers and apply collection strategies
- » Automatically build collector work queues for maximum productivity
- » Increase customer contact with mass correspondence

Lower Operating Costs

Companies that use an integrated approach to Order-to-Cash management reduce error and increase productivity. Companies can maximize their investment in time, capital and resources.

- » Minimize time spent on manual credit, collection, dispute, and cash application activities
- » Increase productivity with automated work queues for collectors, resolvers & cash appliers
- » Leverage existing data to improve efficiency & effectiveness

Reduce Bad Debt Expense

For many companies, managing and quantifying deductions, disputes, charge backs and claims is difficult. Companies that use automation can expeditiously route & resolve disputes.

- » Automatically identify and assign ownership of disputed transactions
- » Systematically track and escalate unresolved disputes
- » Facilitate collaboration between customers, sales, operations, service and finance

Enhance Customer Service

By incorporating online portal access for customers, sales, operations, service and finance, companies can improve productivity, decrease operating costs and enhance customer service.

- » Allow customers to download duplicate invoices and proof-of-delivery data
- » Facilitate communication and expedite processing of disputes
- » Improve efficiency with centralized repository of data & real-time cash posting

FULLY INTEGRATED ORDER-TO-CASH MANAGEMENT

Credit Risk Management

Improve visibility of corporate risk, expedite decisioning, identify revenue opportunities, reduce bad debt expense, and manage adherence to regulatory compliance.

- » Automate Credit Reviews
- » Generate Custom Score Cards
- » Track Behavior / Statistical Modeling
- » Incorporate Third Party Data
- » Adjust Collection Strategies
- » Dashboard Risk Alerts
- » Online Credit Applications
- » Visibility to Total Exposure
- » Risk Mitigation

Strategic Collections

Automate processes and drive workflow to improve productivity and collections effectiveness; automatically prioritize activities, build work queues and send mass correspondence.

- » Strategy Engine Triggers Events
- » Automatically Build Queues
- » Single 'Power Screen'
- » Send Mass Correspondence
- » Link to External Systems
- » Flexible Configuration
- » Enter Notes / Promises to Pay
- » Integrated Dispute Resolution
- » View Account Details

"After we implemented AvantGard Receivables, we lowered our DSO, decreased past due A/R, and reduced our bad debt reserve by 20%,"

Bill Uhrich, director of corporate credit at Dresser, Inc.

Collaborative Dispute Resolution

Facilitate enterprise collaboration with a fully integrated dispute management solution that allows companies to establish standard routing, escalation, and approval processes.

- » Automatically Identify Disputes
- » Assign & Notify Owners
- » Highly Configurable
- » Track & Escalate Disputes
- » Monitor Dispute Data
- » Root-cause Analysis
- » Create Customer Level Disputes
- » Disputes on Closed Invoices
- » Sales/Service Portal

Online Customer Self-Service/Electronic Invoice Presentment & Payment

Improve customer relationships with an online customer self-service portal; offer the ability for customers to communicate with credit, sales, and customer service in real-time.

- » Obtain Electronic Invoices Copies
- » Access Proof-of-Delivery
- » Identify Issues/Disputes
- » Mark Promises to Pay
- » Electronic Payments

Coordinated Cash Application

Improve productivity with real-time cash application, integrated with collections, dispute resolution, and a customer self-service portal; leverage existing data in to increase accuracy.

- » Accept Electronic Remittance
- » Customer Level Thresholds
- » Exception Processing
- » Detect & Route Shortpays
- » Leverage Promises/Disputes
- » Real-time Collections Visibility

Management Dashboards, Reporting & Analysis

Track performance, monitor risk exposure, perform cash forecasting and gain visibility to root-cause analysis with online dashboards, detailed reporting and analysis tools.

- » Cash Forecasting
- » Projected vs. Actual Receipts
- » Resource Tracking
- » Collections Effectiveness
- » Dispute Cycle Time
- » Root-cause Analysis
- » Credit Risk Warnings / Alerts
- » Top X Customer Analysis
- » Portfolio Analysis



AvantGard Proven Implementation Methodology

The AvantGard Engagement Management Life Cycle (EMLC) Implementation Methodology was developed in order to deliver quality receivables management solutions and services, as well as an on time and on budget project.

The methodology not only defines the primary processes and associated deliverables, but also specifies the overall implementation infrastructure, such as project management techniques and tools, data collection requirements, project reporting standards, and training goals.

Advanced Technology to Support Enterprise Deployment

AvantGard is a zero-client, J2EE solution offering high availability. The solution can interface with any ERP or A/R system(s) available whether custom built or commercial. AvantGard can be deployed in various IT environments and business models including centralized, decentralized and shared service centers:

- » Multi-Currency / Lingual
- » Support for Unicode
- » Contact Language Settings
- » Global/Company Administration
- » Multiple Data Feeds
- » Rolling System Updates

The AvantGard Global Services Organization offers ongoing maintenance and support services including technical support, sponsored user group meetings and on site optimization reviews. The optimization reviews help companies maximize their investment in technology using benchmarking data and usage guidelines.

SunGard's Approach to Cloud Based Delivery: Leveraging a Private & Secure Platform

AvantGard Receivables is a comprehensive web based solution that manages the entire order-to-cash cycle. The solution is delivered via flexible deployment options offering companies rapid deployment with lower total cost of ownership - via the SunGard Infinity platform.

Implementation Services:

- » Project Planning / Process Consulting
- » System Configuration / Deployment
- » System Testing & Validation
- » Admin / Technical / End-user Training

Technology:

- » Web-based, Zero-Client, J2EE Compliant
- » High Availability
- » Global Administration
- » Integrated with 30+ ERP and AR Systems
- » Pre-built SAP Interface

Support Services:

- » Technical Support
- » Follow-up Training
- » International User Group Meetings
- » Focus Groups
- » Online Technology Briefings
- » System Optimization Reviews
- » System Updates

www.sungard.com/avantgard

For more information, contact us at avantgardinfo@sungard.com

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