



ALFA LAVAL CENTRALIZES EUROPEAN CREDIT OPERATIONS & IMPROVES DSO

Alfa Laval is a leading global provider of specialized products and engineered solutions. The company helps its customers heat, cool, separate and transport products such as oil, water, chemicals, beverages, foodstuffs, starch and pharmaceuticals. They operate out of 15 countries but have 64,000 customers (European sales companies) in over 100 countries. In 2006, their order intake was SEK 24,018. They operate in a decentralized environment with multiple in-house ERPs allowing them to migrate to a shared services center environment.

"Because we operate in multiple countries throughout Europe, we have to manage our receivables in multiple languages and multiple currencies. AvantGard provided us with the capability to automate our workflow processes while accommodating our language and currency requirements. The solution connected to our decentralized in-house ERP system and helped us gain visibility and control into our receivables across Europe. As a result, we were able to reduce our past-due Accounts Receivable by 42% in six countries within the first six months after implementation."

- Pertti Metsälä, IT Responsible, Shared Services IT/IS

ALFA LAVAL

Industry: Manufacturer
System(s): Multiple In-House ERPs

Environment: Decentralized
Locations: Europe

PROBLEM: Alfa Laval was managing their receivables in 14 countries across multiple ERP systems, in multiple languages and in multiple currencies. In addition, many of their processes were manual and they lacked cash flow visibility and control.

SOLUTION: AvantGard Receivables

RESULT: Alfa Laval first implemented AvantGard in two countries and then rolled it out throughout Europe. They now use the solution in fifteen countries. They have gained visibility and control into their receivables and have improved productivity without increasing headcount.

- > Lowered DSO in the United Kingdom 65 days to 52 days within the first six months;
Achieved similar DSO results in five other countries
- > Reduced past due A/R by 42% in the United Kingdom within the first six months;
Achieved similar past due A/R results in five other countries
- > Increased productivity while maintaining headcount

email: avantgardinfo@sungard.com **website:** www.sungard.com/avantgard