

SAP NOW 2019

A new approach for Treasury Analysis & Liquidity Status Reporting

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“We are a modern multinational pharmaceutical and chemical company...”

...founded on the heritage and values of an innovative Italian family-owned enterprise”



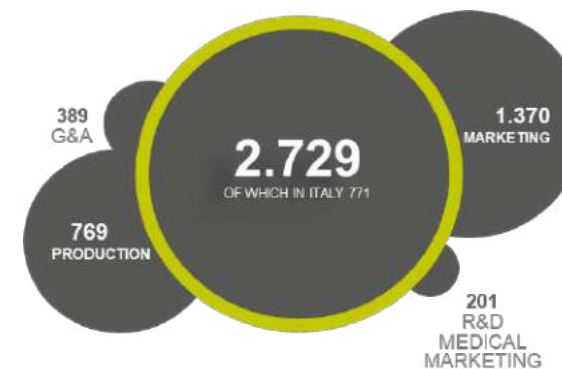
ABOUT US



HIGHLIGHTS

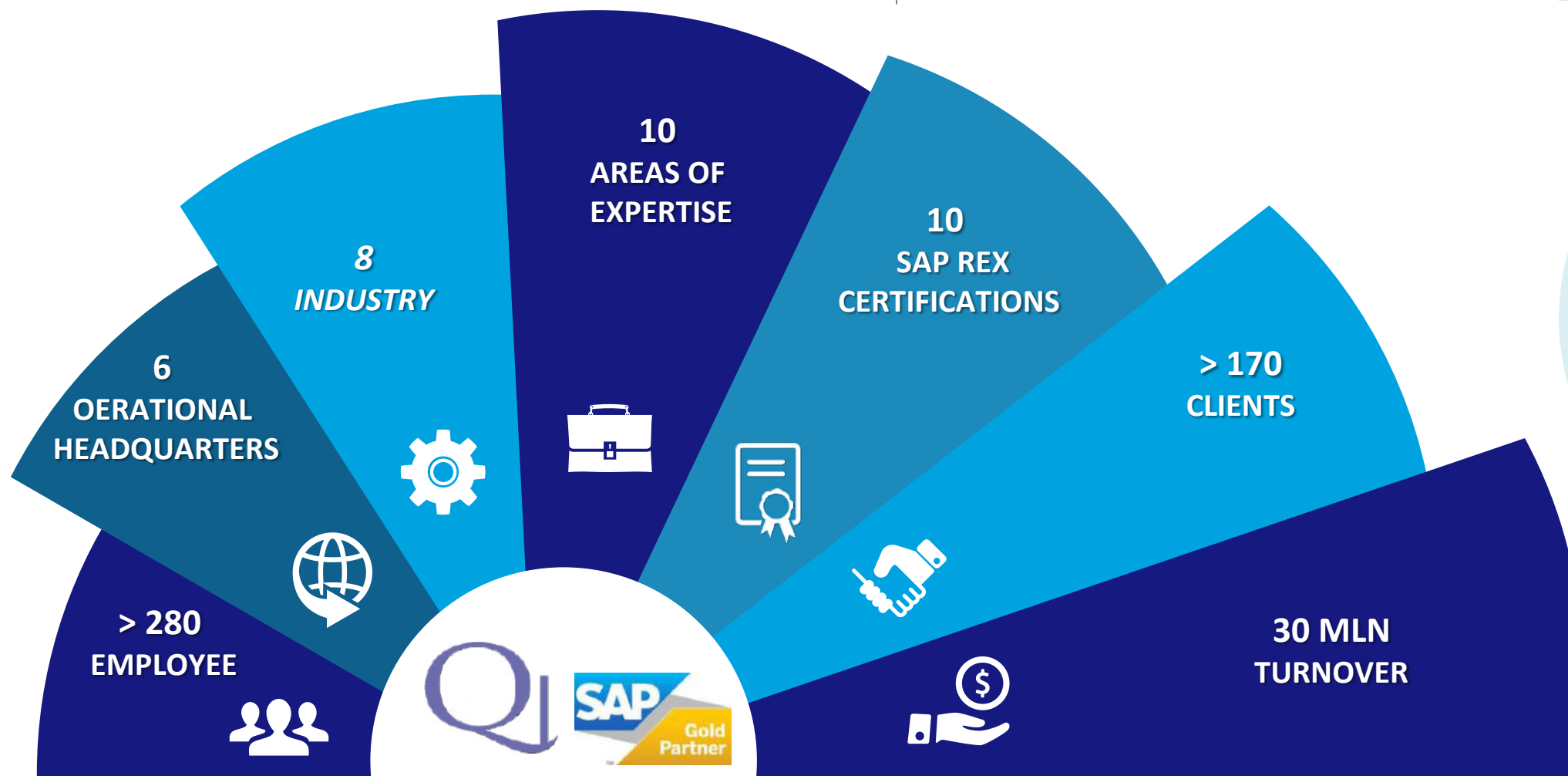


Zambon people around the world



ABOUT US

QINTESI GROUP



COMPANIES

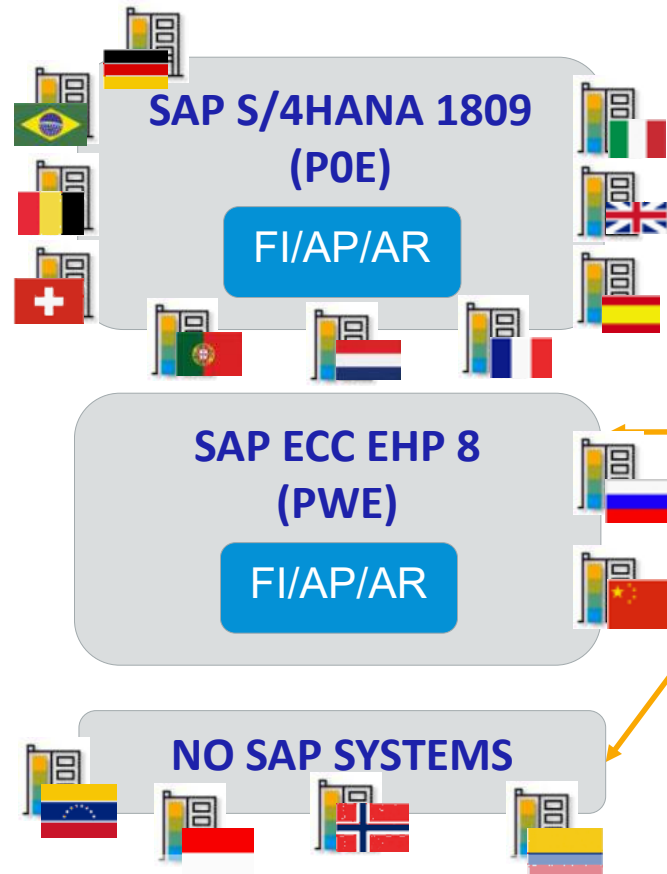


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Milano – 16 Ottobre 2019

Qintesi - Uso interno - Riproduzione vietata

THE STARTING POINT



Central Treasury Workstation

- **Intercompany Financing**
Intercompany loans & overdraft balances
- **Netting**
Gain control on I/C settlements
- **Cash & Liquidity Management**
Cash pooling, liquidity management and internal bank statements
- **Centralized payment**
Allow full control over external payments
- **SWIFT**
Bank data exchange channel



Today

- ✓ Best practice Treasury processes in place
- ✓ Corporate Treasury organization established
- ✓ Bank connectivity simplification via SWIFT

Tomorrow

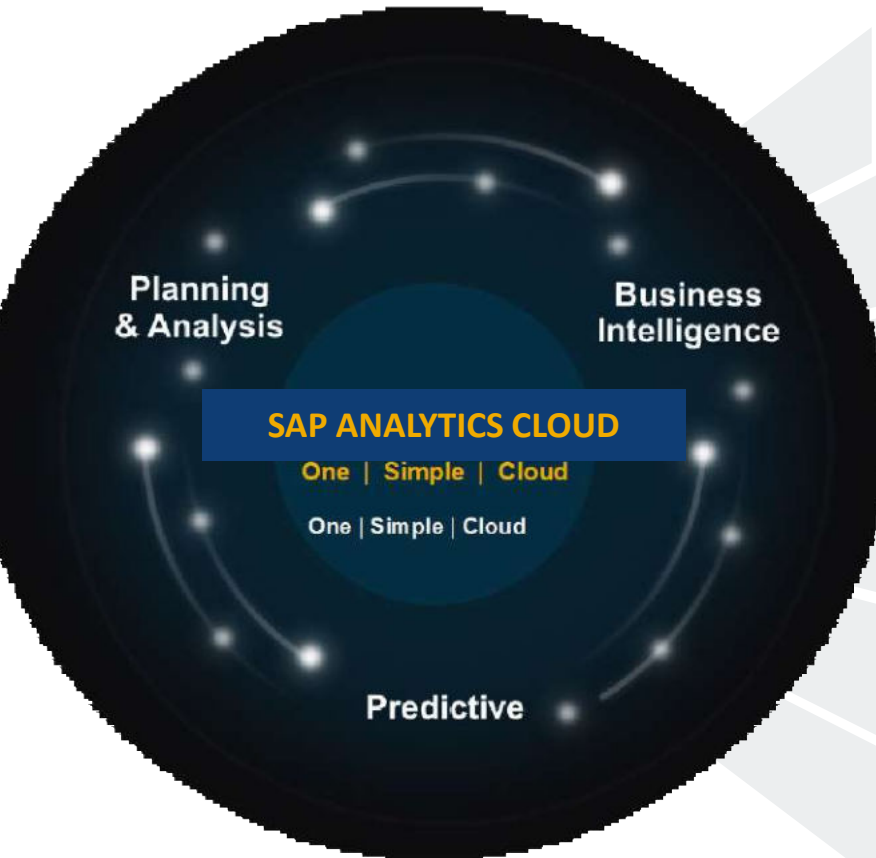
- ✓ Payment Factory (PoBo)
- ✓ Reporting data simplification and full Zambon group data visibility

BUSINESS CHALLENGE

BUSINESS CHALLENGE



Despite the advantages deriving from the new system architecture, there are still several **“hand-crafting” activities** for reporting of Treasury process, causing **unwanted operational costs**



Integrate Treasury Reporting Package in an **Integrated**, enterprise-wide information management solution serving as a **single point of truth** for Treasury data.

Possibility to retrieve data from **different sources**, create compelling data visualizations and run **ad-hoc reports**.

Simplify, standardize and harmonize the Treasury Management reporting technology, data and processes

Use Reporting tools **anywhere** and on any **device**

No more **unnecessary communication, coordination efforts** and **iterative processes** for report preparation

No more **Time consuming activities for data retrieving and audit trail** between the information on a report and the underlying data source



SOLUTION PROPOSAL

SAP ANALYTICS CLOUD



A new level of intelligence was introduced with **SAP Analytics Cloud** to support Treasury Department business requirements in developing a **Reporting package for Treasury purposes**.

Only analytics solution to bring together BI, Planning, and Predictive in the cloud.

Smart features deliver insights with embedded machine learning – no data scientist required.

Get insights wherever you are with analytics available on any device.



Smart Discovery

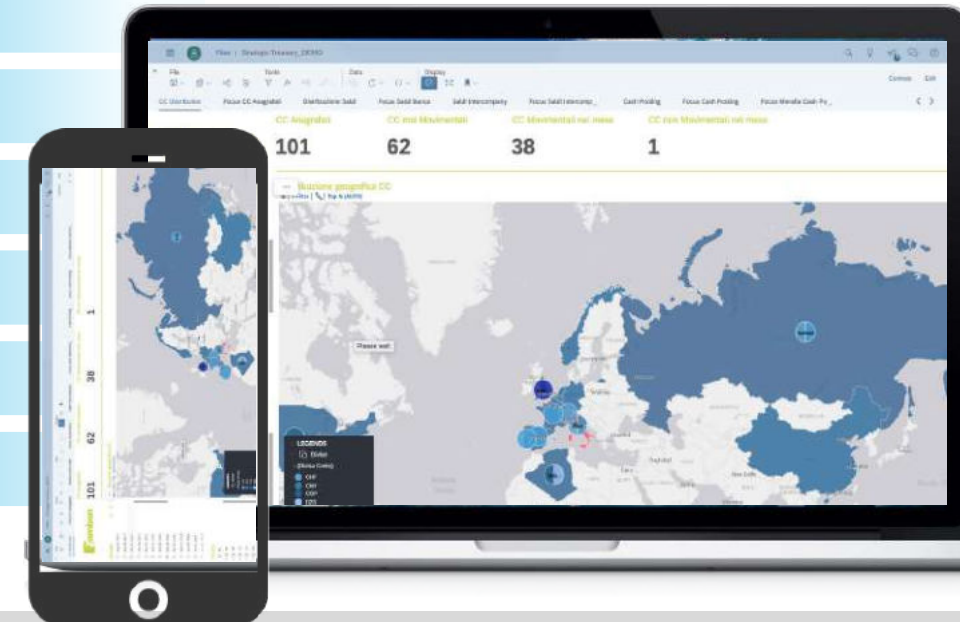
Search to Insight

Smart Insights

Time Series Forecasting

Smart Grouping

Smart Transformation



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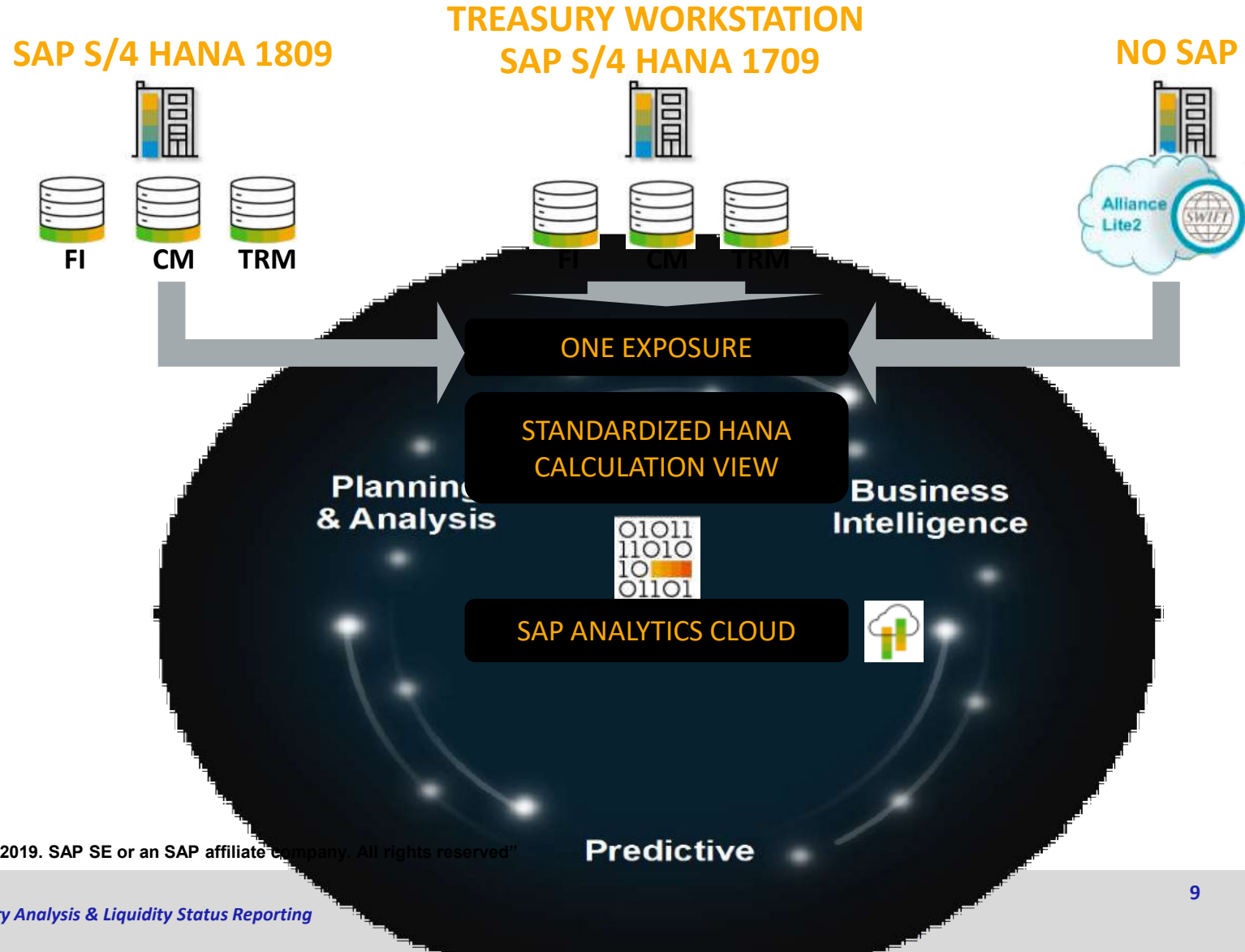
SOLUTION PROPOSAL

DATA INTEGRATION, PROCESS STANDARDIZATION AND AUTOMATION



Key elements of SAC Solution

- Real Time View:** Monitoring major treasury risk and finance KPIs on a real-time basis
- Connectivity:** Bring Analytics to the data and not necessarily data to analytics. A very important capability here is the live connectivity.
- Simplification:** Instead of a variety of treasury reports, only one standardized data cube is used.
- Story Experience:** Visualize data with state of art visualization features and with out of the box geospatial capability – anywhere and on any device.
- Decrease of “hand-crafting” activities:** Manual mapping effort as well as manual data preparation for different reports has been decreased significantly.
- Consistent database:** A treasury reporting platform features a data management concept and fitting workflows which ensure that data is provided and stored in a consistent and harmonized way.



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Overview of Bank Master Data breakdown by:

- ✓ Geographical Distribution/Entity
- ✓ Counterparty
- ✓ Currency
- Active Bank Accounts
- Bank Accounts not used
- Active bank accounts with no movements



TREASURY MASTER DATA

Overview Group Liquidity: Breakdown by:

- ✓ Geographical Distribution/Entity
- ✓ Counterparty
- ✓ Currency
- Liquidity Flows over time
- Trapped Cash
- Average Bank Balances



LIQUIDITY OVERVIEW

SAP ANALYTICS CLOUD
One | Simple | Cloud

Predictive

- Cash Flow Analysis
- *Analysis on Cash Pooling structure:*
 - ✓ Movements on CP Accounts breakdown by Counterparty/Liquidity Item
 - ✓ Movements on Subs Accounts NOT in CP breakdown by Counterparty/Liquidity Item
- Intercompany Balances
- Foreign Currency Net position



CASH FLOW ANALYSIS

- Number of payments breakdown by
 - ✓ Period
 - ✓ Entity
 - ✓ Counterparty
 - ✓ Bank Account
 - ✓ Currency
 - ✓ Payment Method



BANK RELATIONSHIP



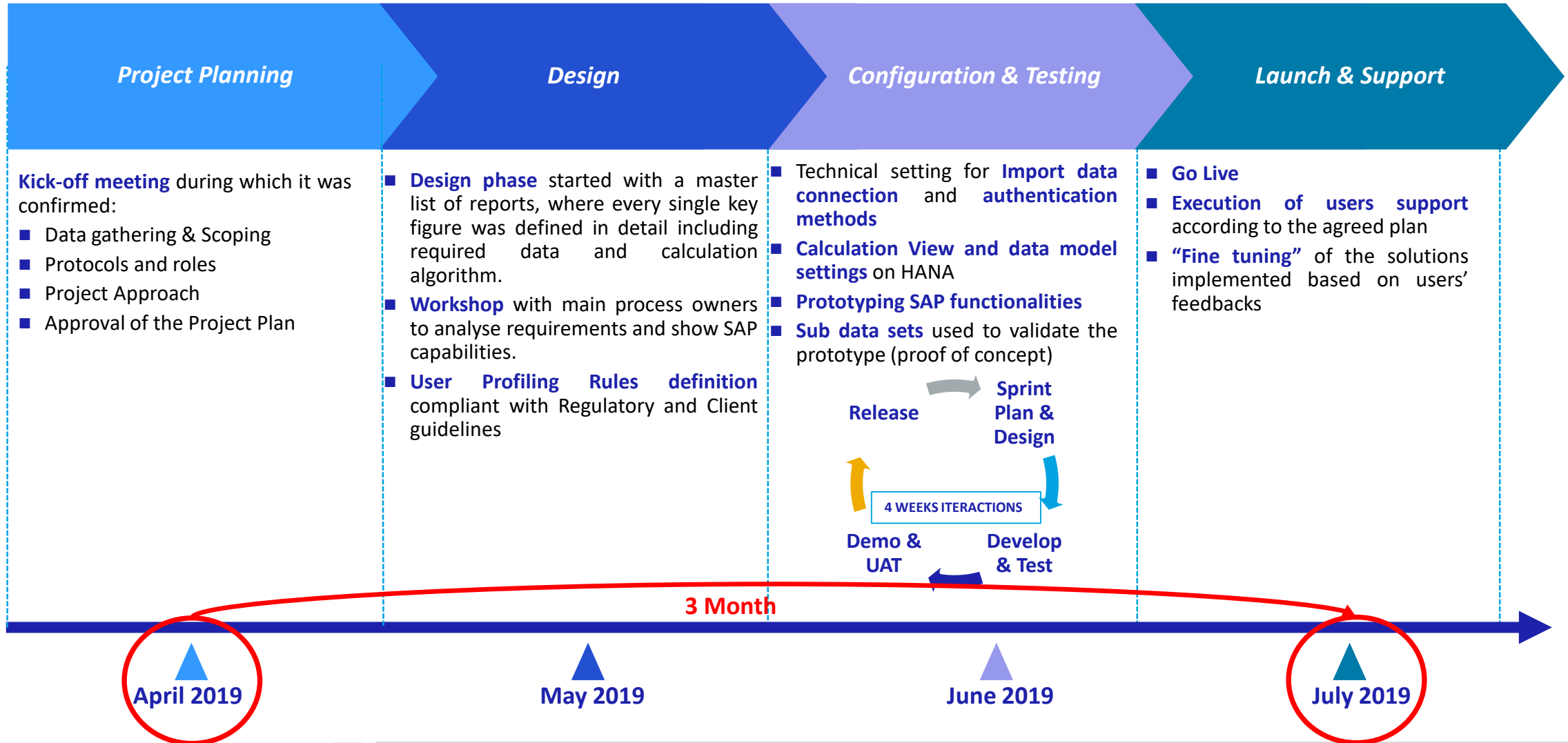
* Data Retrieved from DEMO system



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PROJECT APPROACH

PROJECT APPROACH & TIME LINE



SUCCESS FACTORS

SUCCESS FACTORS



1 **Vision and strategy:** clear view of corporation's treasury needs and goals

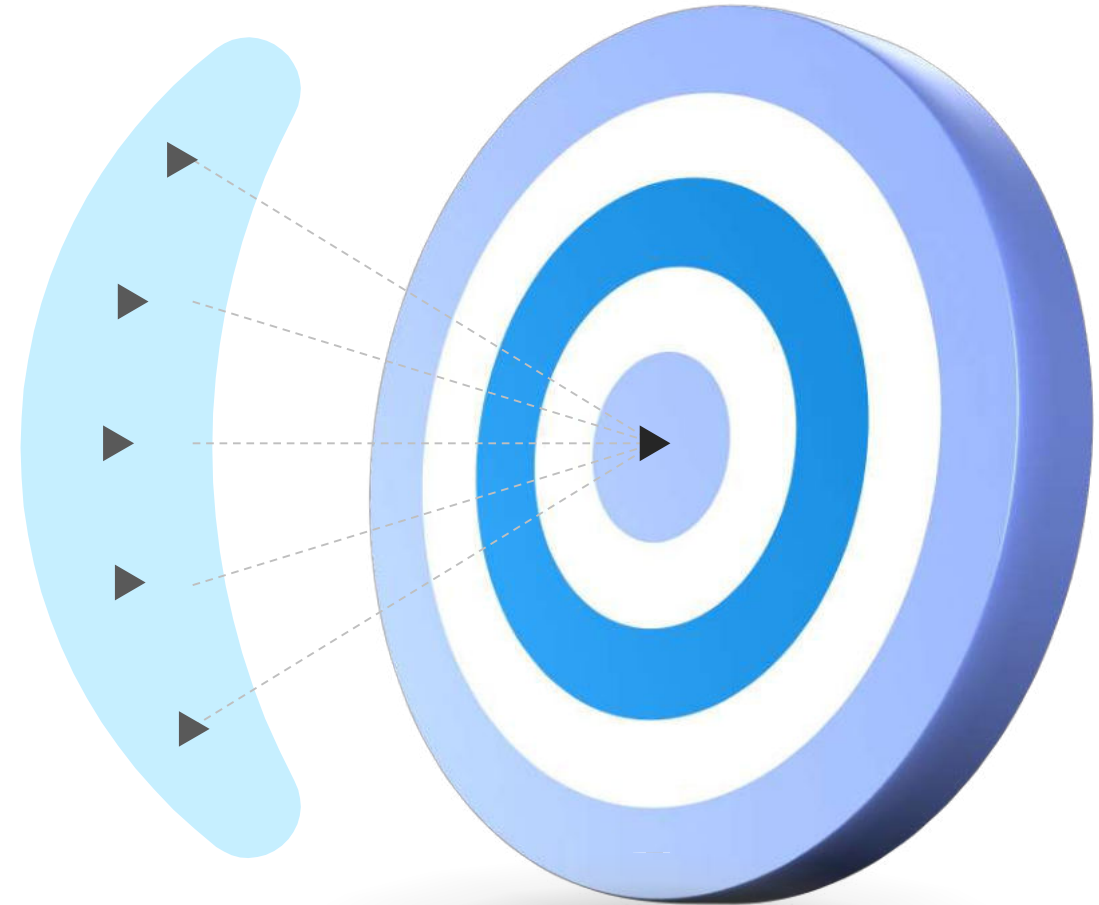
2 **Faster Provision** of first **deliverables**

3 Continuous **management** of **expectations** and **feedback**

4 **Early disclosure of Technological issues** to guarantee Import data connection/Authentication Data Connection

5 **Prototype Approach & Calculation view standardization** to guarantee a standardized data cube also for further Treasury Reporting

6 Engaged Qintesi **from start** (assessment) **to the end** (implementation)



Con oltre **210 dipendenti** Qintesi eroga **servizi di Management Consulting** e di **System Integration**, offrendo ai Clienti soluzioni innovative.

Qintesi è **Gold Partner SAP** con la qualifica di «Service Partner» e «Build Partner»; ha ottenuto differenti riconoscimenti da SAP: fra cui sei **Service Authorizations** : cinque **Solution Service Authorizations** in SAP Analytics, SAP Business All-in-One, Database and Data Management, SAP HANA e SAP S/4HANA; una **Build Authorization** in On-premise e ben **dieci certificazioni SAP REX**, tra cui due di **Industry** – Insurance ed Engineering & Construction – e, tra le prime in Italia e a livello EMEA, su S/4HANA, SAP HANA e SAP Real Estate Management. Ha realizzato alcuni tra i primi progetti a livello europeo di migrazione a SAP S/4HANA su piattaforma Google Cloud Platform.

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