

October 17, 2011, 8am – 12pm
Ft. Lauderdale, FL

Agenda

8:00 – 8:50 am

Automate Credit Decisioning with SAP FSCM Credit Management

- *Sashi Narahari (CEO, HighRadius)*

Learn how SAP FSCM can be customized to automatically integrate Credit Data from disparate sources such as Credit Bureau Reports, Customer Financials and Payment History into a configurable scoring model within SAP. Also, learn how to streamline Credit Management Processes such as Credit Limit Approvals, Periodic Credit Reviews, and Alert-based Credit Reviews.

Break

9:00 – 10:20 am

LIVE! Dispute and Collection Management Case Study: Oxford Industries

- *Mike Scott (Director of Credit, Oxford Industries)*
- *Shawanda Peavy-Butts (Senior Collection and Accounts Receivable Manager, Oxford Industries)*

Learn about Oxford Industries' implementation of SAP FSCM Dispute and Collections Management including a **LIVE** demonstration of their system. They will show examples of how their system is configured, provide a review of the overall project, and highlight some lessons they learned from the implementation process. There will be an opportunity for Q&A

Break

10:30 – 11:20 am

5 Lessons Learned Across 20+ SAP FSCM Implementations

- *Sashi Narahari (CEO, HighRadius)*

Learn how to perform certain critical planning efforts such as Cost Benefit Analysis, out-of-the-box implementation vs. advanced business transformation trade-offs and technical considerations. Learn about how best to structure the project team, the do and don'ts during the actual project and key blueprint design decisions that can save you thousands. A checklist of typical FSCM enhancements commonly encountered will be reviewed as well. Learn about how you can pro-actively plan for post go-live activities to increase user adoption and minimize stabilization issues.

Break

11:30 – Noon

Open Forum

Session to discuss questions submitted by the CRF SAP group in advance, as well as questions that have been submitted via the SAP FSCM LinkedIn Group.