



Trust. Empower. Deliver.

Credit Decision Accelerator for Global Receivables Management

Strengthening the Indispensable Link in the IT Supply Chain

How HighRadius assisted Tech Data to achieve an intelligent global workflow for credit decision making and achieved a 120%+ efficiency improvement on credit reviews

*We had a global solution with efficiencies of one system which enabled integrated external reporting, automated credit scoring, credit monitoring and currency conversion for financial statements.*

Mary Ann Blackmore, CCE  
Sr. Manager – Credit Services, Tech Data

Solution Deployed



Challenges in Standardizing Global Credit Management

- ☐ **Disconnected systems**  
North America & Europe were on different Credit Management processes and there was absence of a global credit management workflow
- ☐ **Issues with existing legacy systems**  
Interaction between multiple legacy systems posed a serious roadblock. Moreover, they needed continued IT investment and support.
- ☐ **Manual, non-standard work**  
For credit scoring, data was aggregated manually. There were no-standard workflows for escalation. The system demanded large manual efforts with a semi-automated process

About Tech Data

Tech Data Corporation, currently ranked #108 in Fortune 500, is one of the world's largest wholesale distributors of technology products, services and solutions with \$35 Billion annual revenue and 43 years of experience. Its advanced logistics capabilities and value-added services enable 125,000+ resellers in more than 100 countries to efficiently and cost-effectively support the diverse technology needs of end users.

Receivable Landscape

For Tech Data, business credit management was essential for the ever-expanding business requirements. However, along with credit comes 'risk.' Insurance availability was experiencing a crunch and associated costs were on a constant rise. There was an imminent need for a Centralized Credit Management system.



**Credit Decision Accelerator for Global Implementation**

**Results Across the Board**

The SAP Credit Management module augmented with the added functionality provided by HighRadius’ Credit Decision Accelerator enabled Tech Data to move towards one global template for Credit Management across North America & Europe.



**Credit Department’s  
Efficiency  
Improvement**



**Increased  
productivity  
achieved every  
month**



**Recurring Savings  
with an annual  
impact in North  
America**

**About the solution**


- 1** Tech Data Europe was already using SAP – but lacked centralized credit reporting in the region. North America had credit reporting but were not on SAP. Both North America and Europe moved to SAP and migrated credit processing to SAP Credit Management module.
- 2** Built on SAP NetWeaver the Credit Decision Accelerator provided real-time data integration and automation for credit decisions.

**Features**




One template, one solution; for operations in all reporting regions

**Global  
Solution**



Automated credit scoring based on payment behaviors, risk scoring and customizable credit models

**Credit  
Scoring**



Smart, customizable workflows for delegation of credit approval and smooth credit monitoring operations

**Credit  
Monitoring**



Automated Aggregation of all necessary credit rating reports from agencies

**Integrated  
External Reports**