



Strengthening an Essential Link in the IT Supply Chain

How HighRadius helped Tech Data 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, Sr. Manager Credit Services, Tech Data

Company Overview

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 more than 125,000 resellers in over one hundred countries to efficiently and cost effectively support the diverse technology needs of end users.

Receivables 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.

Challenges in Standardizing Global Credit Management

Disconnected systems :

North America Europe were on different Credit Management processes, and there was no 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.

COMPANY

TechData

INDUSTRY

Computer Hardware

REGION

North America

REVENUE

\$36.8 Billion

PRODUCTS

EIPP Cloud

BENEFITS

- ✓ 120% Efficiency Improvement in Credit Department
- ✓ \$160k Annual Recurring Savings
- ✓ Increased Productivity Every Month



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 toward one global template for credit management across North America & Europe.

120% ↑
Credit Department's Efficiency Improvement

300% ↑
Increased productivity achieved every month

\$160K ↓
Recurring Savings with an annual impact in North America

About the Solution

Tech Data Europe was already using SAP but lacked centralized credit reporting in the region. North America had credit reporting but was not on SAP. Both North America and Europe moved to SAP and migrated credit processing to the SAP Credit Management module.

Built on SAP NetWeaver, the Credit Decision Accelerator provided real time data integration and automation for credit decisions.

Features

Global Solution

One template, one solution for operations in all reporting regions

Credit Monitoring

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

Credit Scoring

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

Integrated External Reports

Automated Aggregation of all necessary credit rating reports from agencies