



Settlement processes in brokerage operations are complex and time-consuming. It is essential for organizations to post invoices correctly and credit commissions and bonuses to accounts. Companies must make payments quickly and smoothly. If you work in pooled payment or central billing in wholesale distribution and want to process settlements between customers and suppliers swiftly and reliably, the mySAP™ ERP solution can help.

## SAP Solution Brief SAP for Wholesale Distribution

# FAST, EFFICIENT, AND RELIABLE – POOLED PAYMENT AND CENTRAL BILLING

Companies are expanding their sales and purchasing networks worldwide. As a payment agent, a company can offer these networks to other companies, thereby acting as an intermediary between vendors and customers. But these transactions between third parties are complex. So you must be able to guarantee the integration of the document flow, from incoming invoices for logistics through the financial transaction. The mySAP™ ERP solution, part of the SAP for Wholesale Distribution solution portfolio, can help you execute settlement and invoicing processes automatically – both in your own company and on behalf of others.

### **Pooled Payment: A Complex Business**

In a pooled-payment process, a trading company may settle invoices between suppliers and customers, for example. The supplier sends the goods and the invoice to the customer. At the same time, the trading company, acting as the payment agent, receives a copy of the invoice, creates the payment request, and processes the payment. The company receives a commission for this service. Irregularities, such as not enough information about previous or upstream transactions, can frequently impede the process. The trading company must make settlements on specific dates and must often consider many commission and contract rules.

You must consider all these aspects of the process. Because mySAP ERP shows a transaction among the supplier, customer, and agent in a single document, you can view data, prices, and conditions at a glance. You can summarize the agency documents in lists and transfer them in bundles to the financials component of mySAP ERP, where they are settled quickly.

You can also combine individual commission settlements in a remuneration settlement. mySAP ERP posts individual conditions automatically, using a list of due dates. It shows ad hoc commissions and supplier debits in the vendor billing document, which you can use to settle expenses with different partners in import and export business. You can even predict income from an agency transaction by using the integrated profit-simulation functionality.

### **Automated, Central Payment Processing**

Companies can also manage central billing and invoicing, such as for deliveries from more than one branch of an organization. With mySAP ERP, you can settle receivables and credits from individual contracts between customers and suppliers on a regular or variable basis. Even if there are additional settlement stages, you can update the data easily. The software needs no master data, transaction data, or preceding documents, such as orders. This simplifies your brokerage. The solution also automates settlements and commission payments.

### **Integration with Flexibility**

With mySAP ERP, you can perform tight, lean settlement processes. The agency business software in mySAP ERP transfers payment instructions directly to the financials component of mySAP ERP in bundles. You can combine document types to use individual process types and variants with ease. In addition, the process sequence is not fixed. This flexibility means you can use the solution for many purposes, such as credit card management. You can also automate your payment transactions and deal with even large data volumes quickly and reliably.

With mySAP ERP, you can automate the following activities:

- Brokerage
- *Del credere*
- Pooled payment
- Central billing

SAP for Wholesale Distribution, with mySAP ERP, is particularly suitable for the following organizations:

- Trading companies
- Franchise companies
- Brokerage companies
- Purchasing associations
- Payment agents
- Import and export companies
- Collaboration centers for purchasing communities
- Companies that regulate complete payment processes
- Collections agencies and credit card companies

To find out how mySAP ERP can enhance pooled-payment and central-billing processes, visit us online at [www.sap.com/industries/wholesaledistribution](http://www.sap.com/industries/wholesaledistribution).

### **Powered by SAP NetWeaver®**

mySAP ERP is powered by the SAP NetWeaver® platform. SAP NetWeaver unifies technology components into a single platform, allowing organizations to reduce IT complexity and obtain more business value from their IT investments. It provides the best way to integrate all systems running SAP® or non-SAP software.

SAP NetWeaver also helps organizations align IT with their business. With SAP NetWeaver, organizations can compose and enhance business solutions rapidly using enterprise services. As the foundation for enterprise services architecture (ESA), SAP NetWeaver allows organizations to evolve their current IT landscapes into a strategic environment that drives business change.