



Pratt Industries Inc.
Conyers, Georgia
www.prattindustries.com

Industry
Mill products

Products and Services
Manufacture of corrugated packaging, recycled paper, and recycled packaging

Employees
>7,000

Revenue
US\$2.5 billion

SAP® Solutions
SAP® Analytics Cloud solution and the SAP Business Planning and Consolidation application

Turning Accounts Receivable Data into a Strategic Business Asset

Pratt – the world’s largest, privately held, 100% recycled paper and packaging company – wanted to automate its inefficient accounts receivable system. Having implemented the SAP® Analytics Cloud solution with VantagePoint, it now has prompt, accurate data that adds true value to its business.

Before: Challenges and Opportunities

- Migrate from a spreadsheet-based accounts receivable reporting system to a scalable and timely model
- Create a single source for up-to-date accounts-receivable transaction data that reflects all recent transactions
- Obtain reliable reporting and exception-based analysis and forecasting functionality with drill-down capabilities
- Improve management of past dues and the time-consuming, complex, cash-target-forecasts process

Why SAP and VantagePoint

- SAP Analytics Cloud solution for automatic data feeds as well as compatibility with SAP ERP Central Component and the SAP Business Warehouse and SAP Business Planning and Consolidation applications
- Cloud environment reducing the need for in-house IT resources
- Easy-to-use yet powerful solution with simple, quick visualization and personalized dashboards
- Ability to offer self-service, on-demand reporting

After: Value-Driven Results

- Enhanced forecasting capability, with quality data available for the treasury cash forecasting team
- Better business cash flow thanks to sales teams’ new understanding of the impact of payment terms
- Improved decision-making, with the ability to quickly visualize and compare financial statistics
- Eliminated past-due receivables equivalent to the cost to build another plant

“The excellent SAP Analytics Cloud solution supports our mission to be the best vertically integrated paper, packaging, and resource recovery company in the western hemisphere.”

Stephen Filreis, SAP Program Management Office, Pratt Industries Inc.



Featured Partner



<1 day

To complete the cash targeting forecast, down from a “best guess”

Immediate

Input of data as it is sourced

Improved

Days sales outstanding and past-due management