

# Digital Intelligence Operations

**Boost your financial control with enhanced compliance and performance**

**Trusted Ethical Company**

**High Performing BUs**

**Happy Investors**



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*Digital Intelligence Operations brings value in three key areas: brand protection, cost efficiency and investor satisfaction, achieved by putting our client's stakeholders at the heart of the solution.*

**Jean Christophe Ravaux**

Head of Business Transformation Services, Capgemini Business Services

## **The challenges of corporate reporting**

Does your business suffer from financial processes that vary across business units and locations, an inefficient process to close your books, or a lack of compliance and control that leads to fines, high audit fees and poor stock performance?

In today's fast-moving economy, a platform-based Record-to-Act (R2A) function can help business's align their financial processes for better business outcomes, streamline information and analytics – providing better visibility of financial statements – to ensure fast close of books, and deliver improved financial controls and compliance.

**People matter, results count.**

Digital Intelligence Operations is based on our EOAR methodology – four steps that deliver best-in-class outcomes with industry knowledge and assets:

- **Eliminate** – all unnecessary activities by addressing the cause and all excuses for waste and barriers to the services.
- **Optimize** – the processes and limit customization, and optimize the existing IT landscape to maximize its capabilities.
- **Automate** – using easily configured best of breed tools after standardizing processes.
- **Robotics** – deployed to the remaining manual activities, simulating the activities of a human operator.

## Putting your intelligence at the heart of our solution

By integrating your business, regulators and investors into a single, end-to-end function, your company can benefit from an enhanced R2A cycle through implementing our Digital Intelligence Operations offering.

Digital Intelligence Operations promises faster close at lower cost, better controls and compliance, lower audit fees, stronger relationships, and valued information and insights – all of which combine to deliver tangible business outcomes that include:

- **High performing business units** – Digital Intelligence Operations enables you to implement an increased number of innovative ideas across your business each year, as well as delivering greater adoption of standard reports and a higher Net Promoter Score (NPS).
- **Enhanced compliance** – Digital Intelligence Operations delivers increased compliance to your business at reduced cost, enhancing the strength of your brand and market reputation.
- **Reduced cost** – Digital Intelligence Operations delivers a high relative stock performance, less days to close and lower cost of capital, reducing your business's Total Cost of Ownership (TCO).

Delivering an end-to-end transactional service at every stage of your R2A cycle, our Digital Intelligence Operations offering enables you make better business decisions by accessing key, timely information through our Business Services App Hub and analytics platform. This, in turn, enables you to standardize and harmonize your financial processes across your entire enterprise.

## Best-in-class outcomes with industry knowledge and assets

Digital Intelligence Operations takes advantage of our proprietary Global Enterprise Model® (GEM), developed based on our experience of running R2A processes and knowledge of your industry, to deliver an optimal target operating model tailored to the needs of your company.

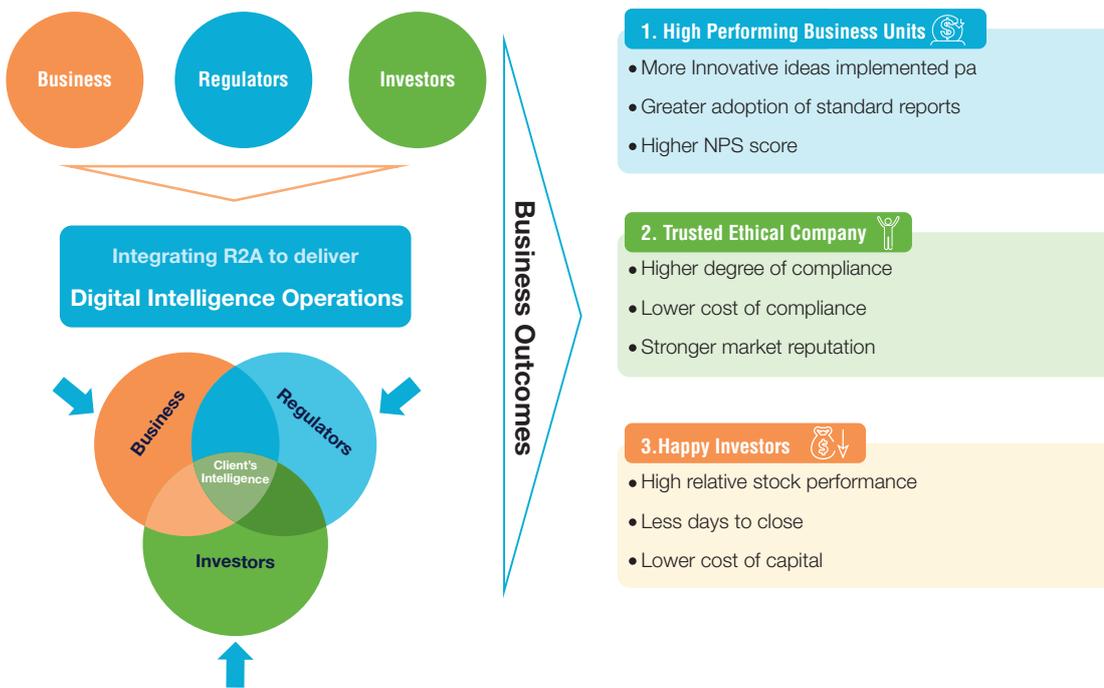
Digital Intelligence Operations's circular approach of Record ➡ Report; Analyze ➡ Act ensures that you get assured fast close through four steps:

- **Record accurate data** – prompt recording of all transactions for accuracy and completeness.
- **Report relevant information** – precise reporting of profit and loss, and risks in your balance sheet.
- **Analyze key insights** – balance sheet analysis and pre-close review.
- **Action outcomes** – timely interventions through balancing resources, highlighting risks and managing audits.

Our Digital Intelligence Operations offering is based on a number of different Capgemini assets that focus on different areas of your R2A cycle:

- **Trintech ReconNET** – automates over 90% of your company's transactional reconciliations, reduces write-offs and idle funds by over 50%, reduces your outstanding open items to less than 90 days, and is accessible 24/7/365 on mobile.

- **Tableau and Inspect** – carry out a 100% check on your payments with no reported duplicates, reduce the error rate to 0% on over 60 MDM types, validate 12,000 tax records on the daily basis and provide instant visual feedback on your data – all of this up to 100 times faster than other dashboards.
- **NetSuite** – as a global leader in Software-as-a-Service (SaaS) ERP/Financials, NetSuite reduces your infrastructure and software costs via SaaS deployment. NetSuite can deal with over 4 billion customer requests per month, over 2.2 million unique logins per quarter and experiences an average of 99.97% uptime.
- **Control Service Tower and SAP GRC** – provide a global view with the ability to drill down to transaction level details. Control Service Tower and SAP GRC reduce your exception report delivery timelines by 30%, enabling you to monitor your controls proactively, automate 90% of your data flows, provide 60 business objectives with over 200 reporting requirements on one client account, and can lead to up to 30% reduction in your annual audit and compliance cost.



## Why Capgemini?

Serving over 160 clients across the globe, our dedicated 3,700 R2A professionals, 500 qualified accountants and 400 tax specialists at our Analytics Center of Excellence take full responsibility and accountability for all your R2A processes to deliver deep transformation with insight and analytics to your company 24/7/365 in 38 languages.

Implementing Digital Intelligence Operations will enable you to:

- Deliver valued information and insights to your business, enabling you to implement more innovative ideas.
- Enjoy better compliance and controls and lower audit fees, resulting in higher overall customer satisfaction.
- Close your books faster at a lower service cost, resulting in a lower cost of capital and enabling you to create a strong platform for growth.
- Create stronger relationships with your investors and regulators, resulting in an enhanced market reputation for your company.

## Engineering a better close for Danfoss

### The situation

Danfoss, a global producer of refrigeration, air conditioning and building products, as well as solutions for renewable energy such as solar power and heat pumps, were suffering from a range of finance and accounting (F&A) challenges, including a lack of standardized general ledger processes and reconciliation process, a long lead time to finalize consolidated reporting, a lack of real-time financial information throughout the close process and entire cycle period, as well as a general lack of control and global visibility.

After initiating a competitive process to find a transformation partner to help them standardize their finance operations across geographies with best-in-class processes, Danfoss engaged Capgemini to transform their F&A operations, leveraging our familiarity with the company's processes and willingness to align to their vision, and extending our FAO transformation partnership that started in 2005.

### The solution

Capgemini's solution was to align and standardize Danfoss's (R2A) function leveraging our Global Enterprise Model® (GEM) to deliver transparent and high quality processes. A global closing calendar consisting of all milestones, global tasks and local tasks linked with Danfoss's closing and reporting deadlines was created, and a hard close process was implemented to enforce discipline. In addition, Capgemini selected world-class R2A tools, including SAP's Closing Cockpit and Balance Sheet Reconciliation tool for automation of reporting processes, and standard group reporting upload templates.

### The result

Our Digital Intelligence Operations solution has standardized 56 record-to-report (R2R) processes, aligning the scope for 34 of Danfoss's business entities and globally enforcing deadlines for all transaction types, and leading to faster close and reduced lead time by two working days.

Scan here to find out more about Capgemini's Digital Intelligence Operations offering



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### About Capgemini

With more than 180,000 people in over 40 countries, Capgemini is a global leader in consulting, technology and outsourcing services. The Group reported 2015 global revenues of EUR 11.9 billion. Together with its clients, Capgemini creates and delivers business, technology and digital solutions that fit their needs, enabling them to achieve innovation and competitiveness. A deeply multicultural organization, Capgemini has developed its own way of working, the Collaborative Business Experience™, and draws on Rightshore®, its worldwide delivery model.

Learn more about us at

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