Month End close cycle time reduction (MECR) (1/2)

Major Agri client's Month end closure cycle time took 5 WDs for Financial & Management book close and 10 WDs for consolidated business review meeting close

Customer pain point

- Data readiness and completeness
- Inefficient sequential tasks and reliance on manual processes
- Limitations in systems and poor integration creating significant roadblocks
- Lack of prioritization & Resistance to change
- Process complexities

Process Standardization + Intelligent Automation + ERP Optimization + Business Intelligence

Our unique solution

- Implemented standardizations in reports, templates & processes
- Rescheduling of deliverables to enable effective month close
- ERP leveraged to optimize its features
- Critical review of human interferences in the process was performed.
- Identified Automation platform
- Identified scalable solutions and replicated best practices
- Improved % of rule-based steps in processes
- Automation of intercompany accounting & reconciliation

Results delivered

- Financial & management book closure from WD +5 to WD +2
- Consolidated BRM close reduced from WD+10 to WD+4
- Eliminate **customer's pain point** of a protracted month close, empowering rapid, data-driven strategic insights for superior business control
- Enhanced accuracy & data integrity

COVERAGE

30+
Countries

10+
Business Units

100+
Entities

180+
Profit centers

10K+
Activities

Month End Close – Cycle time reduction initiative

MEC Activities	Levers	Technology	Earlier	Now	Days Reduced	Key Changes
Fixed Asset	Rescheduling/Automation	SAP, RPA	+1	-2	2	Capex Tracker Automation; Bar codes for physical asset count
Sales – Billing & delivery	Rescheduling/Automation	SAP, RPA	+3	-1	3	Automated billing process; Auto reversals of non dispatched sales invoices
Purchase - GRN	Rescheduling/Automation	SAP, Business Intelligence	+3	-1	2	Mobile GRN solution integrated with ERP for remote/upcountry locations
Physical v Book Stock	Standardization/Rescheduling/Automation	SAP, RPA	+2	-2	3	RPA to structure physical stock input data; optimized SAP functionalities
Vendor Invoice & Payment close	Rescheduling/Automation	SAP, RPA, ML/AI	+3	-1	3	'Touchless' Invoice processing; Duplicate identification tool
Outbound freight provision	Rescheduling/Automation	SAP	+3	1	2	Outbound freight process streamlined using SAP customization
AR - Cash application	Rescheduling/Automation	SAP, ML/AI, Business Intelligence	+2	+1	1	Auto Cash Application; Collections dashboard & predictive analytics
Payroll	Rescheduling/Automation	RPA	+2	-3	4	Automation of accounting entries from various payroll systems
Prepaid Amortizations	Automation	SAP	+3	-1	3	Optimized SAP feature for creating recurring entries
Allocations & Reclassifications	Rescheduling/Automation	SAP	+3	+1	2	Optimized SAP feature for Cost allocations
Direct Cost Accruals	Rescheduling/Automation	SAP	+3	+1	2	Automated DC provision in SAP; Pre-month end provision review
Fair Valuation / M2M	Automation	RPA	+5	+2	3	Automated M2M calculations
COGS & Stock Valuation	Automation	SAP	+3	+1	2	Optimized SAP by developing checklist for Material Ledger run
Intercompany Reconciliation	Rescheduling/Automation	SAP	+20	+2	18	Automation of Intercompany Accounting and Reconciliation
Bank Reconciliation	Standardization/Rescheduling/Automation	SAP, RPA	+10	+2	8	Increased BRS frequency; Automated through RPA & SAP optimization
Book close in ERP	Rescheduling/Automation	SAP	+5	+2	3	Customized checklist report in ERP. FCLOCO for sequential closure steps
Month close Schedules & Reports	Standardization/Rescheduling/Automation	ML/AI, Business Intelligence, RPA	+8	+3	5	Standardized data, Multidimensional automated reports & dashboards
TB Review	Automation	ML/AI, Business Intelligence, RPA	+5	+2	3	ML/AI for reviewing balances, transactions and outliers
P&L & B/S consolidation	Rescheduling/Automation	SAP, Business Intelligence, ML/AI	+6	+3	3	P&L Analytics
Board pack (Analysis & commentaries)	Automation	RPA, Business Intelligence	+10	+4	6	

Levers: Rescheduling (green) · Standardization (dark blue) · Automation (orange)

Technology: SAP · RPA · ML/AI · Business Intelligence