



RAISE THE BAR

TRANSFORM YOUR *FINANCE* FUNCTION

Get EFaaS™ for Enterprise Cost Reduction



- ARE YOU STRUGGLING TO RETAIN YOUR CUSTOMER BASE IN THIS AGE OF DIGITIZATION?
- DO YOU FACE ISSUES IN COMPLEX BILLING BETWEEN DIGITAL AND PRINT CUSTOMERS?
- IS YOUR TEAM ENGROSSED IN THE PROCESS OF SIFTING THROUGH MULTIPLE SYSTEMS TO PROCESS FINANCIAL TRANSACTIONS?
- ARE YOU HAVING CHALLENGES IN MONITORING YOUR PRODUCT LINE PROFITABILITY (SUBSCRIPTIONS/ EVENTS/ NEWSPAPERS/ MAGAZINES/ ADVERTISEMENTS)?
- DOES YOUR BACK END TEAM HAS ENOUGH VISIBILITY INTO BUSINESS PROCESS AND DEALS WITH LOTS OF PAPER (PHYSICAL INVOICES, INSERTION ORDERS, TEAR SHEETS, ETC.)
- ARE YOU DEPRIVED OF REAL TIME ANALYTICS/ ENHANCED REPORTING TO MAKE BETTER BUSINESS DECISIONS?

Significant costs are locked up in business operations and back office functions such as Finance. These costs directly impact profitability, return on capital and more importantly inhibit the business from investing in digitization - moving into the Internet of Things (IoT).

Increased scrutiny by auditors, recent regulations and investors and other shareholders has resulted in Finance becoming a very critical enterprise function of the company with the CFO's office emerging as a key strategist of the organization.

EFaaS™ – Enterprise Function as a Service is a unique BPO led proposition from HCL. With EFaaS™, HCL helps Businesses stay competitive and future-ready by transforming your finance function and giving a reduction of up to 40% in business operations costs. This translates into savings potentially equivalent to 20% of revenue - compared to propositions from other IT service providers who cite reductions equivalent to 5-6% of your company's revenue.

EFaaS™ IS
DOMAIN ORIENTED

HCL has in depth understanding on the challenges faced by publishing companies and has perfected the craft of delivering tailor made solutions to clients. As a matter of fact, EFaaS™ has been successfully deployed in 3 publishing companies where the benefit (savings) realization is upwards of 30%.

PROCURE TO PAY	ORDER TO CASH	RECORD TO REPORT
<ul style="list-style-type: none"> • Invoice processing • Invoice automation • 1099 processing • Escheatment processing • T&E processing • Accruals 	<ul style="list-style-type: none"> • Order entry • Billing • Audit & Teaser Sheet processing • Collections • Cash Applications • Skip Tracing • Ageing Analysis 	<ul style="list-style-type: none"> • GL Entry • Fixed Assets processing • Intercompany transactions • Reconciliations • Month end processing
BIG DATA DRIVEN REPORTING		
DYNAMIC CFO DASHBOARDS		

TECHNOLOGY-TRANSFORMATION FORMS THE CORE OF EFaaS™

Most publishing companies have disparate and disjointed enterprise functions that adversely impact P&L, and efficiency. The main reason these organizations grapple with fragmented enterprise functions is because of multiple underlying technologies i.e., different billing systems for advertising, subscription, print and digital orders and none of them integrated.

Technology transformation forms the core of HCL's EFaaS™ solution. HCL's brings to fore its transformation and innovation-led solutions. The objective is to give our clients a seamless view of their enterprise function, and an absolute control over the same.



FOCUS ON BUSINESS OUTCOMES

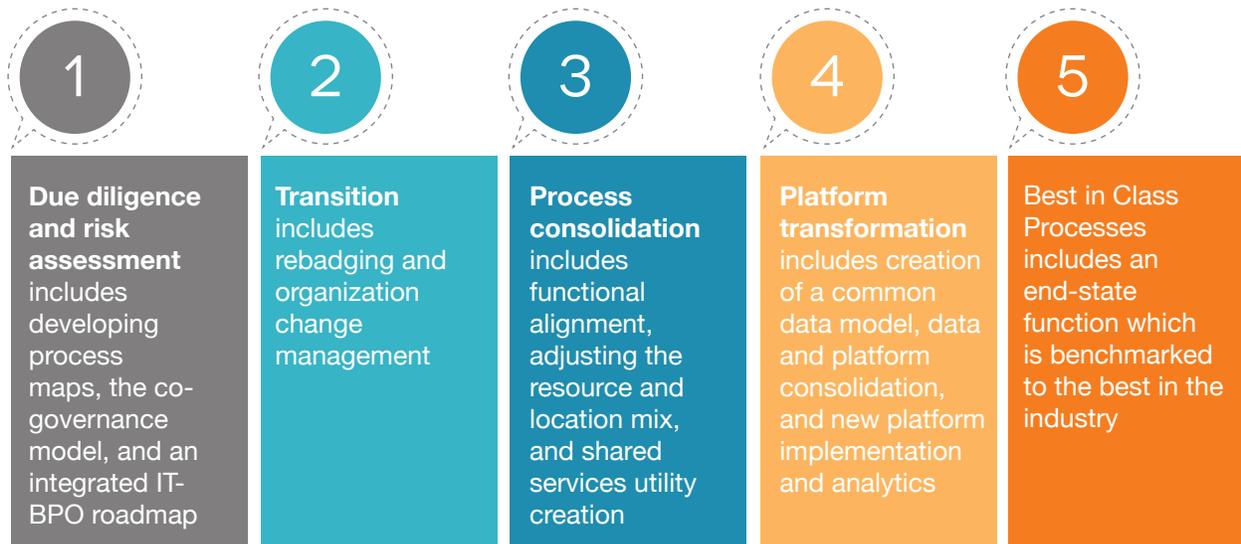
In our engagements, HCL not only takes on the responsibility of the enterprise function, but also puts a lot of skin in the game. We offer our client's flexible business models (special purpose vehicles/JVs) to ensure the enterprise function is transformed efficiently. We bring innovative commercial constructs (Fixed price/transaction based/output based/outcomes based pricing) to the table, to keep our client's Total Cost of Ownership low, and to ensure a predictable IT Spend. Thus our client's enjoy an upfront cost benefit from the transformation and consolidation of their enterprise function.

	 Integrated Enterprise Function Services	 Flexible Engagement Models	 Shared Services/ Utility Creation	 Best in Class Partnership	 Innovative Commercial Construct
KEY ATTRIBUTES	<ul style="list-style-type: none"> Integrating all processes and IT systems for a function End to End Infra, BPO & Application Services 	<ul style="list-style-type: none"> Special Purpose Vehicles JV Model Joint Ownerships 	<ul style="list-style-type: none"> Private Utility for Large Enterprises Public Utility for Small & Medium Enterprises Hybrid Shared service with Public & Private Utility 	<ul style="list-style-type: none"> Big 4 Consulting partner in the engagement to create solid governance model and frameworks 	<ul style="list-style-type: none"> Co-Financing Upfront investment of Guaranteed Savings by HCL Transaction based & Hybrid (Fixed + variable) pricing
VALUE DELIVERED	<ul style="list-style-type: none"> Functionally Aligned SLAs Single View of the Function 	<ul style="list-style-type: none"> Seamless Transformation Risk Mitigation 	<ul style="list-style-type: none"> Low initial Investment Economies of scale 	<ul style="list-style-type: none"> Best-in-Class FINANCE Practices Robust Governance & Delivery Models 	<ul style="list-style-type: none"> Low Total Cost of Ownership Predictable IT Spend



HOW DOES EFaaS™ WORK?

These 5 steps will help in making your company successful while embarking the journey with HCL's EFaaS™ proposition.



WHAT DO YOU GET IN RETURN?



TO KNOW MORE VISIT
www.hcltech.com/efaas

CONTACT US
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Relationship[™]
BEYOND THE CONTRACT

HCL