BlackLine Solutions for SAP High-Tech Customers
High-tech companies provide innovations that change the way we live and work—like smart home devices and virtual meeting platforms. Despite disruptions from the COVID-19 pandemic, the high-tech industry is enabling new business models and highlighting the importance of agility and continuous transformation.

As companies across all industries adopt digital transformation strategies and deploy technology like artificial intelligence, blockchain, and cloud computing, the opportunities for growth in the high-tech industry are seemingly endless. Yet increasing regulations, especially around data privacy and security, introduce added complexity.

High tech companies must focus on optimizing technology and business processes within their own organizations to continue bringing innovative products and services to market.

High-tech companies need data and analytics themselves—to garner insights about the markets they serve, and to increase competitive advantage by adapting to evolving stakeholder needs.
Reality for High-Tech Accounting Organizations

Although high-tech companies are enablers of a smart, digital, connected, and cloud-based world, many accounting organizations in the high-tech industry continue to rely heavily on traditional manual processes.

To support the innovation and growth of their companies, accounting teams at high-tech companies must also adapt. This means moving away from the way they’ve always done their work.

Traditional manual processes take too long, introduce unnecessary risk, are 3.5x more costly, and they negatively impact morale. Simply put, they are not sustainable.

These issues, when not prevented or identified in a timely manner, result in more than just financial statement errors. Inaccurate or incomplete information can drive poor or uninformed business decisions.

High-tech accounting leaders need to re-imagine the traditional, spreadsheet-heavy ways their teams work by moving to modern accounting.

Challenges that accounting organizations in the high-tech industry face include:

- Manual manipulation and reconciliation of data across sources (SAP and third-party data)
- Difficulty tracking satisfaction of performance obligations due to complexities in contract terms
- Incorrect or lack of timely data from Order Management Systems (OMS) leads to incorrect billing or underpayment from customers
- Time-consuming reconciliation of payments (e.g., online payment services and credit card processors) to cash receipts
- Inconsistent data from disparate systems and limited visibility due to M&A transactions
- Multi-channel and multi-location workforce makes process standardization difficult
- Audits are time consuming and yield unexpected findings and control deficiencies
- Top accounting talent spends too much time on repetitive work, impacting development and retention
Modern High-Tech Accounting

F&A technology is not new to high-tech companies. In fact, these companies already have many source systems—from their ERPs like SAP ECC or SAP S/4HANA, to terminals, OMS, and others. These systems of record capture business transactions as they occur. Likewise, SAP high-tech customers often use solutions like SAP Group Reporting or SAP BPC to streamline consolidation and reporting processes.

The accounting technology whitespace at high-tech companies rests in the “middle” of the record-to-report process, where source data is manipulated in spreadsheets, workflows, and validations, key controls are manual, and information is stored in shared drives or email.

Leading automation solutions are transforming these processes and changing how Accounting works. Cloud technology can be deployed rapidly, allowing accounting teams to shift their focus from data manipulation and exception management, provide consistency and control, and navigate new challenges.

Solutions like SAP’s cloud solution extensions by BlackLine help accounting teams save time, reduce risk, and create capacity to support their organizations strategic objectives. SAP high-tech customers are leveraging BlackLine’s solutions in the financial close for activities like ensuring completeness and accuracy of sales data.
Successful applications of SAP’s solution extensions by BlackLine in the retail industry include:

- Three-way match of data between OMS, to customer invoice in SAP, and cash receipt from payment service providers or other third-party sources
- Substantiation of performance obligations and automated revenue recognition journal entries
- Consistent and reportable data with seamless integration of multiple data sources
- Centralization and automation of journal entry processes
- Proactive analysis of account balance and transaction trends
- Standardization and monitoring of distributed and global close tasks
- Governance and automation of intercompany transactions, including trade and non-trade
- Management of audit PBCs and self-service approach to testing and supporting documents

Data Sources
- Automated General Ledger Feeds
- Automated Order Feed
- Invoicing System
- Subledgers
- Other Third Party Data Feeds

Automated Matching Engine
- Pre-Set Flexible Matching Rules
- Matched Items
- Unmatched Items
- Ability to handle exception analysis
- Monthly Account Reconciliations
- Add comments and documents
- Complete Checklist
- Certified
Advancing Accounting in an SAP Environment

BlackLine Solutions for SAP high-tech customers provide multiple fully integrated functionalities that connect directly to your SAP and non-SAP sources to maximize data integrity and automation and strengthen controls.

Harnessing the power of technology, you can:

Automatically import files (Excel, SCV, TXT, bank formats) to ensure completeness and accuracy

Handle complex matching scenarios (three-way matching, one-to-many, and many-to-many) within minutes

Identify exceptions as they occur, linking them to balance sheet reconciliations or correcting them with journal entries

Report on close status, unsubstantiated balances, unrecorded adjustments, and other KPIs

Seamless Integration with SAP sources

Whether you're running SAP ECC or SAP S/4HANA, BlackLine has secure and pre-configured connectors to ensure seamless and real-time data transfer between your ERP environment and cloud accounting platform.

Open Item Clearing Automation

Use business rules and logic to automatically match open items and post corresponding clearing documents to SAP. Clear millions of open items rapidly, reducing risk and saving hundreds of hours monthly.

Centralized Audit Trails & Support

Capture and automate certifications, time stamps, and other audit trails in the cloud. Store supporting documents, PBC requests, and collaborate from anywhere, reducing time spent on audits and improving transparency between clients and auditors.
Success for SAP High Tech Customers

SAP’s solution extensions by BlackLine have helped high tech companies unify data and processes to unlock global visibility, automate repetitive work so you can focus on what matters most, and deliver continuous insights and analysis.

SAP & BlackLine—Better Together at a Fortune 100 High Tech Company

With over $75 billion in revenues, this high-tech company is an industry leader in creating world-changing technology that enables global progress and enriches lives.

COMPANY SIZE:

110,000 EMPLOYEES

“We really found the benefit of utilizing BlackLine, as it’s a scalable product, and as we went further down our automation journey, we recognized the value of adding in additional modules.”

— Automation Solutions Expert, Fortune 100 High Tech Company

Results achieved with our leading solutions include:

- 75% of transactions matched automatically
- 66% process automation
- 50% reduced time spent on reconciliations

BUSINESS CHALLENGES

- Over 40,000 manual journal entries recorded in one year
- Disparate work force with over 250 legal entities
- Manual close processes with over 1,000 close tasks

BENEFITS WITH BLACKLINE

- Automated over 45% of reoccurring journal entries
- Emphasis on analysis, quality, and control
- Over 15,000 hours saved with BlackLine
BlackLine is an SAP platinum partner offering cloud solution extensions for the financial close. Our solutions for SAP, SAP Account Substantiation and Automation by BlackLine, and SAP Intercompany Financial Hub by BlackLine, complement other SAP software as a part of an end-to-end offering for Finance.
Our financial close solutions for SAP consist of multiple, integrated BlackLine functionalities, including:

- **Account Reconciliations**
  Automates and standardizes the substantiation process by providing accountants with embedded best practices to verify balance sheet completeness and accuracy, complementing your SAP ERP.

- **Task Management**
  Manages your close from end to end with centralized visibility and control for a variety of task types. Replaces spreadsheets and provides task dependencies, role-based workflows, and real-time dashboards that complement SAP Advanced Financial Closing.

- **Variance Analysis**
  Automates the calculation and identification of account balance and activity fluctuations. Flags unusual variances for follow up.

- **Compliance**
  Organizes and streamlines control documentation, testing, and risk assessments, complementing your SAP Process Control and other SAP GRC solutions.

**PREMIER EDITION**

- **Transaction Matching**
  Streamlines and automates detailed reconciliations by matching any type of data from multiple sources and identifying unmatched transactions requiring follow up.

- **Journal Entry**
  Centralizes creation, review, and approval of journals and related supporting documentation across all SAP and non-SAP ERPs. Automates recurring and adjusting entries and posts transactions to SAP, including the Universal Journal.

- **Intercompany Financial Hub**
  Proactively governs and automates the entire lifecycle of an intercompany transaction across all systems, augmenting your SAP solutions, most notably in the areas of workflow, invoicing, substantiation, and auditability.

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