Konica Minolta Improves Cash Forecast Accuracy by 20% and Cash Flow Volatility by 15% While Boosting Daily Efficiency- From 2 Hours to 15 Minutes!

15%	**20%**	**2 Hours to 15 Minutes**
Average Reduction Cash Flow in Volatility	Improvement in Cash Forecast Accuracy	Accelerated cash management daily

"Our stress levels in Treasury have gone at least 25% down and it has been transformational for us. HighRadius loaded two years worth of our data which was tremendous and saw that the results were very similar to what we thought of which boosted our confidence."

Glisson Inguito
Director, Corporate Treasury, Konica Minolta

Problem Statement

Konica Minolta, a Japanese multinational technology company, is headquartered in Tokyo. Despite its global presence, with offices in 49 countries, the company encountered challenges in cash management and forecasting.
These challenges stemmed from limited visibility into subsidiary cash forecasting, a lack of scalable reporting and analytics capabilities, and a reliance on manual activities.

KONICA MINOLTA

Industry
Office Technology

Revenue:
$8 Billion

Headquarters:
Global

Key Challenges

- Inability to segment cash flows by customer channel with restricted visibility into subsidiary cash forecasting

- Manual collection of data from various sources, followed by categorizing actuals in spreadsheets

- Absence of a uniform methodology for integrating forecasts from multiple entities

- Constrained capabilities in actionable reporting and analytics with dependence on increasing headcount or technology to scale operations

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LIMITED ABILITY TO BREAKOUT CASH FLOWS BY CUSTOMER CHANNEL:
Konica Minolta struggled to analyze cash flows based on different customer channels, hindering their ability to identify trends and make informed decisions.

MANUAL DATA GATHERING AND SPREADSHEET-BASED ACTUALS:
Data gathering from various sources and manual entry into spreadsheets resulted in time-consuming processes and increased the risk of data loss and human error.

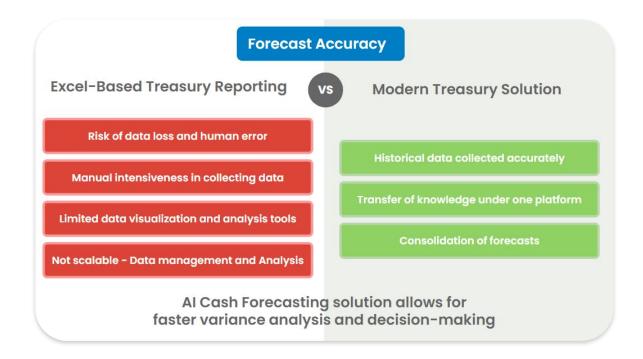**LACK OF STANDARD METHODOLOGY FOR COMBINING MULTIPLE FORECASTS:**
Konica Minolta needed a standardized approach to consolidate multiple forecasts across entities, leading to limited visibility into overall cash forecasting.

LIMITED VISIBILITY INTO SUBSIDIARY CASH FORECASTING:
The company faced challenges in obtaining accurate and timely cash forecasts from subsidiaries, impacting global cash visibility and planning.

LIMITED ACTIONABLE REPORTING AND ANALYTICS CAPABILITIES:
The existing reporting tools and spreadsheets provided limited insights and analysis, hindering the ability to take proactive actions and make data-driven decisions.

Forecast Accuracy

Excel-Based Treasury Reporting   VS   **Modern Treasury Solution**

Risk of data loss and human error

Manual intensiveness in collecting data

Limited data visualization and analysis tools

Not scalable - Data management and Analysis

Historical data collected accurately

Transfer of knowledge under one platform

Consolidation of forecasts

AI Cash Forecasting solution allows for faster variance analysis and decision-making

IMPROVED OPERATIONAL EFFICIENCY:

By automating data aggregation from banks and other sources, Konica Minolta achieved an efficiency improvement of approximately 85% in cash management processes.

ENHANCED CASH FORECASTING ACCURACY:

The AI-powered Cash Forecasting solution provided faster variance analysis and decision-making capabilities, resulting in improved cash forecast accuracy by approximately 20%.

BETTER VISIBILITY AND CONSOLIDATION:

HighRadius allowed Konica Minolta to consolidate cash forecasts at the entity and global levels, providing a comprehensive view of cash positions and aiding in intercompany planning.

SCALABLE REPORTING AND ANALYTICS:

The modern treasury solution offered by HighRadius enabled more accurate and timely variance analysis, improved liquidity planning, and reduced month-end close times.

UNLOCKING WORKING CAPITAL:

Through better cash visibility and forecasting accuracy, Konica Minolta identified process improvement opportunities and unlocked working capital, leading to reduced cash flow volatility and enhanced insight to liquidity planning.

> *"What HighRadius has provided us is not only the guidance on project management skills but also the ability to allow us to envision the future and address our paints points and what will come about in the future for digital transformation. "*

Glisson Inguito
Director, Corporate Treasury, Konica Minolta

IMPACT CREATED

15%   **Average Reduction Cash Flow in Volatility**

20%   **Improvement in Cash Forecast Accuracy**

POST CASH MANAGEMENT IMPLEMENTATION, KONICA ACHIEVED:

- Automate data aggregation from banks and other sources

- Improved efficiency by ~85% due to automation

- Subcategories inflows/outflows of subsidiaries for intercompany planning to project positions

POST CASH FORECASTING IMPLEMENTATION, KONICA ACHIEVED:

- Entity-level and consolidated views automatically roll up to the global level

- Improved cash forecast accuracy by ~20%

- Ability to show trend analysis and variance reporting specifically around A/R

> *"We started seeing benefits right off the bat in terms of hit rates that are currently around 75% going up from 3%, so that's basically 72% less manual effort of our A/R team. With that we are able to scale and handle more customers payments."*

Glisson Inguito
Director, Corporate Treasury, Konica Minolta

AI Cash Forecasting solution allows for faster variance analysis and decision-making

By reallocating time savings achieved through automation, **Konica Minolta expanded the value-added services of its Treasury team to meet the company's strategic needs.** This included personnel cross-training and professional development.

- **75%** Reduced daily operational treasury activities

- **25%** Personnel cross-training and professional development

The HighRadius solution provided more accurate and timely variance analysis with improved liquidity planning and global funds allocation leading to a reduction in month-end close times.

Treasury and Risk Suite

View, manage, analyze, report, forecast, and get complete control over your cash without the guesswork, hassle, and complexity.

Treasury & Risk

- Cash Management
- Cash Forecasting
- Treasury Payments

	Cash Forecasting	Cash Management	Treasury Payments
Business Outcomes	**50%** Reduction in Idle Cash **70%** Increase in Forecasting Productivity	**70%** Increase in Forecasting Productivity	**30%** Reduction in Bank Fees **30%** Increase in Productivity Elimination Fraud & Error Costs
Operational KPIs	**95%** Forecast Accuracy in Global Inflows **95%** Forecast Accuracy in Global Outflows **100%** Bank Integration Automation **98%** Cash Flow Category Tagging Automation	**100%** Bank Integration Automation **98%** Cash Flow Category Tagging Automation	**98%** Payment Execution on Time **30%** Savings on Average Cost Per Payment **90%** Automatic Detection of Payment Errors, Sanctions and Frauds

About HighRadius:

HighRadius provides cloud-based software that revolutionizes financial processes such as order-to-cash, treasury, and record-to-report for over 1000 firms, including 3M and Unilever. Leveraging machine learning, generative AI, RPA, and no-code tools, its platform adapts to evolving data for superior digital transformation. Bridging the gap between simple digital solutions and custom-built automation, HighRadius delivers marked improvements in DSO reduction, working capital optimization, bad-debt reduction, faster month-end closes, and enhanced productivity within six months.

Learn More @highradius.com