



# Financial Shared Services Solutions

Global Excellence, Local Expertise



## PRESENTATION OUTLINE

Our Purpose

High Touch, High Tech

Global Touch

Our Service Capabilities

- **P**rocure to Pay
- **R**ecord to Report
- **O**rder to Cash
- **S**tatutory Compliance

Our Tools

Client Testimonials



## High Touch, High Tech Financial Shared Services **Solutions**

CKH Group is an Atlanta-based CPA firm with a global presence offering customizable business process solutions which include **procure to pay** (PtP), **record to report** (RtR), **order to cash** (OtC), and **stat to comply** (StC). Our purpose is to enhance existing processes, bring standardization, and promote efficiency within your company's workflow.





# HIGH TOUCH, HIGH TECH

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Boutique  
White-Glove  
Treatment



Global Touch  
Skilled Staff



Cost Effective  
Model



Agile  
Implementations  
and Future  
Modifications



Value Added  
Management  
Approach





# HIGH TOUCH, HIGH TECH

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## BOUTIQUE WHITE-GLOVE TREATMENT

- **CKH Group is a CPA firm** headquartered in Atlanta, Georgia and operates in the **same time zone** as our clients' C-suite executives, enabling seamless communication
- We offer a **high-touch solution with a single point of contact** for our clients
- Our senior staff collectively possess over a hundred years of **commercial and professional experience**
- Several members of our team come from Big Four backgrounds, bringing a **unique level of expertise and skill** to our clients
- Depending on your requirements, we will **customize your interface** to be the following or a combination of the following:
  - **Senior level contact in USA – Atlanta**
  - **Centers of Expertise**
    - PTP e.g. Greece
    - RTR e.g. Ukraine/ USA
    - OTC e.g. Spain
    - STC e.g. Azerbaijan/Poland/Cape Town/ Greece





# HIGH TOUCH, HIGH TECH

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## COST EFFECTIVE MODEL

- Our business model is to source the **best skills in low cost geographies**
- We source our skills in **Azerbaijan, Greece, Poland, South Africa, Spain, and Ukraine**
- Established network for access to **local expertise at low cost** (e.g. Germany)



We further achieve cost savings by following the approach below:

### EFFICIENCY

Ensuring that processes are streamlined and optimized for maximum productivity and minimal idle time. This involves **regularly reviewing and analyzing workflows** to identify areas for improvement.

### AUTOMATION AND IT TOOLS

Using technology to automate tasks wherever possible, minimizing the risk of errors. We deploy a combination of tools including, **ERP scripting, Alteryx, Power automate, Power BI, Winshuttle, Blackline, Concur**

### SCALABILITY

Ensuring that the **business model is designed to scale up or down as needed**, without incurring significant costs. This requires flexibility and adaptability in all aspects of the project.

### COST MANAGEMENT

Continuously monitoring and managing costs across all areas of the project. **This is part of our CPA DNA!!!**







## AGILE IMPLEMENTATIONS AND FUTURE MODIFICATIONS

- All implementations and modifications are **customized based on our client's needs**
- Our **first year** of the implementation will be **transition and stabilization** with minimum technology advancements
- The **second year** the CKH teams will focus on **optimization and automation**
  - A country implementation ("**Lift and Shift**") normally takes three months and these can be implemented in sequential or parallel grouping
    - Phase One: "**Process Assessment**" Teams shadow Incumbent to understand process – Sessions are recorded via Microsoft Teams for future reference. SOP's are documented during this phase
    - Phase Two: "**Guided Production**"
    - Phase Three: "**Full Production**"
  - The success of the program highly depends on an effective change management strategy
- **Future Modifications** will follow the same approach as outlined above





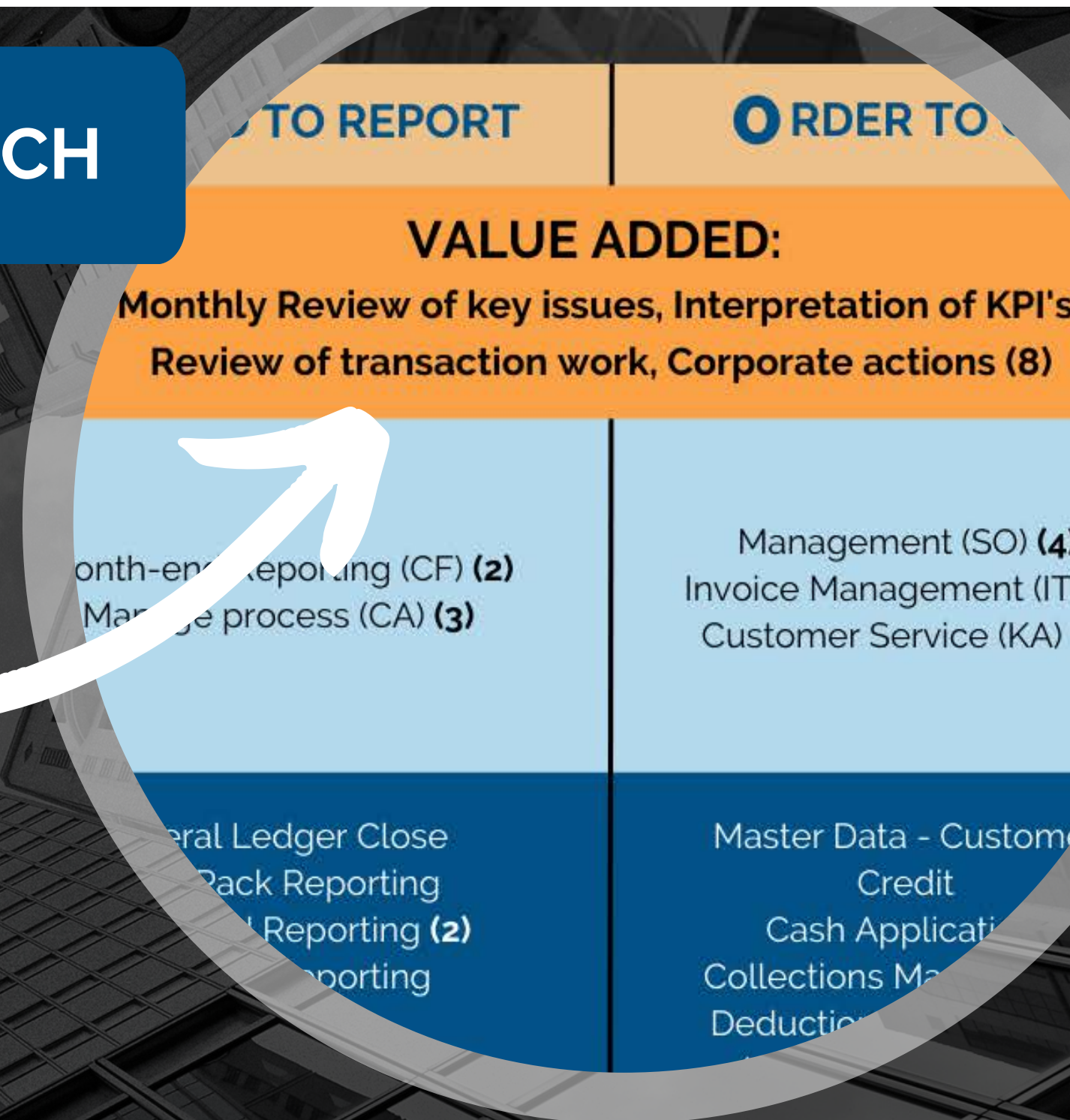
# HIGH TOUCH, HIGH TECH

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## VALUE ADDED MANAGEMENT APPROACH

- **Value added management approach** helps the company's **management to focus on the business** and CKH FSS to interact as a layer between the functions performed by the Company and CKH. **Removing mundane tasks from management.**
- **Typical functions are :**
  - **Interpretation** of KPI's and data
  - Monthly **review** of key issues
  - External Audit **management**, manage PBC's
  - Sarbanes Oxley **enhancements**, Identify key controls
  - **Review** of transaction work and complex transactions eg. **Carve out accounting**
  - Corporate actions – M&A transactions example Legal Entity Combination restructure





# HIGH TOUCH, HIGH TECH

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## GLOBAL TOUCH - SKILLED STAFF

- We employed best **skilled staff in Azerbaijan, Germany, Greece, Poland, South Africa, Spain, Ukraine, and USA**. The benefits of this approach:
  - Staff with **cultural match and knowledge of local nuance** (We speak over **22 languages**)
  - We have **local presence or access to local knowledge** in all the territories we service
  - Staff is familiar with **local requirements in 21 countries**. We also partner with MSI Global Alliance (250 firms in 100 countries)
  - Staff with **advanced technology skillsets** such as Winshuttle, Alteryx, Power Automate, SAP Scripting, Power BI, Blackline
  - **Dedicated team** will be working on your account
- Staff will work as an **extension of your team**. Our approach is that our team will work **within the company's existing ERP systems** which allows for a more integrated solution. Several other benefits emanate from this solution:
  - CKH staff will comply with **company's policies and procedures**
  - Compliance with **Data protection rules (GDPR)** and Data privacy laws in the US
  - Consistent **process improvement** from the start
  - Our preference platform is SAP – We have superior knowledge of T-codes in operation. However, the teams are **agile** and can work in any ERP solution due to our **Agile – Implementation and future modifications approach**





# GLOBAL TOUCH - SKILLED STAFF

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# OUR SERVICE CAPABILITIES MATRIX

P ROCURE TO PAY		R ECORD TO REPORT		O RDER TO CASH		S TATUTORY COMPLIANCE	
VALUE ADDED: External Audit management, Monthly Review of key issues, Interpretation of KPI's and data, Sarbanes-Oxley (7), Review of transaction work, Corporate actions (8)							
JOINT PROCESS:	Reporting (CF) (1)	Month-end Reporting (CF) (2) Manage process (CA) (3)	Management (SO) (4) Invoice Management (IT) (5) Customer Service (KA) (6)	Internal Audit (9) Tax Accounting (10) Legal Entity Combination and Restructuring (11)			
	Invoice Processing Invoice Discrepancies Vendor Queries Process Payments Period close T&E Card admin, queries and report T&E Expense processing P Card admin and queries P Card Expense processing	General Ledger Close Close Pack Reporting Month-end Reporting (2) Year-end Reporting Tax Packs Return to Provision (RTP) Bridge US GAAP to local GAAP	Master Data - Customer Credit Cash Application Collections Management Deduction Management Accounts Receivable Analysis Period close and Reconciliations	Interim Stat Reporting State and local tax (US) VAT/ Intrastat (EMEA) Waste Reporting Local Technical Accounting Financial statements (Local GAAP) CIT Compliance National bank and statistical reporting Local presence back office model			
TOOLS i, ii, iv		TOOLS i, ii, iii		TOOLS i, ii		TOOLS i, ii, iii	

## LEGEND

- IT - Information Technology
- CA - Corporate Accounting
- CF - Commercial Business Finance
- SO - Sales Organization
- KA - Key Account Management
- IA - Internal Audit

## TOOLS USED

- i - ERP used by Organization
- ii - Winshuttle, Alteryx, SAP scripting, Power BI, Power Automate
- iii - Blackline/Runbook
- iv - Concur, Onbase, Esker

## DESCRIPTION OF COMBINED PROCESSES

- 1 - Cash reporting and working capital
- 2 - CKH focuses on balance sheet
- 3 - Close process includes close calendar and procedures
- 4 - Credit check and unblocking of orders
- 5 - Customer refunds
- 6 - AR dispute and inquiry
- 7 - SOX requirements for each of the areas
- 8 - CPA firm - Natural extension of services
- 9 - Indirect tax component
- 10 - Tax provisions and reconciliations
- 11 - Corporate activity financial information



# High Touch, High Tech Financial Shared Services **Solutions**

CKH assists your business in optimizing internal operations and cost effectiveness by standardizing, consolidating, and reengineering back-office operations. The FSSC team can meet your transactional service needs.

WITH CKH GROUP, THERE ARE NO CONS. **ONLY PROS**

P

R

O

S



**PROCURE  
TO PAY**



**RECORD  
TO REPORT**



**ORDER  
TO CASH**



**STATUTORY  
COMPLIANCE**







CKH Group owned Dashboard created through Power BI

See your data on the mobile app

Convenient global view of accounts payable position

2022/10

2022/11

2022/12

Cluster 10

Cluster 6

Other

Cluster 3

Cluster 1

Cluster 5

2023/03

Cluster 4

Other

Cluster 5

Cluster 1

Cluster 6

Cluster 10

2023/04

QR Code





## DYNAMICS

Business

All

Region

Cluster 8

Company name

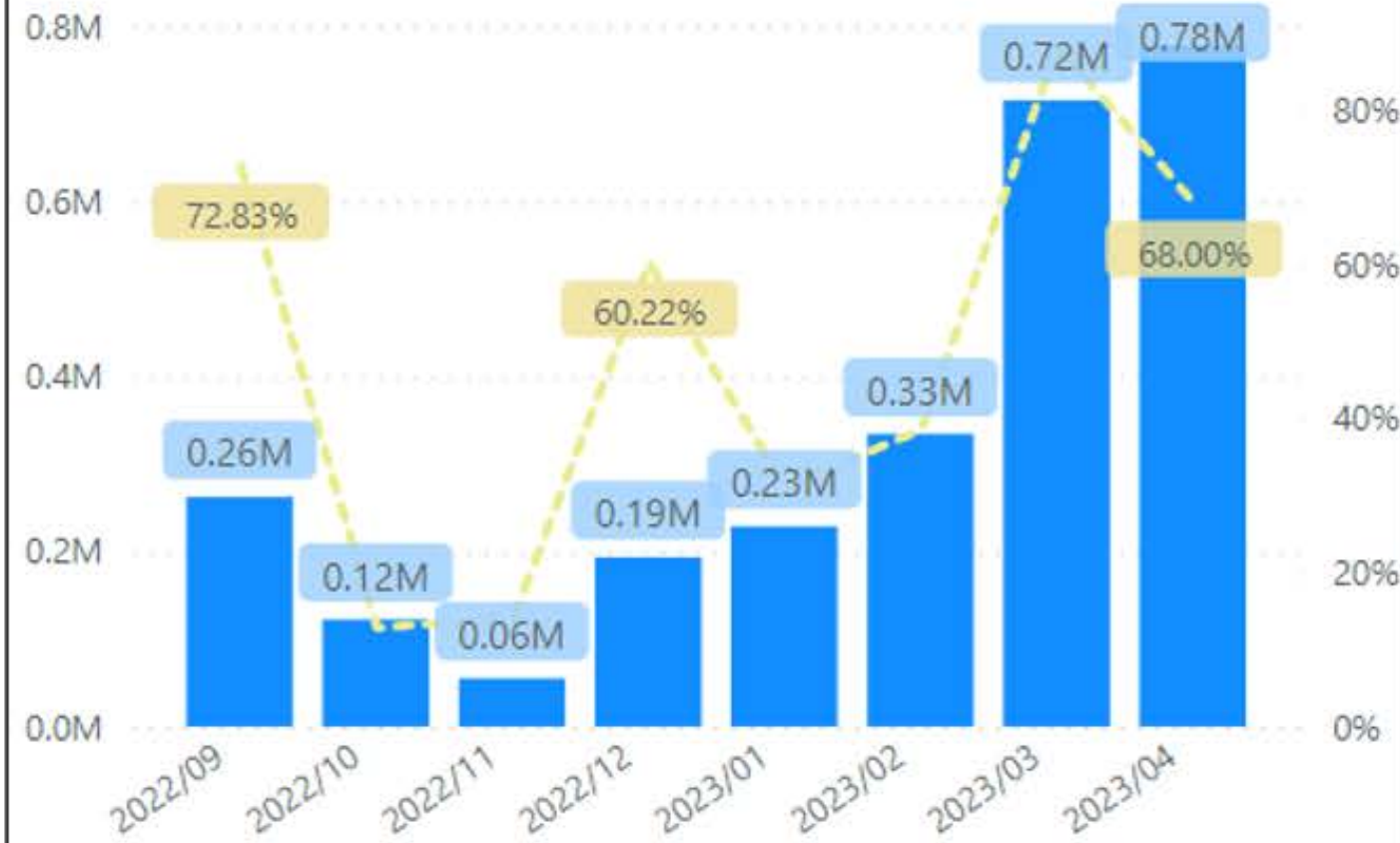
All

Customers accounts

All

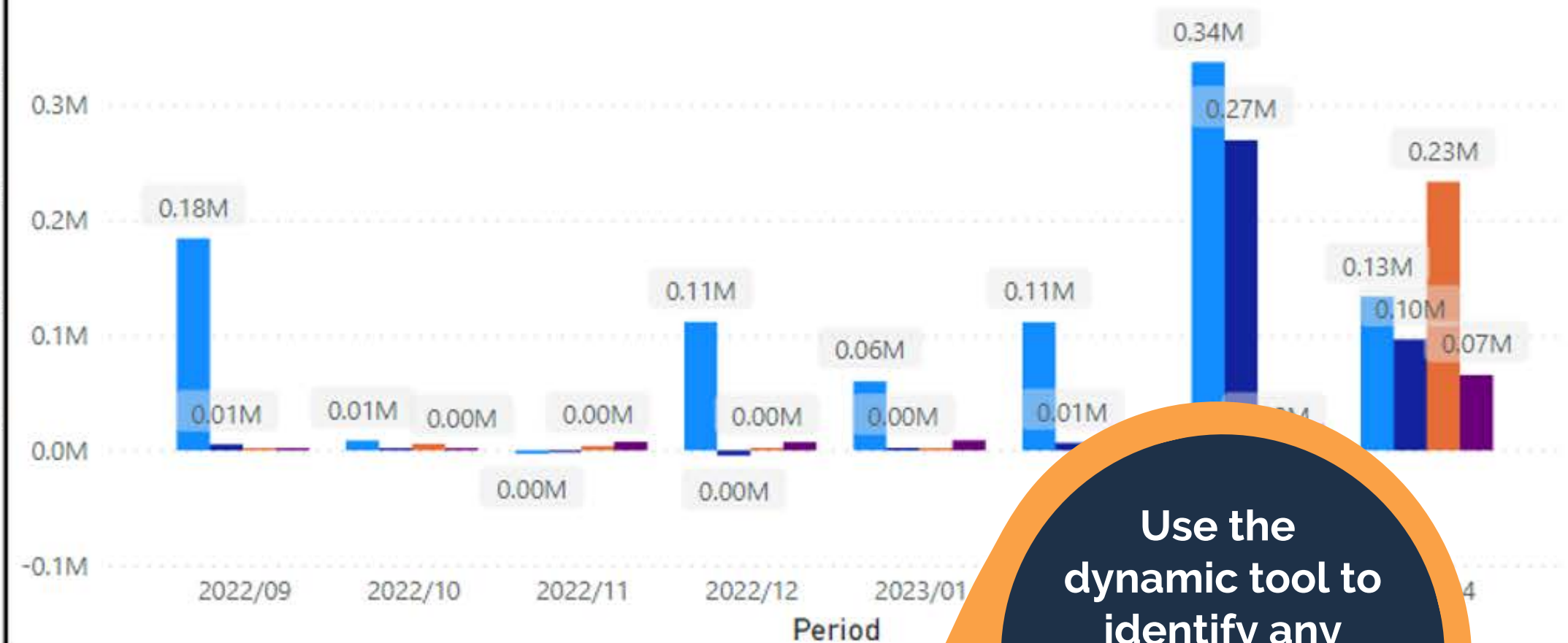
### Total AP & Overdue %, by Period

Amount in EUR Overdue %



### Overdue AP, by Ranges

Overdue in ranges 0-30 days 31-60 days 61-90 days >90 days



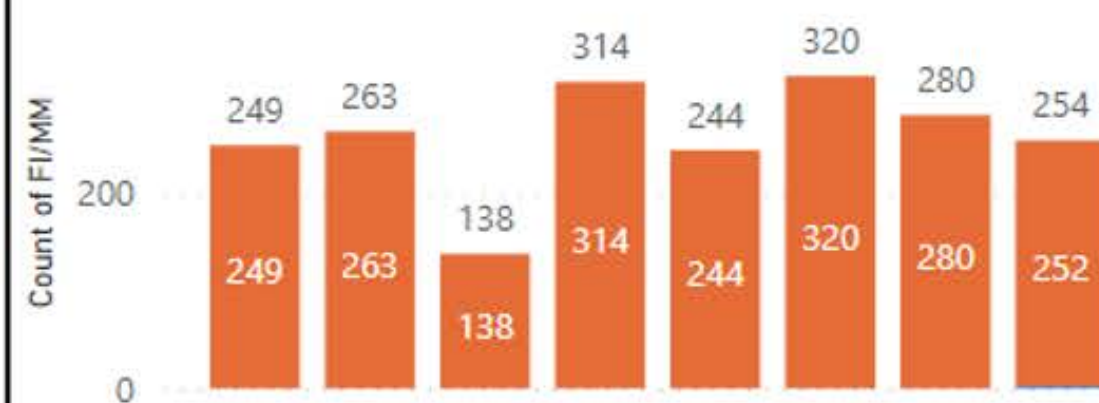
### DPO

DPO Target DPO



### Invoices posted

One time vend... (Blank) Vendor is set up



### GRIR

Aging Less than 90 days More than 90 days



Use the dynamic tool to identify any processing variance; DPO's and GRIR





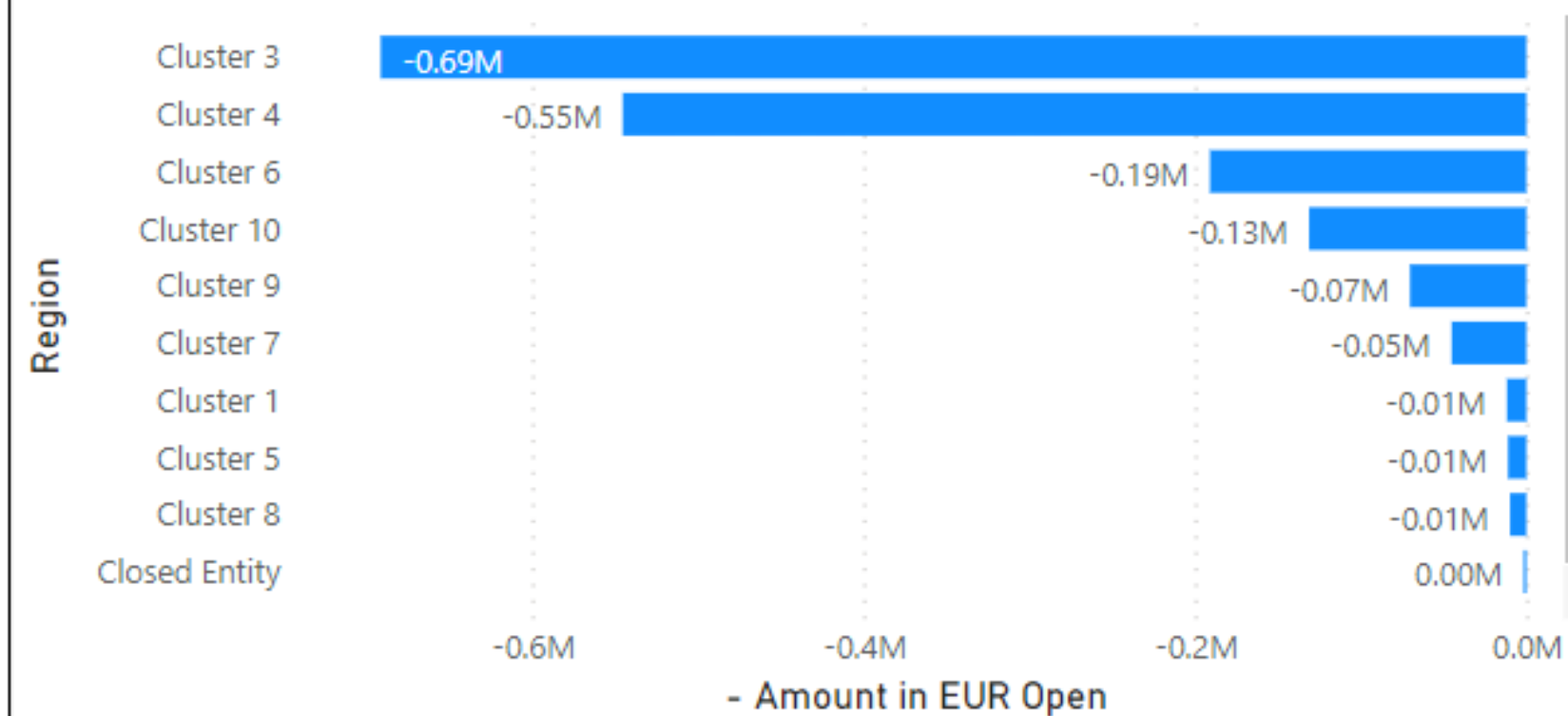


2023/04

All

All

## Debit balances



## Debit balances by Vendor



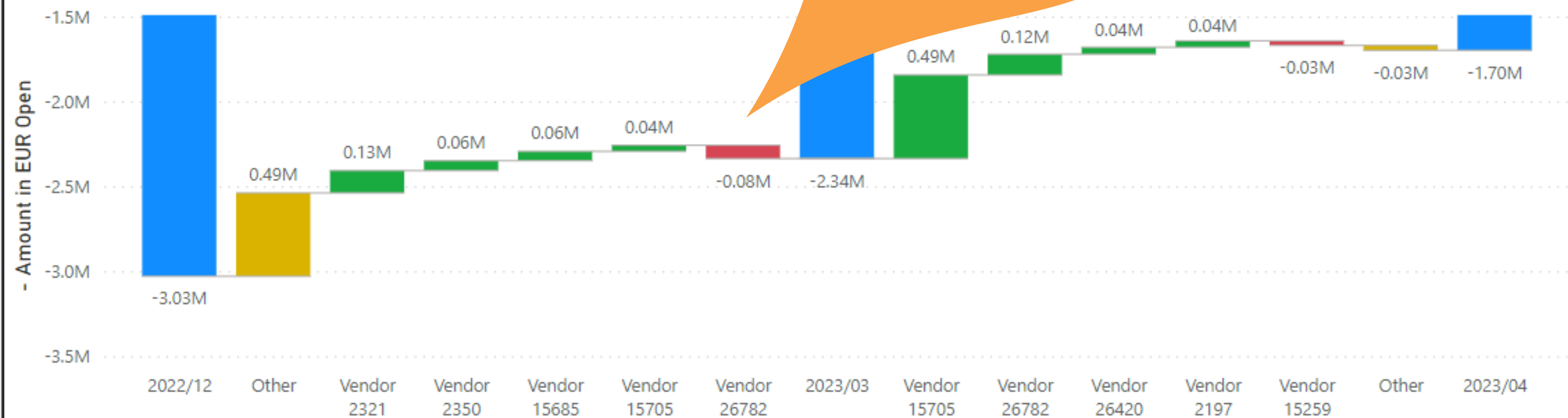
Identify  
Problematic  
accounts and  
exceptions to  
improve  
reporting

## Period

- ☐ 2022/01
- ☐ 2022/02
- ☐ 2022/03
- ☐ 2022/04
- ☐ 2022/05
- ☐ 2022/06
- ☐ 2022/07
- ☐ 2022/08
- ☐ 2022/09
- ☐ 2022/10
- ☐ 2022/11

## Dynamics of AP balance by geo

● Increase ● Decrease ● Total ● Other





## Procure to Pay ACCOUNTS PAYABLE

● ATHENS, GREECE

### CKH SOLUTION to reduce the procure-to-pay cycle

- **Centralize the AP process** for the EMEA region into a center of expertise
- **Standardize and document the workflow** and its requirements for each entity/country
- Implementation of a **chart of authority** as part of SOX controls
- **Improve communication** with the requisitioner and procurement teams
- **Scrubbing of master data** to ensure the accuracy of vendor details and payment terms
- Identify opportunities for **process automation**
- **Prioritization of invoice accrual** over the approval process
- **Automate approval workflows**
- Optimize the **utilization of vendor terms**
- **Power Bi dashboard** to monitor invoices parked, processed, and overdue







# EXECUTIVE DASHBOARD - Order to Cash

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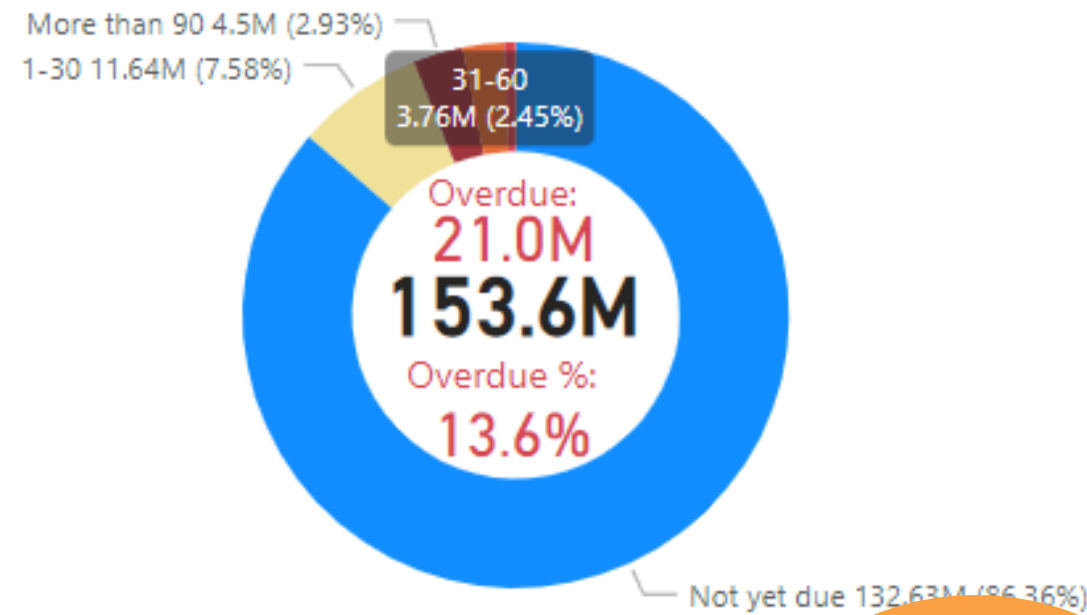
2023/04



All



## Total AR overview:



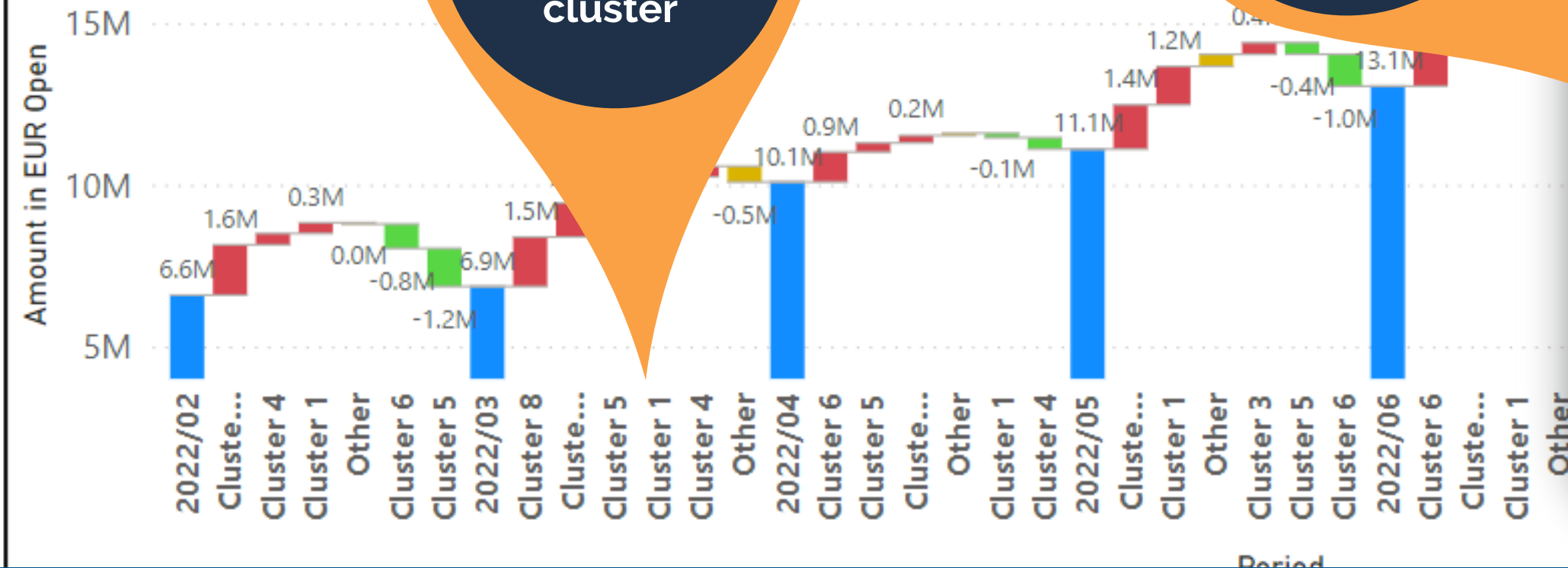
Category: ☐ 1-30 ☐ More than 90 ☐ 31-60

## Period

- ☐ 2022/08
- ☐ 2022/09
- ☐ 2022/10
- ☐ 2022/11
- ☐ 2022/12
- ☐ 2023/01
- ☐ 2023/02
- ☐ 2023/03
- ☐ 2023/04
- ☐ 2023/05
- ☐ 2023/06
- ☐ 2023/07
- ☐ 2023/08
- ☐ 2023/09
- ☐ 2023/10
- ☐ 2023/11

## Changes in 60+ days over

☐ Increase ☐ Decrease ☐ Total

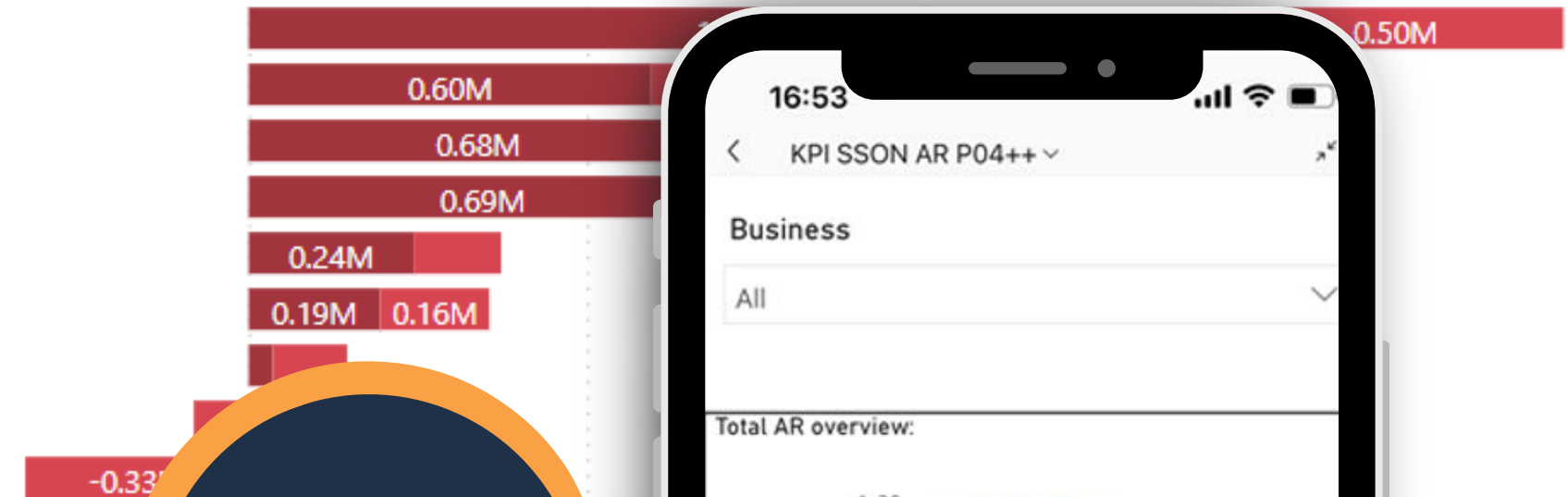


Global view of balances, outstanding by cluster

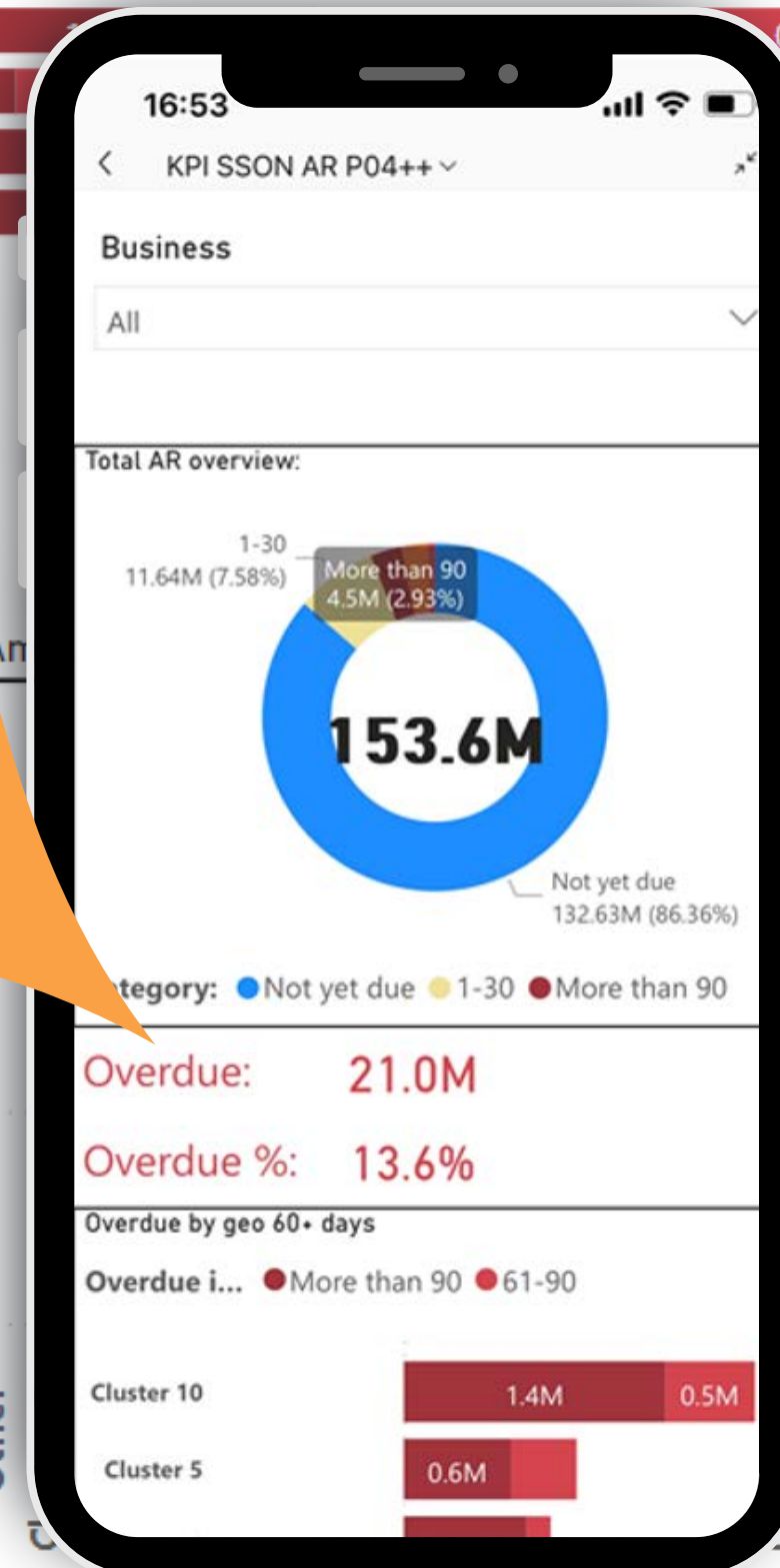
## Overdue by geo 60+ days

Overdue in ranges ☐ More than 90 ☐ 61-90

Cluster 10  
Cluster 5  
Cluster 1  
Cluster 8  
Cluster 3  
Cluster 7  
Cluster 2  
Cluster 4  
Cluster 6



Stay notified: see overdue invoices at anytime







## DYNAMICS

Business  
☐ Fire  
☐ Water

Region

All

Company

All

Customer

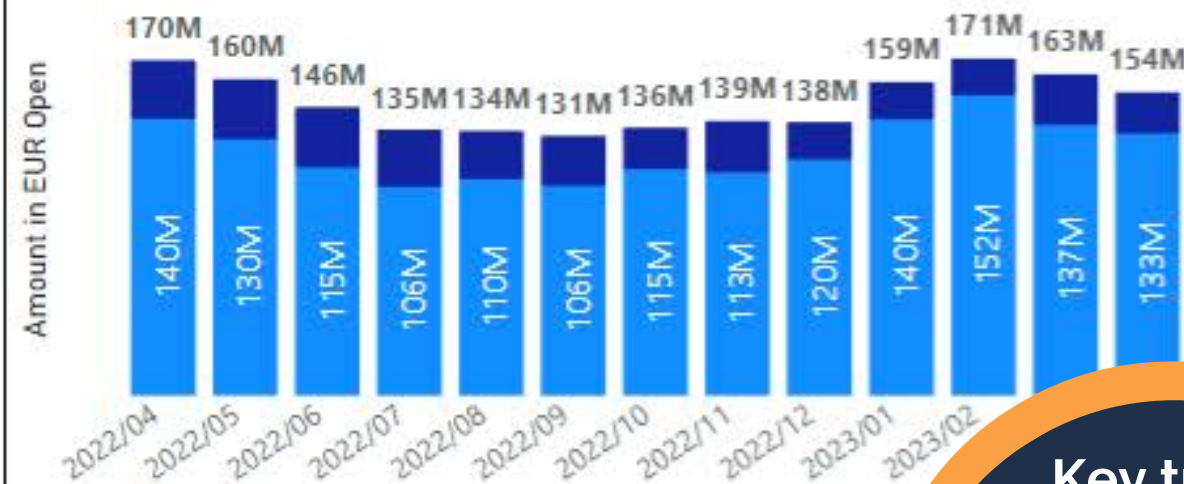
All

BY CUSTOMER

BY DOC TYPE

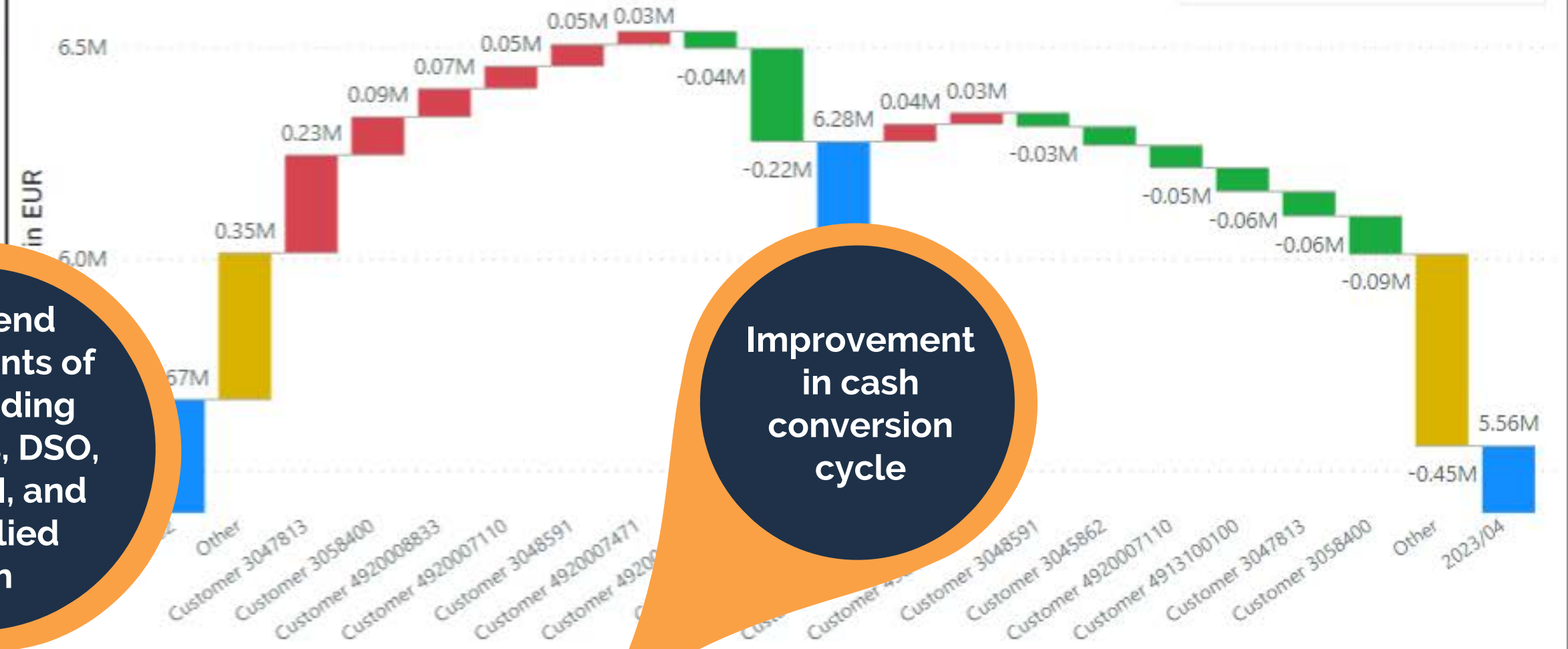
### AR by period

Not yet due Overdue



### Key changes by Customers:

Increase Decrease Total Other

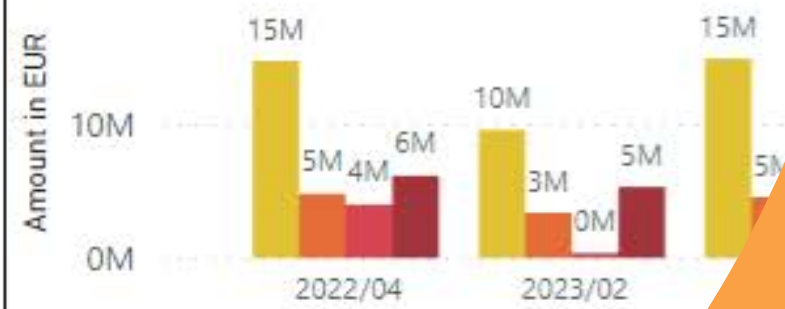


Overdue in ranges

Multiple selections

### Overdue in ranges

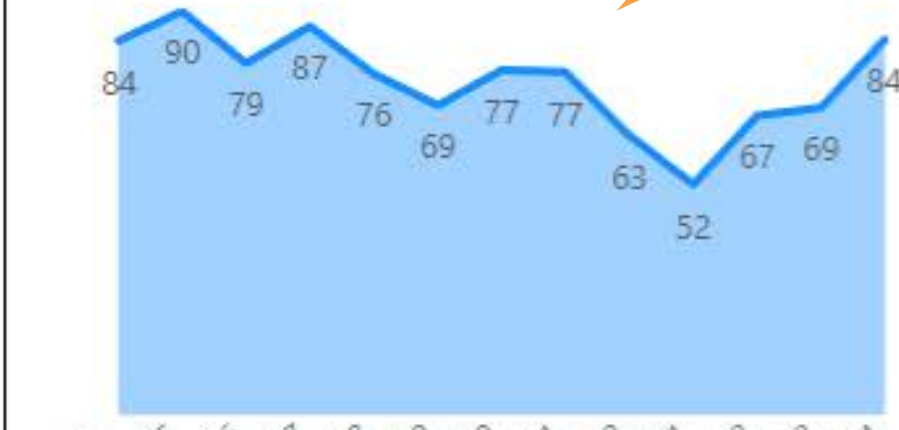
Overdue: 1-30 31-60 61-90 More than 90



Key trend movements of outstanding balances, DSO, ADD, CEI, and unapplied cash

Improvement in cash conversion cycle

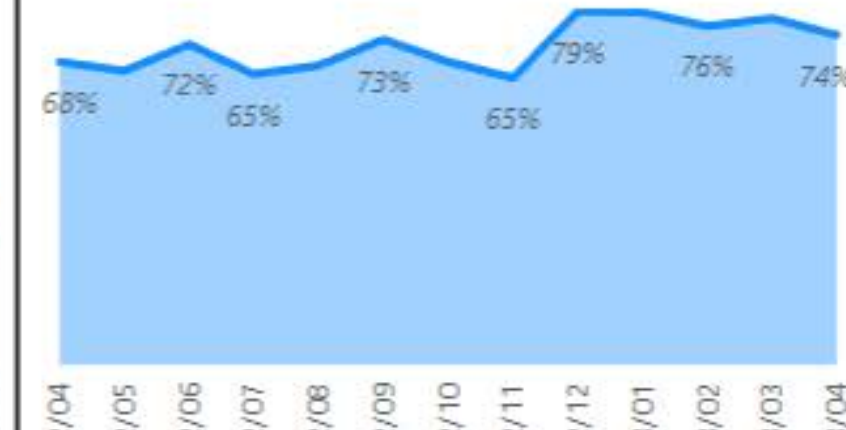
### DSO by Period



### ADD by Period



### CEI by Period



### Unapplied cash by Period





## Order to Cash ACCOUNTS RECEIVABLE

● KYIV, UKRAINE

● BARCELONA, SPAIN

CKH SOLUTION to significantly improve the AR turnover ratio

- **Accurate data tagging** and classification
- **Data analyses using Power Bi**, especially customer programs and other deductions
- **Early warning detection**, escalation to the account managers
- **Clear communication lines** within the FSS organization and Customer Services
- Deliberate focus on the **Dunning run**
- Risk management through **SAP Runbook/Blackline**
- **Centralized team on EMEA** time zone and language capability





## Record to Report GENERAL LEDGER ACCOUNTING

● KYIV, UKRAINE

● BARCELONA, SPAIN

### CKH SOLUTION to significantly reduce the close schedule

- **Standardize and document the workflow** and its requirements
- **Eliminate** data access and system **dependencies**
- **Simplify** time-consuming processes
- **Automate** intercompany consolidation, accrual journals and approval workflows
- **Perform pre-close activities** to ensure all balance sheet accounts can be reconciled and supported
- **Develop, implement and monitor KPIs** for accurate and complete workflows
- **Task assignment by function** and rotational team dynamic
- **Post closure review**







Hello Peter



Client XYZ LTD



Refresh Data

Select period:

Jan 1, 2023

Jan 31, 2023



Search...

Country

All



Compliance Score

80%


Regulatory Compliance -  
Health

98%



Internal - SOX

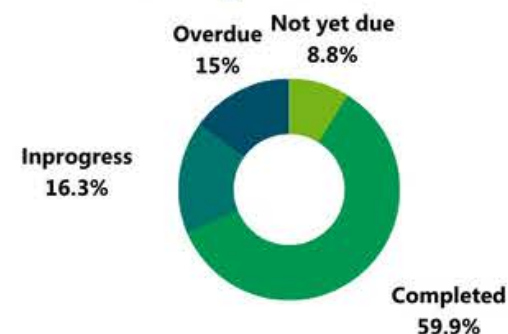
65%



Internal - General Tasks

95%

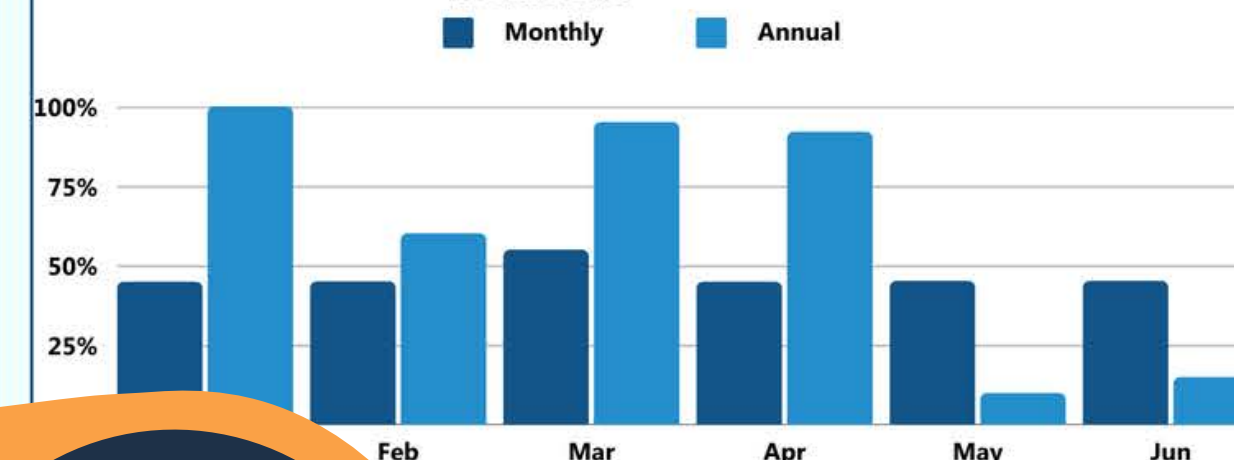
Task by Status



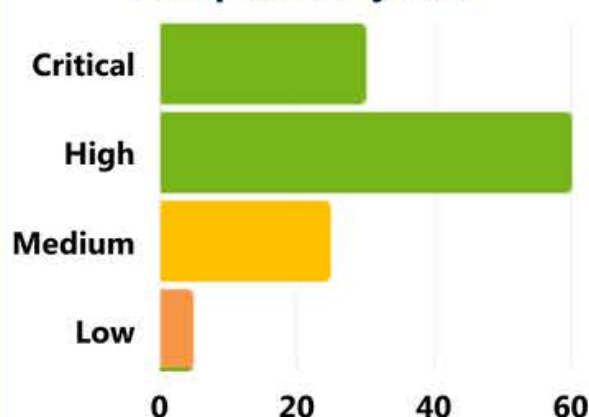
Task by Type



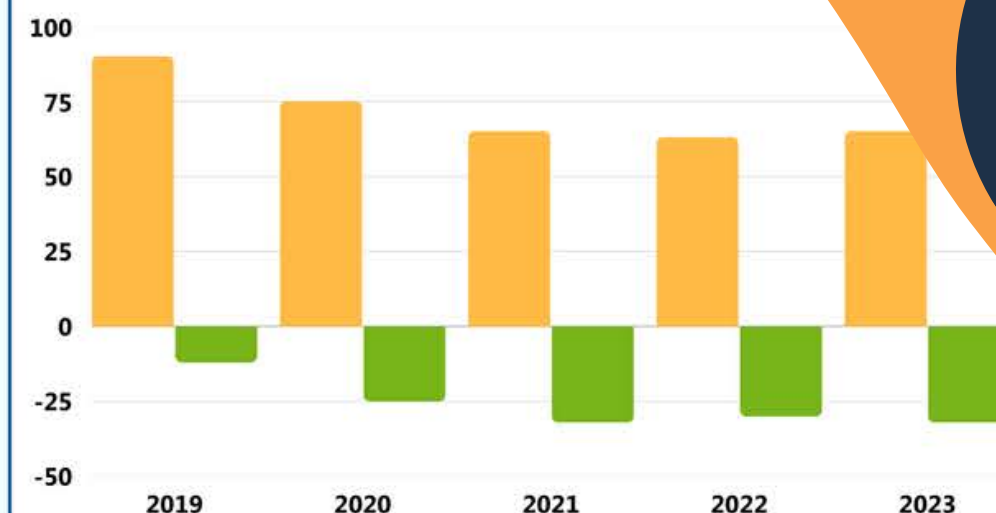
Work Load



Compliance by Risk




VAT Paid and Refund


Monitoring of  
compliance  
activities on task  
by task basis

Compliance - EMEA







Hello Peter



Select period: 

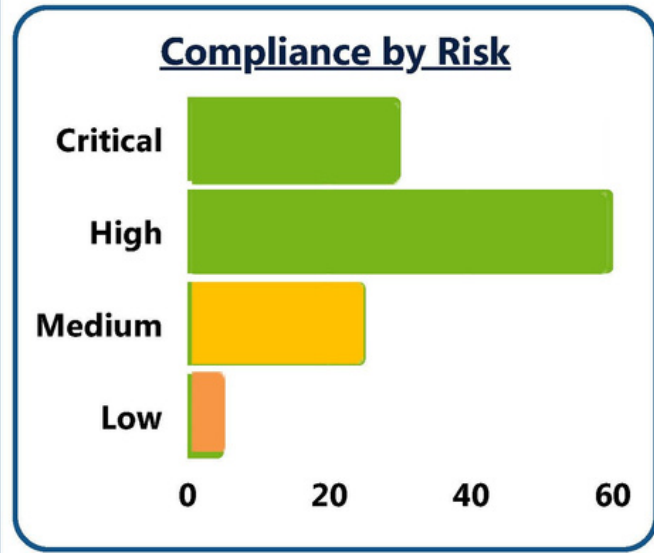
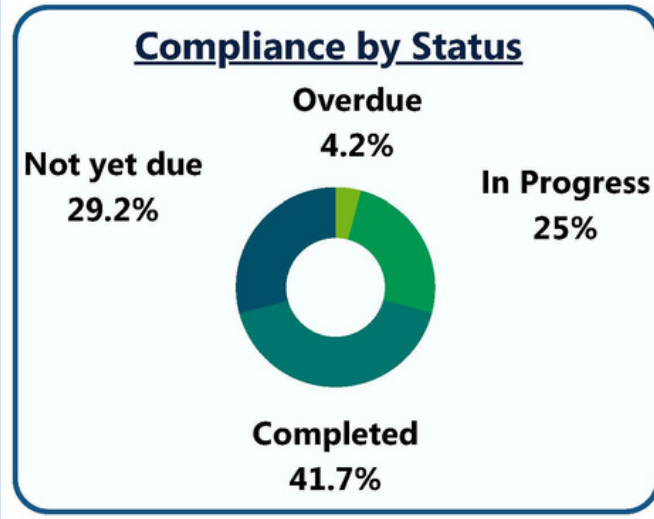
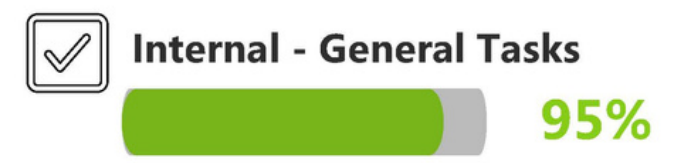
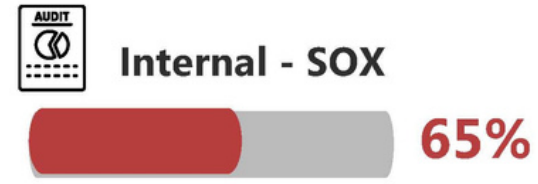
Mar 1, 2023

Mar 31, 2023

Search...

Country

All



- Important Messages

New VAT rate in Poland.

Intrastat task removed from UK

Countries	Unit of Measure (Budget)		UK		France		Belgium		Netherlands		Spain	
Task	HRS/task	Task Risk	Count	Due	Count	Due	Count	Due	Count	Due	Count	Due
COMPLIANCE												
Blackline SOX (VAT)	3	High				WD+7	3	WD+7	4	WD+7	1	WD+7
Blackline SOX (Payroll)	5	High					3	WD+7	4	WD+7	1	WD+7
Waste Reporting	3	Medium	2				1	WD+10	0		1	WD+10
Intrastat	5	Medium	0				3	WD+10	3	WD+10	1	WD+10
VAT filing	8	High	5				3	WD+15	3	WD+15	1	WD+15
Other taxes	5	Medium	7			WD+6	2	WD+16	1	WD+16	1	WD+16
VAT Account Clearing	4	Low	5	WD		WD+19	3	WD+19	3	WD+19	1	WD+19
VAT payment	1	High	5	WD+18		WD+18	3	WD+18	3	WD+18	1	WD+18
National Bank	5	Low	3	WD+18	3	WD+18	1	WD+18	2	WD+18	1	WD+18
Payroll Accruals	5	Low	7	WD+20	5	WD+20	3	WD+20	3	WD+20	1	WD+20
ANNUAL TASKS												
Audit PBC Prep	40	Medium	10	15-May	5	15-Apr	3	15-Mar	4	15-Jun	1	15-May
Financial Statements	15	Medium	10	30-May	5	30-Apr	3	30-Mar	4	30-Jun	1	30-May
Tax Provision	5	Medium	10	15-Jun	5	15-May	3	15-Apr	4	15-Jul	1	15-Jun
Audit deadline	10	High	10	30-Jun	5	30-May	3	30-Apr	4	30-Jul	1	30-Jun
Financial Filing	2	High	10	30-Jul	5	30-Jun	3	30-May	4	30-Aug	1	30-Jul
Tax PBC Prep	10	Medium	10	15-Aug	5	15-Jul	3	15-Jun	4	15-Sep	1	15-Aug
Tax Filing	2	High	10	31-Aug	5	31-Jul	3	30-Jun	4	30-Sep	1	31-Aug





Hello Peter



Client XYZ LTD



Refresh Data



Select period:

Jan 1, 2023

Jan 31, 2023



Search...

Country

All



Compliance Score



No of Tasks

888

No of Tasks - Due & Completed

240

No of Tasks - Not Due & Completed

156

No of Tasks - Not Due & In Process

210

No of Tasks - Not Due & not Started



Regulatory Compliance



98%



Internal - SOX



65%



Internal - General Tasks



95%

Task	Unit of Measure (Budget)		Completed	Reviewed	Days Remaining	% of Completion	Unit of Measure (Actual)	Early Warning
	HRS/task	Task Risk	Completed	Reviewed			HRS/task	Actual / Budget
MONTHLY COMPLIANCE								
Blackline SOX (VAT)	21	High	49	49	0	100%	2	67%
Blackline SOX (Payroll)	15	High	21	21	0	100%	4	80%
Waste Reporting	9	Medium	6	6	0	100%	4	133%
Intrastat	30	Medium	0		0	0%	5	100%
VAT filing	40	High	10		5	40%	8	100%
Other taxes	30	Medium	18			43%	5	100%
VAT Account Clearing	24	Low	0			0%	6	150%
VAT payment	9	High	0			0%	1	100%
National Bank	30	Low	0			0%	5	100%
Payroll Accruals	30	Low	0			0%	5	100%
Audit PBC Prep	160	Medium	40			100%	60	150%
Financial Statements	45	Medium	30	30		100%	10	67%
Tax Provision	25	Medium	50	50	0	100%	5	100%
Audit deadline	30	High	30	30	0	100%	10	100%
Financial Filing	12	High	0	0	20	0%	2	100%
Tax PBC Prep	20	Medium	10	4	35	50%	10	100%
Tax Filing	12	High	0	0	45	0%	2	100%

See a clear view of task completion status to know where to prioritize



# STATUTORY COMPLIANCE

## Statutory Compliance

- Baku, Azerbaijan
- Poznań, Poland
- Cape Town, South Africa

### CKH SOLUTION to ensure Compliance

- **In-country experts** with knowledge of regulations and reporting requirements
- EMEA time-zone and **language proficiency**
- **CPA Team leads** with strong Financial Reporting and Tax background
- **Process standardization** and ongoing training
- **SAP Scripting**
- **Concur and Ariba** tax validation





# TOOLS USED BY CKH GROUP

## PROCURE TO PAY

### ERP USED BY ORGANIZATION



**WINSHUTTLE®**

**SAP Ariba** 

 **CONCUR®**



## ORDER TO CASH

### ERP USED BY ORGANIZATION



**alteryx**

**WINSHUTTLE®**



## RECORD TO REPORT AND STATUTORY COMPLIANCE

### ERP USED BY ORGANIZATION



**alteryx**

**SAP** **SCRIPTING**

 **BLACKLINE**

**RUNBOOK™**  
Clear Financials for SAP® Software





# RPAs - FEW EXAMPLES



## WINSHUTTLE®

- **Issuing Credit Notes & Rebate** – Automation of Rebate and Credit Note process
- **Data Collection** – Utilized to export Data for reporting and Business Intelligence
- **Vendor Invoices** – Withholding tax calculations
- **Manual Accruals** – Automate the manual accrual of the rebate process

## WINSHUTTLE'S IMPACT TO DATE

2 Months

**X**

hours impacted  
(=\$y)

Quarter

**2X**

hours impacted  
(=\$2y)

Year

**4X**

hours impacted  
(=\$4y)



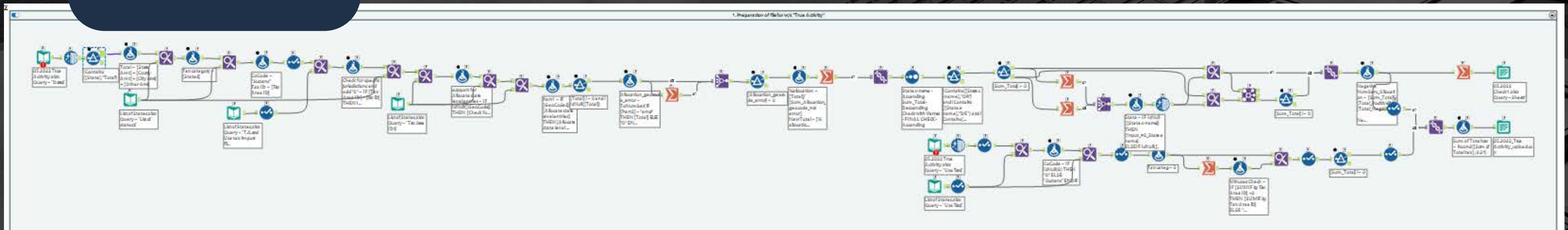


# RPAs - FEW EXAMPLES



- **Reporting** – Automation of KPI and data analytics
- **Procure to Pay**– Update withholding tax calculations
- **Manual Accruals** – Automate the manual accrual of the rebate process
- **Sales Tax Calculations** – State and City tax calculations for thousands of municipalities.
- **Data Entry**- reduced from hours down to minutes.

Any size project  
can be  
automated!  
For example:





# RPAs - FEW EXAMPLES

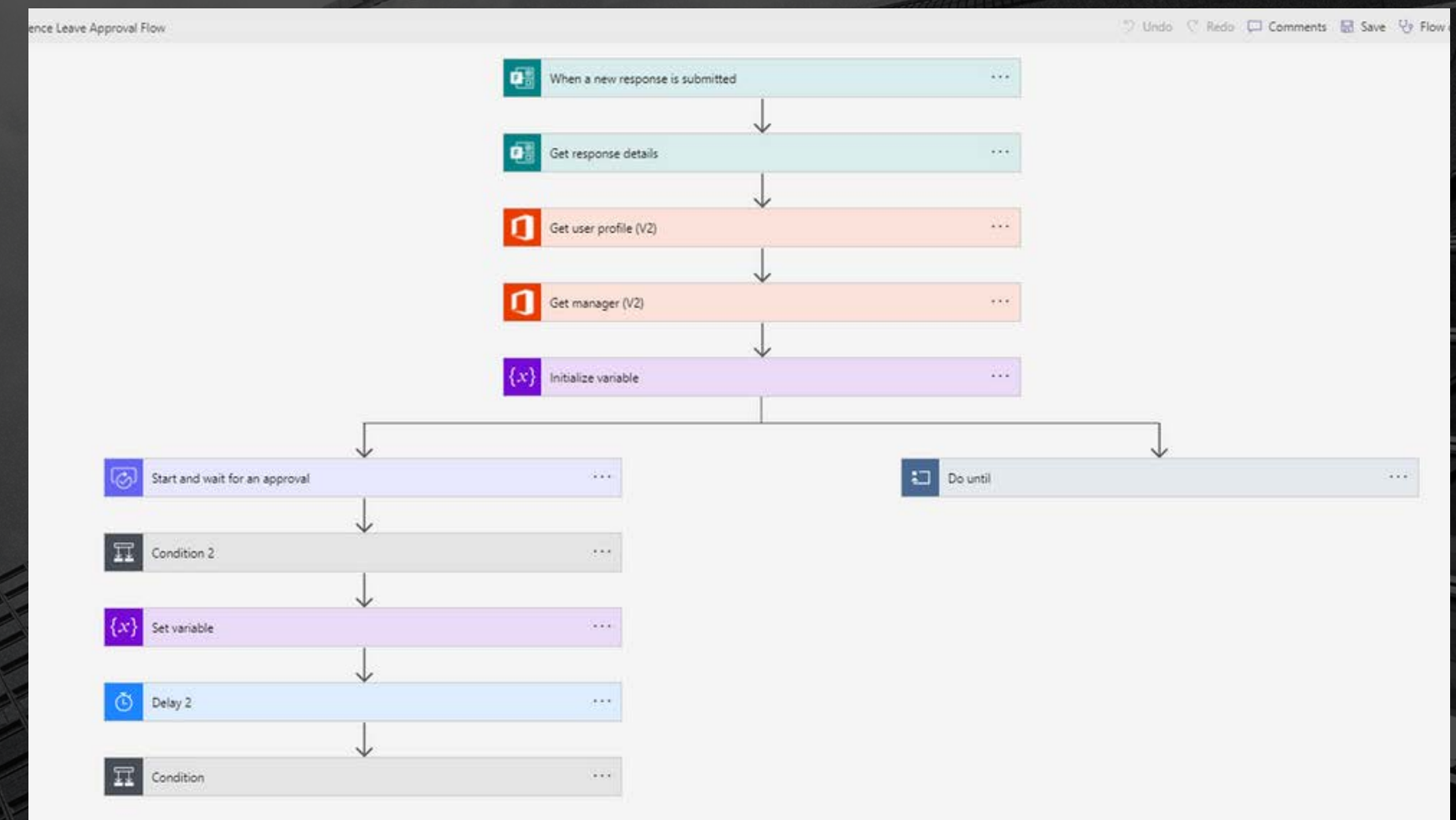
26



**Power  
Automate**

- Included in Microsoft Office Licenses
- Audit Flow
- PBCs request fulfillment
- HR Request
- Vacation Approval Flow
- Receive automated Email alerts
  - Power BI event is triggered
  - Accounts Receivable Balance notification
- Works with other Microsoft Apps to create an automated experience that will save time and improve processes with no coding required.

## EXAMPLE OF DATA VISUALIZATION:



(Custom workflow automation relevant to your needs)





# RPAs - HOW WE UTILIZE



## SAP SCRIPTING

- SAP scripting is an RPA tool that can help automate repetitive tasks within SAP applications.

In financial shared services, SAP scripting can help automate tasks such as data entry, journal posting, and reconciliation. By automating these tasks, SAP scripting can help financial shared services teams improve efficiency, reduce errors, and free up time for more value-added activities.

## SAP SCRIPTING HOURS SAVED

Improvement in  
accuracy

**100%**

Reduced hours

**85%**





# PROCESS MONITORING TOOLS

28

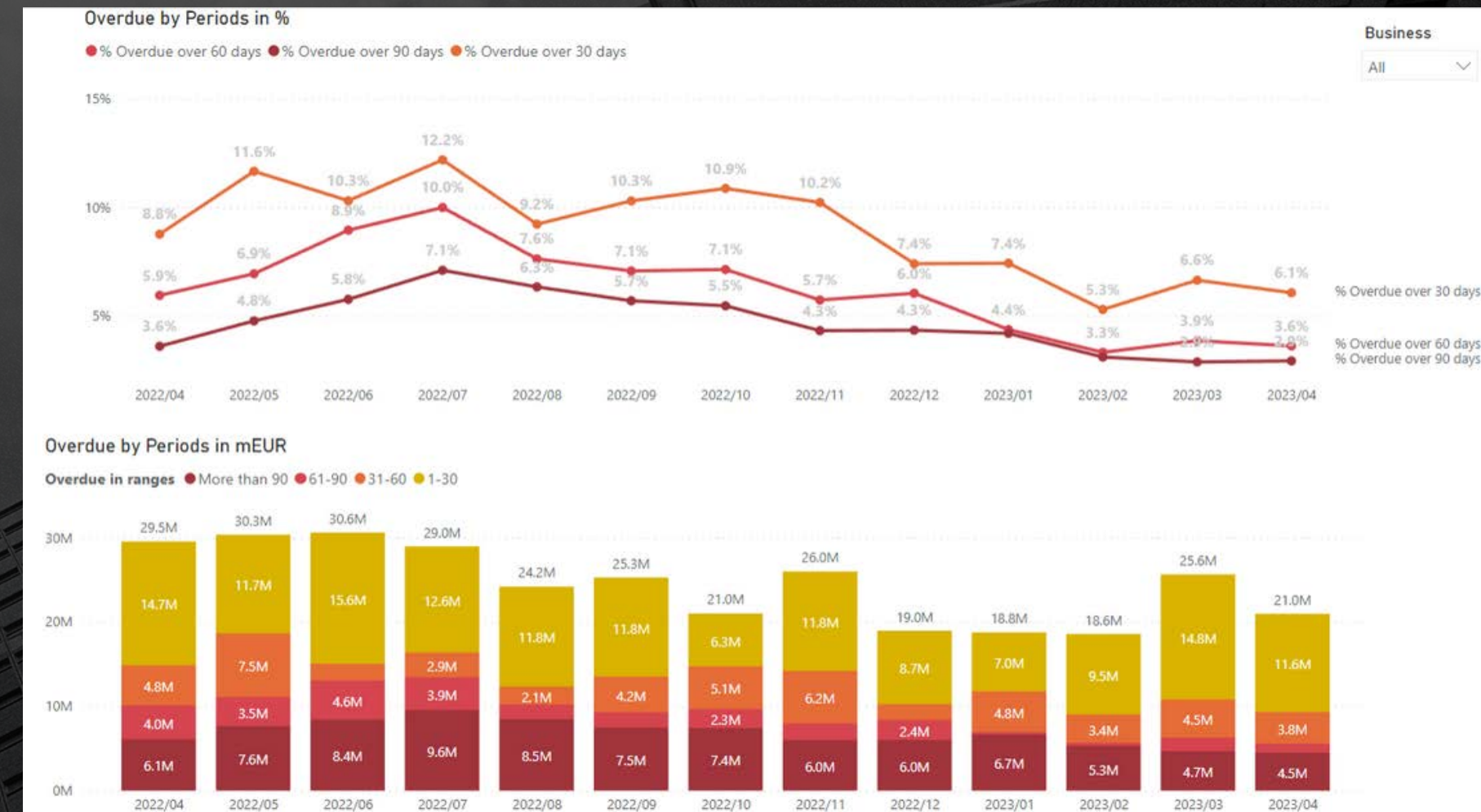


Power BI

Used to visually analyze large data sets and allow the user to digest the information faster.

**Order to Cash**– Currently utilized by CKH to monitor fluctuations and flag risk customers Accounts Receivable and give reliable updates to the customer

## EXAMPLE OF DATA VISUALIZATION:



(Custom data sets relevant to your needs)





# PROCESS IMPROVEMENT TOOLS

29



Assist customers in utilizing Blackline to make sure they are effectively employing the software to its full capability.

## **Manage Close Procedures to be:**

- Standardized
- Automated where possible



## **Travel and Expense Reporting**

- Assist with implementation and management of T&E software

## **Invoice Management**

- Can be employed for Procure to Pay functions that will assist with better approval flow and cash management





## WHAT ARE OUR CLIENTS SAYING ABOUT US?



I thoroughly appreciate the quality of service I receive from CKH. The firm exemplifies what I look for in a partner/service provider; they consistently under-sell and over-deliver. I couldn't recommend CKH more highly.

**Indirect Senior Tax Manager**

Major Global Fortune 500 Company



We engaged the CKH team to assist us with an extremely complex accounting project. They overcame innumerable obstacles and hardships to make it happen. You are accounting warriors.

**Group Global Controller**

Major Global FMCG Corporation



The CKH audit team had an in-depth knowledge and the capability in delivering the audits in extremely tight schedules, without compromising quality. They provided in-depth knowledge and a focused approach to provide the right solutions to complicated accounting issues.

**Controller Major Markets**

International IT Solutions Corporation

CLIENT  CKH  
GROUP  
TESTIMONIALS







“We aim to provide  
the greatest value  
through the best  
experience.”

## CONTACT INFORMATION

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