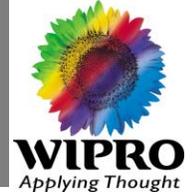
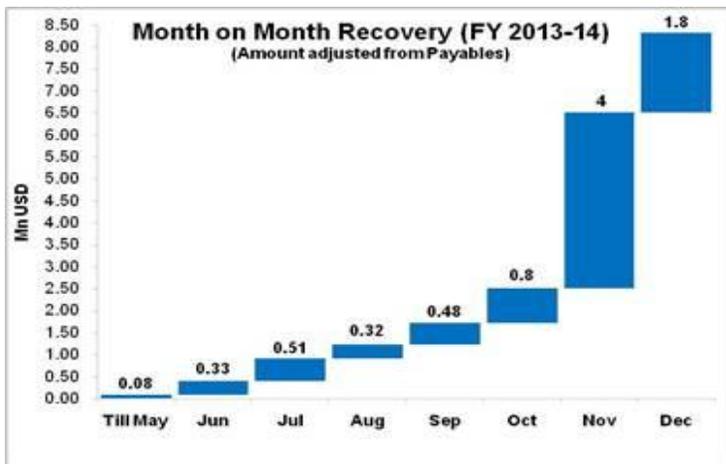


LEAN Helps Client Improve Fund Collection Process, Resulting in Business Benefit of USD 8.2 Million



Business Impact

- Delivered benefit of over USD 8 Million to the client by improving Vendor Balance Adjustment Rate to 4.4% from 1.8%.
- Process Cycle Efficiency improved from 89% to 99%.
- Vendor Penetration increased from 500 to 1000 in a month.
- Savings of 125 person hours per month.



The Client

The client is one of the largest broad line retailers with presence in USA & Canada. It is a leading home appliance retailer as well as a leader in tools, lawn & garden, consumer electronics, automotive repair and maintenance industry.

Business Situation

- Existence of multiple disparate legacy systems to support operations.
- Existence of multiple business units was making the process of outstanding reconciliation difficult. If the client owed money to a vendor in one business unit then there was no mechanism to check if the payments were due from the same vendor in other business units.
- There was no mechanism in place to adjust the outstanding payments/balance.

How We Helped

- Payable balance was extracted from different business units and linked to one common master file.
- Receivable balance was also put in the same file.
- Excel Macro was developed to identify the vendors who had payments due in the other business units.
- Once the vendors were identified, claims were created by the team.



"This has increased the ability to collect funds more efficiently and timely. Also avoided the vendor balances to go in 90+ aging buckets."

Client Manager - Tier III

For further information, please contact:

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About Wipro Ltd.

Wipro Ltd. (NYSE:WIT) is a leading Information Technology, Consulting and Outsourcing company that delivers solutions to enable its clients do business better. Wipro delivers winning business outcomes through its deep industry experience and a 360 degree view of "Business through Technology" - helping clients create successful and adaptive businesses. A company recognized globally for its comprehensive portfolio of services, a practitioner's approach to delivering innovation, and an organization wide commitment to sustainability, Wipro has a workforce of 140,000 serving clients across 61 countries. For more information, please visit www.wipro.com