



Your partner in improving performance through outsourcing

Business Process Management

Your Partner of Choice, when outsourcing is a key enabler of performance improvement

bpm.skpgroup.com



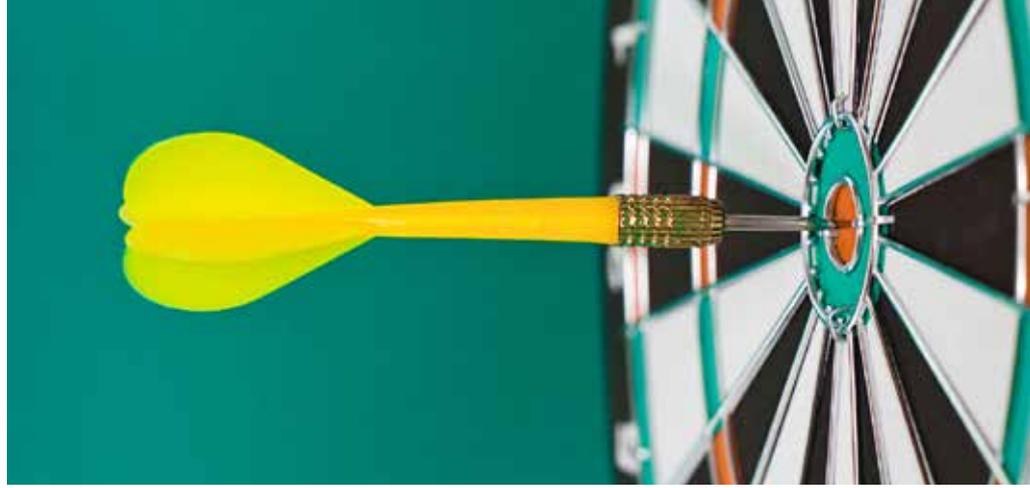
Global and multi-locational businesses often face challenges in maintaining lean finance processes across boundaries. Ensuring simple, lean and scalable processes that can quickly adapt to the needs of dynamic businesses are essential. Such processes ensure discipline, reduce compliance risks, catch frauds, increase efficiency, ensure uniform policy implementation, etc.

Finance teams often find themselves managing day to day transactions along with routine tasks such as checks and controls. SKP aims to relieve the finance department of such activities so that it is freed up to focus on more important strategic roles of business support and controllership. We work as a reliable partner to ensure that the back-end functions remain aligned to the business and adapt to its changing needs.

We at SKP follow a simplified yet effective process. We first listen to you to understand the nuances of your business, apply our knowledge and experience to eliminate waste and then create a sustainable process that is in line with your policies and which optimizes your resources. What differentiates our services is that we do not stop at advisory services, we also help implement process changes, and often take on the management of these processes to ensure sustainability, continual improvement and scalability which keeps pace with the business and its growth.

OUR APPROACH

SKP's BPM operations are built on our legacy of being a trusted partner. Our ethos is simple – to deliver measurable business benefits that enable our clients to focus on their core business while we help them with critical but non-core activities.



Working beyond SLAs

While a service-level agreement sets the baseline for performance, our approach is that of continuous improvement of processes. Our keenness to understand our client's business and our constant interaction with them builds an environment of trust that allows us to deliver solutions far beyond our contracted scope. In fact, most of our clients consider us as an extension of their team and not just a vendor. Over the years, we have developed a good grasp of our client's requirements and concerns, even reading between the lines to gain insights and always looking for cues to better our services.

Leveraging our heritage

At SKP, we have the ability to provide and execute solutions that comply with business, governance, compliance and regulatory requirements. With SKP's strong accounting and tax background, we are able to harness this knowledge and apply it to any transactional or accounting work and ensure preventive checks and controls. This also results in saving valuable time and expenses for internal and external audits.

People

We firmly believe that our people are our real strength. We hire on attitude – passion and a thirst for innovation are core attributes – and train them to be more proactive, responsive and responsible on the job. The overarching philosophy is to create an environment where our employees learn and grow with the business. With an accomplished and forward-thinking senior management, we have a solid learning and development framework across all levels. Our continuous training ensures that team members develop the right blend of technical and functional skills to succeed in their roles, to understand the client and their business, and to deliver beyond expectations.

Operational excellence

We leverage our industry knowledge, process expertise and technology to deliver solutions that are cost-effective. We are constantly striving to build on our strong foundation and create a framework that delivers excellence. Automating any rule-based task and using our resources for an analytical approach to processes have enabled us to deliver what we promise.



OUR SERVICES

The solutions we provide are customized to our client's needs and everything we do aims at delivering a tangible business benefit to our client.

Business Process Consulting

Process consulting consists of:

- Conduct a process study
- Provide a Gap Analysis 'As is-Should be'
- Share recommendations
- Create roadmap and implementation

Reporting and Analytics

Our reports are tailored to highlight those areas of managerial interest

- Designing and developing key algorithms for users based on your business goals and the right metrics
- Build data for KPIs through from business processes and by generating reports from the right BI tool
- Implementing the solution and training stakeholders

Customized Solutions

- Understand the pain areas
- Understand current processes
- Set-up, execute and deliver
- Monitor deliverables and drive business improvement

Finance and Accounting

Our team is well versed in leveraging technology, process excellence and domain knowledge to deliver measurable results. Our services include:

- Procure to Pay
- Order to Cash
- Record to Report
- Master Maintenance

Global Payroll Compliance

We have the ability to not only manage your payroll and local compliance, but also ensure last mile support, including advisory, in the different countries by leveraging the abilities of the Nexia member firms. Our services include:

- Global payroll processing and compliance
- Accounting, secretarial and tax compliances
- Consolidated reporting across locations
- Cross-country performance comparison and study
- Health-checks and advisory services

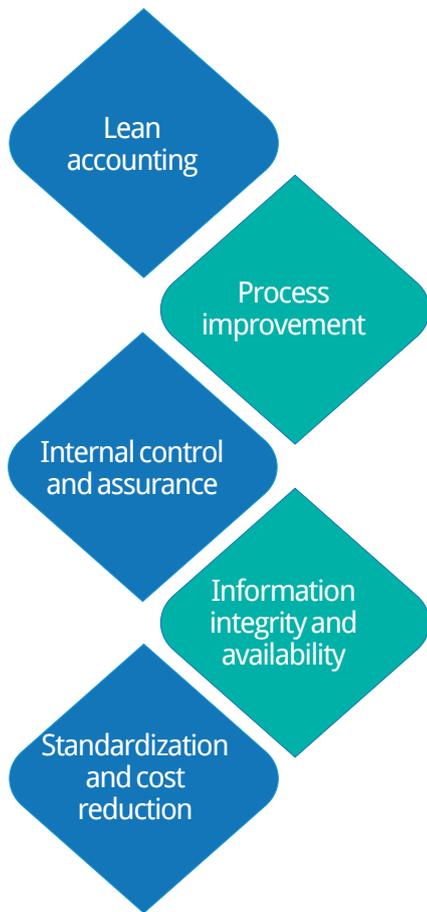
Contract Management

Contract Management is an area where SKP partners with the clients legal and commercial teams to ensure that we deliver on contract negotiation, monitoring and closure. Our services include:

- Drafting, negotiation and execution
- Risk assessment and mitigation
- Abstraction and summarization
- Obligation tracking
- Developing negotiation playbooks and fallback language



VALUE PROPOSITION



- Finance team is freed to focus on priority roles of business support and controllership
- Achieve better governance and control within processes support regulatory compliance
- Better risk management
- Achieve efficiency and cost reduction through continual improvement and intelligent use of technology
- Standardization of processes and practices across multiple locations and business segments
- We will be your single point of contact across subsidiaries and compliance assurance

OUR CREDENTIALS



Managed all buy-side contracts across the globe for a large US-based business. It involved working across countries, entities and teams to deliver a consistent and seamless turnaround of contracts within specified timelines. The engagement meant working with the client to create negotiation playbooks and actively partnering with the commercial and legal teams for faster closure.



Assisted a software company which specializes in managed engineering services for the pharma industry. SKP was given complete ownership of accounts payable, accounts receivable, bank, payroll, general ledger management processes for all countries in which the client operated, namely, Ireland, US, UK, Germany, Singapore and India.



SKP was given complete ownership of the accounts payable and recharge processes for a UK AIM listed company which manages over 150 aircrafts and operates in the UK, US, Dubai, Switzerland and Hong Kong. SKP manages these processes for all locations of the client with a delivery team of over 65 persons.



Assisted multiple customers in transitioning from one ERP system to another and provided ongoing master maintenance. It involved working with customers, ERP consultants and multiple internal IT applications.



Set up a shared service centre for a PE owned healthcare firm. It combined F&A and compliance management across Asia. The solution involved working across cultures, time zones and languages to deliver seamless services. It enables the financial controller to have effective management without having to add to the headcount across countries.

About SKP

SKP is a global professional services group with its principal areas of operations in business advisory, end-to-end finance and accounting solutions including attest function and taxation, business process management, and IT risk advisory. SKP's focus is to provide solutions which result in tangible business benefits and performance improvements.

Our multi-disciplinary teams serve clients from various geographies and industries ensuring global standards. With over 80% of our client-base being international, we truly understand the needs of global companies and their expectations and our customized global solutions are designed to factor in local nuances. Our commitment is rooted in a passion for solutions, empowering our people and clients to achieve more.

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