

SUCCESS CASE



Grupo Seguridad Integral (GSI) is the leading security group in Mexico. GSI has a wide presence globally, with offices in Brazil, Central America, Miami, China, and Spain. GSI is formed by several security operations such as guards management, Valuable Logistic and Cash Handling, and Payroll service, among others, serving customers from the Financial Services industry, the Public sector, and Large Accounts. The BRIM solution has been implemented for the Money Transportation operations (and the companies that run this operation); not included for other services. COMETRA, their largest operation, was the first company to implement the BRIM Solution. Group GSI has other money transport companies rolled out into the BRIM platform.



Logistics,
Money and
Valuables
Transport, Security



Mexico City,
Mexico



www.cometra.com.mx

Why SEIDOR

SEIDOR is a technology consulting company with a presence in more than 40 countries, with more than 6,500 professionals and serving more than 8,000 clients. SEIDOR is one of a few SAP Platinum partners worldwide and a member of the United Vars. SEIDOR has more than 15 BRIM projects in different industries and countries and a team of more than 80 consultants that allows us to reuse all the knowledge gained in each experience in future projects. In addition, SEIDOR has its own systems to configure all kinds of scenarios and perform demos or PoCs. SEIDOR offers companies the opportunity to build different billing schemas increasing their profits with a more modern and flexible solution to meet customer needs.

SEIDOR

Goals & Business Challenges



Implement a flexible and scalable platform that covers the end-to-end order-to-cash process to enhance the control of the business.



Reduce the risk of errors and data loss due to manual pricing and billing processes.



Reduce Revenue leakage.



Gain process automation.



Apply financial control - Enhance receivables and collections capabilities.

Solution

- SoM, Convergent Charging, Convergent Invoicing, and FICA.
- The BRIM implementation was a full end-to-end Green Field implementation. It replaced their invoicing in-house solution and integrated into their logistics operation.

Key Benefits

- Increased flexibility in rating capabilities and for invoicing requirements.
- Robust collections, financial management, and native integration to ERP and accounting.
- Reduced revenue leakage that existed due to manual operations.
- Enhanced control and visibility of the provided services vs invoiced services.
- Enhanced visibility and control of the collections process - Automated dunning process.
- Intercompany Invoicing, Service Catalog creation and contract management, specific complex rating and invoicing capabilities.



40
Countries



+6500
Professionals



+8000
Clients



**SAP Pinnacle
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