

CASE STUDY

OPTIMIZING CASH FLOW & INVENTORY CONTROL

Sierra Wireless deployed mindzie's process-intelligence studio across Accounts Receivable, Accounts Payable, and Inventory Management, unifying ERP, banking, and warehouse data into a single, continuously monitored digital twin. In just weeks the team trimmed Days Sales Outstanding by 28 percent, lifted on-time vendor payments to 85 percent, and cut inventory write-offs nearly in half—releasing over US \$8 million in working capital.

Executive Summary

Imindzie's process intelligence platform integrated ERP, banking, and warehouse-management data to illuminate the end-to-end Order-to-Cash, Procure-to-Pay, and Inventory Replenishment flows at Sierra Wireless. By exposing hidden cycle-time stalls, re-work loops, and compliance gaps—and then continuously monitoring them—Sierra Wireless freed working capital, improved vendor relationships, and secured a data-driven command of its supply chain.

Quantified results

28%

Improvement in Days
Sales Outstanding

62%

Improvement in On-
time vendor payments

80%

Reduction in Invoice
re-work rate

\$8.7M

Overall cash released

“The mindzie studio was easy to set up and use; we were analyzing our processes within weeks. It let us drill into early/late payments by vendor and track how payment behavior evolves over time—ensuring we stay aligned with our payment strategy.”

— Chief Financial Officer, Sierra Wireless

Business Challenge

Rapid growth and a hybrid distribution model left Sierra Wireless wrestling with:

- Fragmented data across SAP S/4HANA, Coupa, and a custom warehouse system
- Manual hand-offs causing late invoices, duplicate payments, and inventory blind spots
- Escalating write-offs from slow-moving or obsolete IoT modules
- Limited insight into supplier-level payment performance and its cash-flow impact

Results Highlight

Metric	Pre-mindzie	Post-mindzie	YoY Delta
Payment Compliance (to terms)	62%	85%	+23 pts
Early-Pay Discount Capture	US \$0.3 M	US \$0.76 M	153%
Inventory Turns	3.8×	4.6×	21%
Finance Manual Touches / Invoice	4.2	1.1	-74%
Cash Tied Up in Stock	US \$41 M	US \$32 M	-22%

Why It Worked

- Rapid Data Onboarding – out-of-the-box connectors and templates had Sierra Wireless mining processes in < 4 weeks.
- Targeted Root-Cause Analytics – cycle-time and re-work insights pinpointed “where to fix first.”
- Automated, Continuous Monitoring – mindzie watches every AR, AP, and inventory event, sending exception notifications to buyers, accountants, and planners.
- Closed-Loop Actioning – RPA bots and approval rules, triggered by mindzie insights, locked in the gains.

Looking Ahead

Buoyed by these wins, Sierra Wireless is extending mindzie to Returns & Repairs (RMA) and Quote-to-Cash to replicate the cash-flow and compliance benefits across customer support.

Conclusion

By combining fast deployment, deep process visibility, and automated alerts, mindzie helped Sierra Wireless transform finance and inventory operations into a nimble, cash-efficient engine—saving millions, delighting suppliers, and freeing working capital for growth.

Ready to unleash similar value?

Visit www.mindzie.com or email info@mindzie.com to see how mindzie can turn your process data into your next competitive advantage.