

A Web-Based **Efficiency and Analysis Software Solution** for Credit and Receivable Professionals

## Reduce DSO

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### **Invoice Collection efficiency**

Give collectors the customized tools based on your management priorities and best practices that allows them to maximize the collection effort. With more information available and administrative activities minimized collectors spend more time one-on-one with clients and collect on schedule more often.

### **Dispute and Deduction Resolution**

Give Deduction managers the automated process, the information and documentation needed to solve disputes and justify resolution by providing needed documentation to the client quickly and easily.

### **Dispute and Deduction Prevention**

Give managers the historical trends and information needed to effectively analyze and prevent as well as decide which disputes and deductions are profitable to pursue.

### **Identify “At-Risk” clients at an earlier time**

Give managers the tools to see and analyze trends and create customized “trigger points” to alert staff of potential problems and red flags. Collectors that identify problem accounts earlier in the collection process have a distinct advantage over those that identify issues 30 days later.

### **Change Terms of Sale**

Give managers the information to analyze and make better decisions on when clients should not be granted or are abusing extended dating.

## Save Time and Improve Efficiency

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### **Workflow Prioritization**

Management has the ability to automate and prioritize workflow activities in alignment with corporate objectives and give employees the tools to more efficiently maximize their day. By simply creating customized work rules credit and receivable professionals are not only shown what activities take priority, but it also defines and guides them to their next step.

### **Managerial Time saving and efficiency**

By creating a uniform process based on best practices and company managerial philosophy, less time is spent supervising employee's activities. Managers can now spend their valuable time where it is needed most.

### **Centralized Customer and Accounts Receivable Information**

A “one-stop-shop” for your credit, collection and deduction activities as well as all analysis data allowing employees to spend their day in one program versus jumping from screen to screen and application to application.

### **Analyze Entire Receivables Portfolio Efficiently**

Gives managers a high level query and dashboard tool that allows customized, critical information to be reviewed and analyzed quickly and easily. Information can viewed in any format, including graphs or downloaded to Excel.

## Achieve Organizational Goals

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### **Improve Cash Flow and Working Capital**

With improved efficiencies, better AR processes and more information to make the best possible decisions, sales and profits increase and bad debt decreases. This creates positive results in both cash flow and working capital.

### **Increased Sales**

With more information available and an automated monitoring of accounts that helps managers make good credit decisions, credit limits can be increased for the companies with a solid history and less risk. This proactively results in the credit department alerting sales of the opportunity to up-sell, further helping the relationship between departments.

### **Decrease Bad Debt/ Improve Profits**

By giving managers the information and tools to recognize potential problems by looking at and learning from history, managers have the ability to make better credit decisions in the present.

### **Headcount Stabilization/Salary Expense Re-Investment**

With increased efficiencies and defined best practices and workflow, less time is spent in collecting data and making subjective decisions. Time is spent dealing one-on-one with clients vs. handling administrative duties. In an environment where sales are rising (and staffing is not) efficiencies have to be positively impacted to maintain or improve DSO and other measurables.

### **Compliance and improved Internal Controls and Procedures**

By automating internal processes and a One-Stop-Shop for all reporting and information on your accounts receivable portfolio, Credit and A/R departments have the tool to document, create and produce consistent internal controls and procedures to stay in compliance with the Sarbanes-Oxley Act.

## Improved Internal and External Relationships

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### **Improved Customer Satisfaction**

With faster deduction and dispute resolution as well as more accessible supporting documentation, clients are more comfortable with decisions and resolutions can be easily justified.

### **More Personal Client Relationships**

With more information shared with clients quickly and easily and improved efficiencies allowing for more time spent one-on-one with clients, relationships tend to be more personal as well as proactive rather than reactive.

### **More Accurate Invoices**

With more historical data available to analyze where internal problems have led to incorrect invoices, new processes can be created and inaccuracies can be identified before the client even sees the invoice.

### **Partnership with Sales**

Although typically the relationship between the credit and sales departments can be an adversarial one, the main reason for this is a lack of understanding and communication of where each side is coming from. With more information, best practices, and credit decisions easily justified based on past trends, internal relationships can be improved.