



AUTOMATE. ANALYZE. MANAGE

Reduce DSO-

- **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 when they are one month past due have a distinct advantage over those that identify issues 30 days later.
- **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 better processes in place, collectors make better decisions and collect on schedule more often.
- **Dispute and Deduction Resolution**
Give managers the information and documentation needed to solve disputes and justify resolution by providing needed documents to client.
- **Dispute and Deduction Prevention**
Give managers the historical trends and information to analyze and prevent as well as decide which disputes and deductions are profitable to pursue.
- **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-

- **More efficient collections and receivables activities workflow**
Managers have the ability to define steps involved in the workflow process and give employees the tool to stick to them. Best practices can be defined and more efficient processes created and customized into an automated workflow tool.
- **Managerial Time saving and efficiency**
By creating a uniform process based on best practices and company managerial philosophy, less time is spent supervising their employee’s activities. Managers can spend valuable time where it is needed most.
- **Centralized Customer and Accounts Receivable Information**
A “one-stop-shop” for your collection and deduction managers that mirrors your AR software and allows them to stay on course with workflow and account activities.
- **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.

Improved Internal and External Relationships-

- **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 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 of where each side is coming from. With more information, best practices, and credit decisions easily justified based on past trends and tangible numbers, internal relationships are improved.

Achieve Organizational Goals-

- **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 Reduction or Avoidance/Stabilization**
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. Sales can increase with no additional headcount needed.
- **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 and payroll expense decrease. This creates positive results in both cash flow and working capital.
- **Compliance and improved Internal Controls and Procedures**
By automating internal processes and your accounts receivable portfolio, your AR department has the tool to document, create and produce consistent internal controls and procedures to stay in compliance with the Sarbanes-Oxley Act.