

“SRM suite has given us the consistency and control that allowed us to better handle our receivables. We realized a major improvement in the day to day operations as the team was easily able to find the required information in fewer clicks, able to attend more requests and work efficiently.”

Director of Financial Services,
a Berkshire Hathaway subsidiary company



Integrated accounts receivables solution to support global system initiative

Challenge

- High volumes of customers and invoices for different business divisions
- AR agent(s) used disparate systems and manual process to get full insight of their accounts
- Lack of any prioritized task list further impeded their ability to take-up important tasks first
- Manual execution of customer communications, follow-ups

Solution

- Sailfin team used their F&A expertise with flexible cloud-based platform - SRM to implement a solution that was preconfigured for best practices
- Features: Prioritized work list, automated reminders, holistic reporting, synchronization with ERP
- Results: Obviated reliance on legacy tools, acceleration of cash receipts, reduction in DSO, reduction in bad-debt write-offs

Benefits

20%
decrease
in DSO

90%
increase in
collections
accounts
coverage per day

40%
increase in
collector
efficiency

WC and Operating Cost
Savings and ROI

5-day
DSO reduction

\$19M
CF Improvement

\$1.0M
P&L Savings

\$1.0M
FTE Savings

>4:1
ROI



Industry: Electronic goods manufacturing & trading