

“Sailfin solution is easy and cost-effective to deploy and maintain. Many required features are available out of the box and it helped us to automate our process, gain more visibility of process efficiency, team productivity and allowed shift resource focus to research and analysis process instead of low value-add, clerical tasks of data aggregation.”

Vice President of Operations



Efficient collections solution that enhanced cash flow and reduced DSO

Challenge

- The collections process was largely manual, with each account managed and tracked on spreadsheets by the team of collectors
- The team used alternate solution for collections management and dealt with multiple challenges of non-uniformity of data, lack of a single source of data and unavailability of the desired reporting.
- Manual execution of customer communications, follow-ups

Solution

- Sailfin implemented a plug-and-play cloud solution – easy to update and maintain uniformity of data and helped overcome the technological limitations of existing alternate solution
- Features: working dashboard with items to focus for the day, actionable insights in reports & dashboard
- Results: Improved visibility into what teams are doing, Improved ability to change priorities to achieve collection and cash flow targets. Increased collection with the same resources

Benefits

20%
decrease
in DSO

30%
reduction in
overdue AR &
disputes

40%
increase in
collector
efficiency

WC Savings and ROI

3-4-day
DSO reduction

\$2M
CF Improvement

\$0.2M
P&L Savings

>2:1
ROI

Industry: Cashflow services for oil & gas industry