Crabb

an introduction to our credit management solution

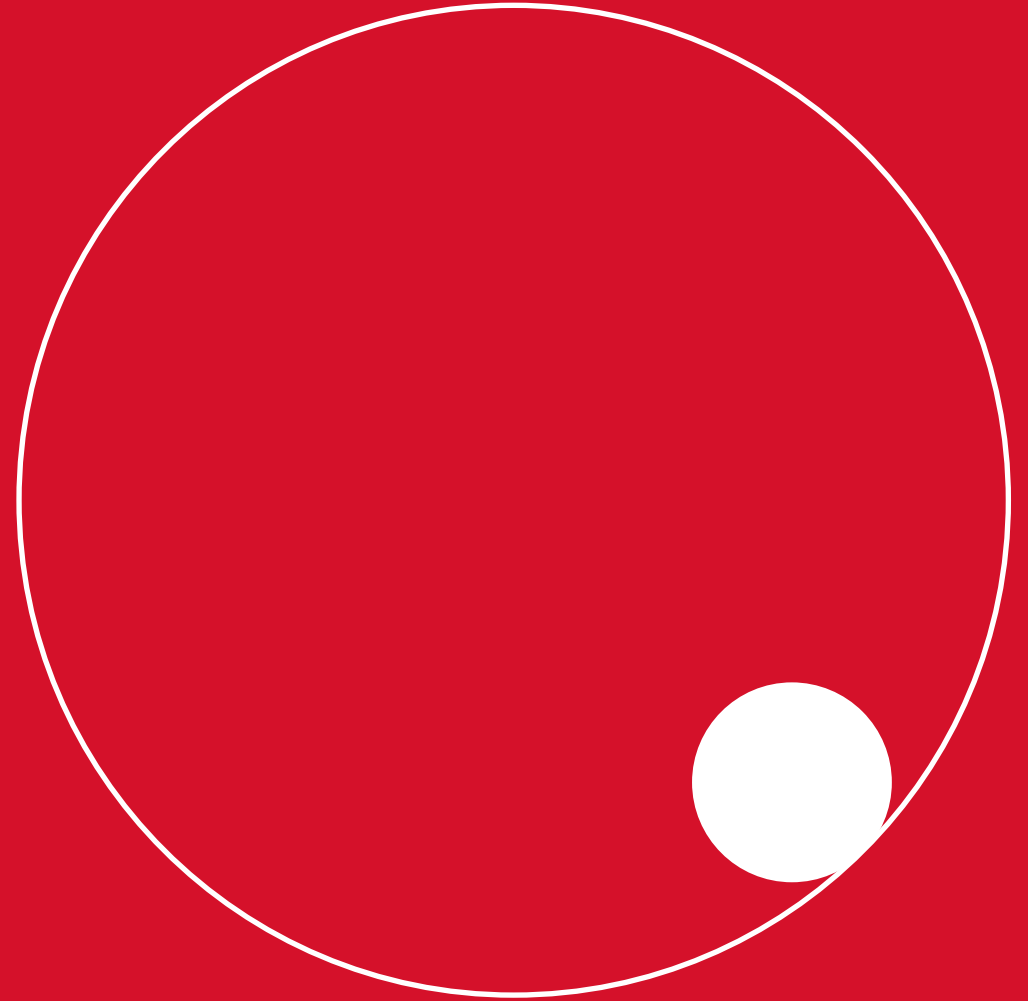# Crabb

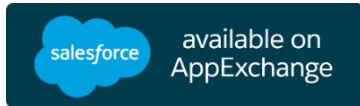The only credit and collection management system made on Salesforce

Why to choose Crabb for credit and collection management

Crabb is a software for Credit and Collection Management made **entirely on Salesforce technology**, the number 1 CRM cloud in the world, to guarantee performance, scalability, security and compliance with the regulations on privacy and data processing. It is an i**nnovative, complete, flexible and reliable solution**, designed and built by professionals with twenty years of experience in the world of credit.

Our Results

+300
Mill. credit under management

+150
Active users on platform

+630
Mill. debtors managed
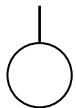
+60
Integrated out-sources

Highly customizable
for all business needs in credit management

Crabb can be customized **according to your business model** and integrated with the main company software. Thanks to the definition of recovery strategies and the automation of collection operations, y**ou will be able to reduce losses in the revenue generation process, speed up your collections and have everything under control, wherever you are.** All the main functions are also usable from mobile devices.

Key capabilities

Reduce the risk of credit losses with the automation of credit policies
Configure the rules to automate credit management strategies from the definition of scoring to outsourcer credit lines, integrating all the resources involved.

Improve your credit collection thanks to the multi-channel collection method
Manage credit recovery actions through multi-channel logic, with work queues dedicated to specialists and workflows to support decisions, in a few seconds you can solicit or entrust the recovery of credit per customer or massively to third parties.

Monitor and analyse performance with the most advanced reporting
Generate dynamic and flexible reports on different levels of performance analysis by customer type, adopted strategy, geographical area, etc. Calculates the costs incurred and the provisions to the devaluation fund in real time.

Key functional areas

Strategy

- Managing recovery strategies
- Tracking activities
- External entity management

Reporting

- Collections forecasting
- Collection performance and cost

Operations

- Workflow management
- Direct contact to debtor
- User profiling
- Client management
- Credit management and feedback
- Activities and account storage

External System
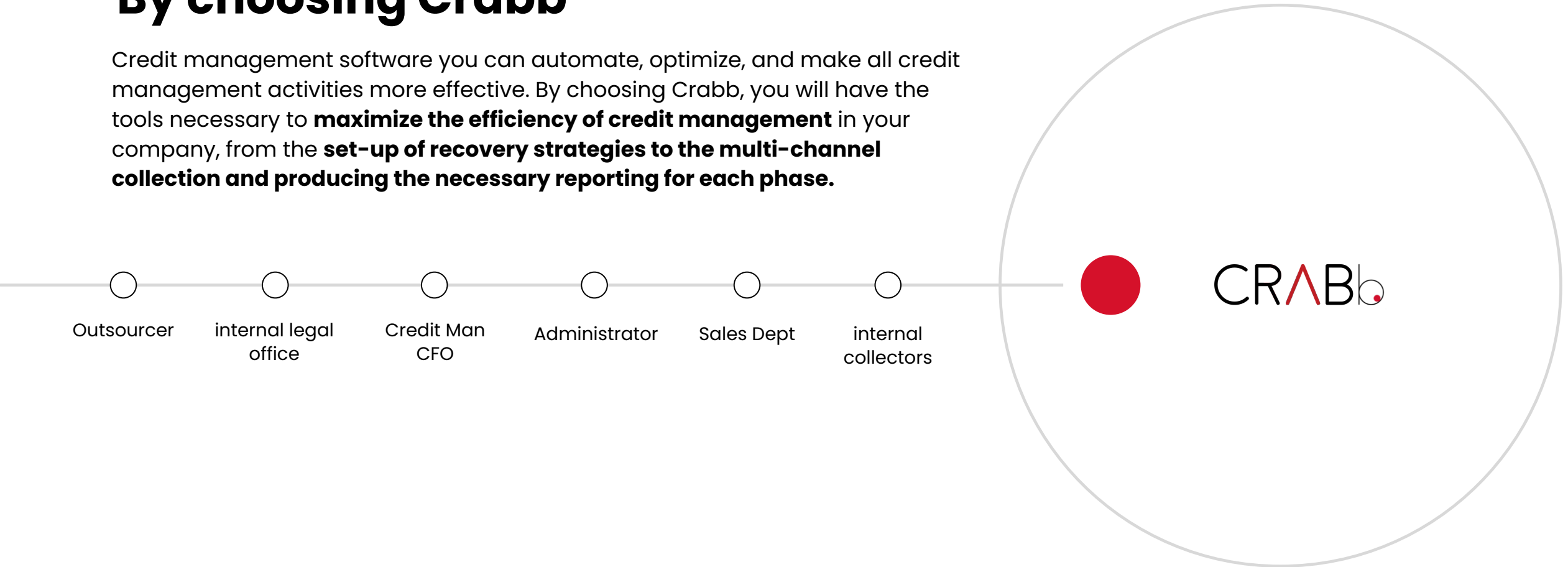
CRM

CTI

Print Providers

Billing

Accounting

DWH

By choosing Crabb

Credit management software you can automate, optimize, and make all credit management activities more effective. By choosing Crabb, you will have the tools necessary to **maximize the efficiency of credit management** in your company, from the **set-up of recovery strategies to the multi-channel collection and producing the necessary reporting for each phase.**

Outsourcer internal legal office Credit Man CFO Administrator Sales Dept internal collectors

CRAB

Thank you!

For more information: info@crabb.it

BALANCE