



Accounts Receivable Management

Generate more cash for your company simply by controlling cash flow. Establishing formal accounts receivable processes provides your company with additional cash. Jacquard's Accounts Receivable Profit Project® guides you through the implementation of an effective company-wide credit and collection process.

Experiences

- *Sound accounts receivable processes reduce bad debt*
- *Establishing a calling process improves accounts receivable days*
- *Formal accounts receivable processes mean more predictable available cash from week to week and month to month*

Principles

- Billing speed is key to collections
- Integrate structured processes throughout company departments
- Sales and Finance must be aligned for effective accounts receivable control
- Positive cash flow increases your competitive advantage

Goals

- Integrate cash and profit
- Establish and enforce consistent credit terms
- Reduce accounts receivable days
- Reduce costs

Subprojects

- Granting Credit
- Credit Approval Process
- Terms and Payment Methods
- Credit Limits and Reviews
- Competitive Analysis
- Collecting Receivables
- Collection Process
- Key Customer Accounts Receivable Review
- Weekly Review and Action items

Measurements

- Accounts receivable days by product/service line
- Accounts receivable dollars over 90 days
- Days/Dollars past due
- Bad debt dollars

Deliverables

A formal standard repeatable process that provides ...

- More time for the accounting department
- Increased cash flow
- Reduced bad debt

"One of our customers, a large distributor in Germany, went south last year. We could have lost a lot of money. But, due to the formal A/R processes Jacquard helped us set up, we were able to manage the customer carefully. What could have resulted in a six-figure loss, only turned out to be a \$30,000 loss for us."

—Owner
Metal Distributor

Jacquard's Profit Projects®

- Straightforward, proven and universally applicable
- Focused and customized to a company's unique needs
- Easily understood by all employees
- Take only 16 weeks to complete

What they do for you ...

- Improve customer delight
- Build greater market share
- Increase profitability and cash
- Strengthen leadership
- Align people with company goals