



## Benefits of Accounts Receivable Credit & Collections Management

Accounts receivable is one of the largest assets for most businesses yet very few companies have a defined process or system to manage their receivables. As a result, most businesses get paid 61 days on average NET 30 credit terms. Most companies write-off 4 percent of accounts receivable annually. The longer an invoice goes unpaid, the less likely that it will ever be paid. Research indicates that:

- 26 Percent of Invoices 3 Months Old are Uncollectable
- 70 Percent of Invoices 6 Months Old are Uncollectable
- 90 Percent of Invoices 12 Months Old are Uncollectable

According to Paystream Advisors, credit and collections management systems like Epicor Cash Collect can help businesses realize:

- 10 to 20 percent reduction in days sales outstanding
- 25 percent reduction in past due receivables
- 15 to 25 percent reduction in bad debt reserves
- Increased productivity while maintaining staffing costs

## Epicor Cash Collect SaaS Edition

The Epicor Cash Collect SaaS Edition is available as a hosted application and database on Microsoft's Azure cloud platform for a low subscription price.

## Epicor Cash Collect Standard Edition

The Epicor Cash Collect Standard Edition is sold as a perpetually-licensed, one-time purchase with a choice of a premise or hosted deployment. For premise installations, the application is installed on an internally-hosted IIS web server with a local Microsoft SQL database. The application may also be hosted with a Microsoft SQL database on Microsoft's Azure cloud platform.

## Users & Teams

Assign accounts to credit users, create collection teams, define reporting hierarchies for credit managers, and provide inquiry access to C-level executives and sales representatives so they know what's happening.

## Communications

Manage account communications including phone calls and email communications which can be automated using the powerful rules engine with email templates. Epicor Cash Collect can retrieve inbound email received from your customers which is filed against the original email communication and credit issue within the system.

## Business Inspired Insights

Leverage reports, inquiries, and dashboards with key performance indicators to help you understand your cash flow with insights into what's working and where you need to improve your processes. Send alerts to users to keep them informed of activities that require their attention.

## Automation & Workflow

Automate customer email communications, setup workflow to create prioritized action lists for collectors, and automate invoice and document delivery to customers. You can even setup automated escalations to managers when important issues are unresolved.

## Cash Forecasts

Review statistical forecasts for expected cash receipts based on customer payment history from Epicor ERP and track promises to pay and broken promises.

## Credit Management

Send business credit applications to new and existing customers and setup alerts to conduct periodic credit reviews. Monitor internal credit scores or credit scores from major credit bureaus.



**EPICOR CASH COLLECT  
BY E2B TEKNOLOGIES**

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Date Established:	09/07/2005	Terms:	Net30	Credit Hold:	<input type="checkbox"/>	<input type="button" value="Edit"/>
Credit Class:	Established Customer	Days Past Due:	51	Credit Review Date:	6/2/2014	<input type="button" value="Calendar"/>
Cost of Credit:	244.46	Credit Limit:	0.00	Credit Score:	63	
Currency:	USD	Available Credit:	0.00	D&B:	61	
Sales Territory:	OHIO	Allow Online Pmt:	<input type="checkbox"/>	Experian:	59	
Highest Balance:	36,177.50(03/23/2014)	Oldest Due Date:	08/16/2014	Equifax:	67	

Credit Info History Contacts Transactions 10056949: Gallagher Services

**Account Info**

## Case Study: Hy-Bon Engineering



Epicor Cash Collect manages everything after we send out the invoice until we receive payment. It’s almost like having another full-time accounts receivable resource because it automates so many things and saves us time so we can make more calls.

Epicor Cash Collect is much more efficient for us. No more manually tracking accounts and aging on spreadsheets, or bouncing from one system to the next. Epicor Cash Collect has given us the ability to focus on our accounts receivable and it automates our aging reports so we can always see the current status of customer invoices with all of the detail we need in one place to manage past due issues and disputes. That is exactly why we selected Epicor in the first place – to streamline our business processes so we can focus on what we do best –on manufacturing and supporting vapor recovery solutions for our customers.

What this system has done for us is pull together the three key elements of success; tools, processes and people. Epicor Cash Collect has granted us the automation we needed to optimize our processes and gives our collectors instant access to the information they need to do their job to the best of their ability.

We purchased Epicor Cash Collect to do a specific job, but as I learned more about the system, I was surprised by all of the additional capabilities it has to offer. I look forward to seeing the results as we dig deeper into the system and start utilizing the workflow and rules functions of the software.

Watch Recorded Demos, Download White Papers, and Calculate Your ROI

[www.epicorcashcollect.com](http://www.epicorcashcollect.com)

### Features Summary

- A/R Management
- Invoice Presentment
- Collection Activities
- Invoice Dispute Management
- Call Scripts & Procedures
- Letter & Email Templates
- Document Management
- KPI Dashboard
- Credit Review Alerts
- Credit Scores
- User Email Alerts
- Online Bill Pay
- Payment Plans
- Collection Teams
- Prioritized To Do Lists
- Customer Portal

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