

# OUTSOURCING DEBT COLLECTIONS

## BENEFITS FOR YOUR BUSINESS

### INCREASE EFFICIENCY

Outsourcing debt collections services helps enhance business efficiency & reduce risk of financial loss. It reduces the time & resources to collect past due receivables. The provider's core business function is timely, efficient and consistent collecting of receivables.



### IMPROVE CASH FLOW

Outsourcing debt collections services helps a company reduce or eliminate cash flow “gaps” that are key to cash flow management. While a variety of factors affect this (credit terms, policy, inventory and accounts payable), the key one is accounts receivables.



### REDUCE DEBT COLLECTION TIME

Outsourcing debt collections providers are trained to make debt collection calls to customers. This reduces the average time spent per customer account & higher success rate of payment. Thus increasing collected past due receivables, while reducing the Debt Sales Outstanding (DSO).



### LOWER COLLECTIONS COSTS

Debt collections providers have the systems and technology that small companies can not afford. This allows them to prioritize debt receivable accounts using analytics to bring in the highest volume of revenue in the shortest amount of time. Time is money.



### CLIENT RELATIONS & POLICY

All client relationships are important & need to be nurtured. Outsourcing debt collections services allows a company to maintain a positive, professional relationship with delinquent customers. The provider does the direct communication of collections activities.

