CASE STUDY: How Six Companies Enhanced Financial Operations with AR Management and Automated Solutions by TCD

TCD leverages AR Expertise and advanced accounts receivable (AR) automation, including bots and AI, to revolutionize cash flow maximization for businesses. Integrating seamlessly with ERP systems and customer payment portals, TCD's solutions offer rapid, precise payment tracking and reconciliation. This approach not only enhances financial forecasting through real data but also marks a significant shift from unreliable predictive models. We'll delve into how TCD's expertise and technology have transformed the financial operations of six example companies, leading to marked improvements in efficiency, bottom-line performance, growth, and accurate cash flow predictions.

Manufacturer Chaos Reduction through Enhanced Process Control

Challenge
A $100 million manufacturer faced receivable chaos, compounded by high dispute levels and staff turnover, negatively impacting billing and customer relations.

Solution
TCD's integration of automated AR solutions, including bespoke RPA bots and AI, optimized payment tracking and dispute resolution.

Results
Notable achievements included a 54% reduction in past-due balances and a 33% decrease in bad debt, significantly enhancing cash flow and enabling expansion.

Restaurant Service Provider's Collection Overhaul

Challenge
With over 30,000 customers, Company B's AR department struggled with high turnover and outdated systems, leading to increased past dues and high bad debt levels.

Solution
TCD's comprehensive AR automation streamlined collections and account management to aggressively control past dues and focus collectors on problem accounts.

Results
Dramatic improvements across division portfolios, a 50% reduction in A/R overhead costs, and a 37% increase in cash flow, allowing for further acquisitions.

Medical Service Provider's Strategic Turnaround

Challenge
$400+ million business faced delinquency issues, with over 25% of receivables past due caused, in part to a decentralized collection effort without standard processes or collection tool.

Solution
Implementation of TCD's AR automation, enhancing payment tracking reducing disputes, collecting past due charges, and setting up payment plans.

Results
Reduction of over 60-day sales balances to less than 3 percent, saving over $300,000 in borrowing costs and boosting cash flow by $1.5 million monthly.

Financial Services Compliance and Efficiency

Challenge
A $200 million decentralized company needed to address billing issues and collection challenges with non-PO receivables in a regulated environment.

Solution
TCD's tailored AR solutions brought precision in payment tracking, collection processing, cash application, and risk mitigation.

Results
Enhanced compliance and operational efficiency, increased cash flow by 27 percent.

Manufacturer Leaps Ahead with AR Management

Challenge
A fast-growing $400 million manufacturer struggled with high DSOs and poor Credit Department performance.

Solution
TCD's AR automation provided significant improvements in past due performance and dispute resolution.

Results
Past due percentage improved from 35 percent to over 70 percent, cash flow increased by $10 million, and operations efficiencies netted an additional $4 million in cost savings, including reduced interest expense, throughout the organization.

Manufacturer Innovates with AR Technology

Challenge

Ineffective AR management led to 33 percent of receivables past due with 10 percent of the past due disputed, in this $100 million manufacturing firm.

Solution

Implementation of TCD's cutting-edge AR solutions, including AI and bot sweeps of customer portals to alert departments around the company of disputes and missing billings.

Results

Past due percentage improved to less than 20 percent and disputes dropped by nearly half, enhancing overall financial health and supporting expansion through acquisition.

A New Era in AR Management

TCD's combination of unsurpassed knowledge of the process of managing trade receivables portfolios, along with vast industry expertise and advanced AR automation has ushered in a new era of financial operation management, demonstrating significant benefits in efficiency, cash flow enhancement, and cost reduction throughout the organization. This transformation underscores the power of digital innovation in optimizing AR processes, offering businesses a robust strategy for sustainable growth in cash flow to match revenue growth in a rapidly evolving digital landscape.

Maximize Cash Flow within days, not months.

Connect with our AR Experts today.

U.S. – Canada (800) 451-0164 International 1-651-451-0164 **www.tcd.com**