

Financial Management Virtuous Cycle

MASTER DATA MANAGEMENT

Build a unified data foundation across applications and systems to better inform decisions that impact credit, cash, and expense management.

WHY IT MATTERS Organizations believe poor data quality to be responsible for an average of \$15 million/year in losses.

CREDIT RISK MANAGEMENT

Use fresh, actionable B2B data to identify, score, and retain the right customers on the right terms for your business.

WHY IT MATTERS 98% of surveyed finance leaders indicated that they struggle to manage customer data in one or more areas.

ACCOUNT AND PORTFOLIO MANAGEMENT

Gain visibility into daily account activity to detect new opportunities to enrich customer experiences, expand relationships, and boost customer retention.

WHY IT MATTERS 78% of B2B buyers with new business needs are as likely to choose a new provider as they are to expand their account with the incumbent.

BUDGET AND RESOURCE MANAGEMENT

Leverage forecasts, performance measures, and profitability metrics to help determine where capital should be focused to help promote customer, product, and organizational growth.

WHY IT MATTERS "Just like the CFO is the wingman to the CEO, the budget is the wingman to all management."

CASH FLOW MANAGEMENT

Analyze, forecast, and report on payments and cash flow for a clearer picture of how much money flows in and out of your business.

WHY IT MATTERS 82% of small businesses fail due to poor cash flow management skills/understanding.

ACCOUNTS RECEIVABLE AND COLLECTIONS MANAGEMENT

Reduce disputes, decrease account delinquency, and improve customer experience by providing tools with which your customers can communicate and pay securely, conveniently, and promptly.

WHY IT MATTERS 88% of companies that harness AR automation report shorter DSO cycles.

