



STRATEGIC COLLECTIONS MANAGEMENT

The AvantGard GETPAID Order-to-Cash Management solution offers companies an integrated suite of software with the unique ability to combine collections, dispute resolution, credit risk management and cash application with an online customer self-service portal.

For many companies using ERP systems or manual processes, collections management can be cumbersome causing low productivity and reactive treatment of accounts receivable. Often, collectors can not readily access information, and are overwhelmed with administrative tasks; working from printed reports, without a strategic approach - thereby creating inconsistent results.

Using a Strategic Approach

AvantGard GETPAID dramatically increases the amount of time that collectors can spend contacting customers and ensures that the time is used productively through the automation of processes and the use of pre-built work queues based on configurable strategies.

Using customer segmentation, and a strategic rules engine, AvantGard GETPAID groups customers by configurable variables such as risk grade, geography, or balance due - and applies a specific collection strategy. Strategies are configurable courses of action that initiate specific events as an invoice ages. Each strategy can consist of an unlimited number of steps, each triggered by total number of days past due. The AvantGard GETPAID engine uses the strategies to send mass correspondence and build work queues with prioritization.

Strategy steps can be used to send reminder / past due notices, notify sales of delinquent accounts, or place calls in the collector's work queue. AvantGard GETPAID allows companies to develop an unlimited number of collection strategies and strategy steps. Customers can be automatically shifted from one strategy to another based on fluctuations in credit risk grade for improved management of corporate credit risk.

Key Challenges

- Need to Lower DSO
- Requirement to Reduce Past Due A/R
- Unable to Manage Volume / Growth
- Resources Spend Time on Manual Tasks
- Lack Visibility to Customer Information

AvantGard GETPAID Solution:

Use a rules engine to automate manual processes and drive workflow.

Integrate risk grades and dispute management with collections.

Benefits

- Lower DSO / Increase Cash Flow
- Reduce Past Due A/R
- Increase Daily Customer Contacts
- Improve Productivity & Effectiveness
- Track Performance / Forecasting
- Mitigate Corporate Credit Risk
- Enhance Customer Service

Collection Work Queue: Single Screen Access to Customer Information

AvantGard GETPAID places all necessary customer, invoice, dispute and credit information on a single screen. Users can quickly view information such as payment history, proof-of-delivery documents, aging, and cash applied. From the single "Power Screen" users can also enter notes, create payment plans, mark promises to pay, match credits, generate disputes, send invoice copies and correspondence such as confirmations directly from their desktop with a single click.

GETPAID 81 Gerry Thisdale GETPAID Demonstration Company Help Logout

HOME COLLECTOR ACTIVITIES RESOLVER ACTIVITIES CREDIT ACTIVITIES PROCESSING Search: Customer Customer Name Starts With Go

BUB1--PROVEN VALUE, INC. - 35016947 (Edit)
JOAN GUTOWSKI Fax Number: 555/555-5555 (Edit) Local Time: 17:15:03

Overdue: 230,120.00 11 Total: 761,941.81 Promised: 190,800.00 Disputed: 115,926.68 Col: 03 District: EAST Nation
 Last Amt: 5,800.00 Last Pay: 12/11/04 Type: DIR-SM (24 Avg) Proj Pay: 38 Team: ALPHA Region: 03 Score
 Compulsion Call: Express Concern Call

Inv No.	Due Date	Days Past Due	PD Number	N	Tran Type	Amount	P	Next Date	Next Type	Problem #	Reason	Status	Owner
CM006980	08/13/05	31	100-3647-00		C	\$ (12,187.00)		07/14/05	Rem Fax				
00411069	07/23/05	52	LTR-0282-00		I	\$ 190,800.00	✓	08/04/05	S P Call				
00439339	08/29/05	15	100-3381-00		I	\$ 18,759.60		08/04/05	Rem Fax	16467	UNIDEN	Unidentified DEFA	
00439565	08/31/05	13	100-9739-00		I	\$ 61,560.08		08/06/05	Rem Fax	16465	STX	Identified	
00396716	07/08/05	67	LET-8139-00		I	\$ 5,400.00		08/11/05	S P Call	16466	UNIDEN	Unidentified DEFA	
00440963	07/23/05	52	100-3647-00		I	\$ 12,187.00		08/11/05	S P Call	16478	PRC	Distributed	
S0177870	07/23/05	52	Q49-8787-S0		I	\$ 18,020.00		08/11/05	S P Call	16484	PRC	Distributed	
S0177869	07/11/05	64	Q49-8413-S0		I	\$ 15,900.00		08/16/05	Com Call				

Inv No. Find By 1 selected: 15,900.00 Tasks

History Comments A/R System Comment Legacy History

Date	Time	User	Balance	Promised	Type	Duration	Notes
09/10/05	12:54:03	JOAN GUTOWSKI	\$ 242,307.00	\$ 190,800.00	-->	1 min	04/25/03 GPCOMP1 --> JG(JOAN GUTOWSKI) 13:00:31 1 min BAL: \$ 761,941.81 Is there a problem? Prom: \$ 190,800.00 03/13/03 CC -> JG (Joan Gutowski) 2:18 pm 3 min BAL: 1235685 Call For Fax Number Joan is out of the office until

Single Screen Collection Work Queue with Quick Buttons & Drill-Down

Integrated Approach to Order-to-Cash Management

AvantGard GETPAID allows companies to deploy a single, end-to-end solution to manage credit risk, collections, dispute resolution and cash application with associated analysis and reporting. By using a fully integrated solution, companies can leverage data and resources to optimize performance and reduce costs. With an integrated solution, users can manage details and collaborate in real-time with customers, sales, and customer service.

SUNGARD * AvantGard GETPAID ■ 300 Lanidex Plaza, Parsippany, NJ 07054 USA
 phone: 800.395.9996 / 973.463.1500 (US) fax: 973-599-0902
 email: info@getpaid.com website: www.getpaid.com