



# D&B – Collect-a-debt

In partnership with Atradius Collections

Thank you for your interest in our all new initiative for taking the pain out of debt collection.

For a limited period, Atradius Collections has agreed to waive the case fee and offer to D&B customers the Collect-a-debt service on a '*no win, no fee*' basis - only taking commission on any monies recouped.

Please let me know if you would like to discuss this in more detail.

Kind regards,  
Ben Keen

dun & bradstreet

D&B, Marlow International, Parkway, Marlow,  
Buckinghamshire, SL7 1AJ

# Giving you the control

## to improve your cash flow...

With a combination of late payers and non-payers your days sales outstanding can increase significantly if not managed.

The best option for your company is to focus on your front end credit control, bringing money in on term and chasing aging debt early on.

Putting the right credit control processes in place means you and your team stand a greater chance of being paid on time whilst mitigating the risk for high levels of bad debt.

However, at times, no matter how efficient your processes are and how hard you chase an invoice, it will become a bad debt. Pursuing the debtor for payment often becomes time consuming, frustrating and stressful as the chance of recovery reduces over time. We know that the longer a debt is uncollected the higher the probability it won't be.

This happens for a number of reasons, including company insolvency, inability to trace the debtor, debtor cash flow problems and debtors who just won't pay.

*“With a combination of late payers and non-payers your days sales outstanding can increase significantly if not managed”*

Continuing to chase a single debtor or multiple debtors without the internal resource to allocate can shift the balance from an efficient front end focus to a reactive, inefficient working environment. This can result in companies feeling a lack of control with a reduced focus on collecting invoices on term. In a reactive situation like this urgency is placed on collecting bad debt. Unknowingly, the focus is shifted and the balance on credit management is tilted.

When the balance is not restored the effects on your ledger can be significant, with rising days sales outstanding and a reduction in cash flow affecting business continuity and potential growth.

At this point it is important to assess where to efficiently and effectively allocate the resource you have, to continue with a strong front end credit control process. Either allocate set time or staff to deal with bad debtors or look to use a third party. Using a third party can reduce the stress on your team and the business in dealing with bad debtors, whilst proving a cost effective and efficient methodology to improve cash flow.



# When is it time to introduce a third party collection agency?

1. Check your system for any accounts receivable that are due
2. Check if either the amount is substantial or the bulk is substantial
3. Determine if the clients are trustworthy based upon the payment history
4. Execute a credit worthiness check
5. Check if you took all necessary actions to collect (reminder, calls, emails)
6. Check if your financial department has time left to collect
7. Set-up an overview sheet to determine the level of debt, the age of debt and the damage it is potentially doing to the business

**If the answer to these questions leaves you concerned about an account or indeed a ledger it is time to begin collections. Doing so will considerably improve the odds of a successful recovery.**

## Conclusion;

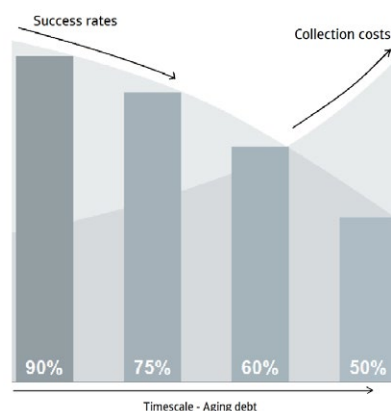
If the bad debt on your ledger is increasing, the sooner you take action the better, don't hesitate too long! (If you want a double check feel free to contact us and we are happy to advise you).

## Keep your collection costs low

Focus on bringing your invoices in on term and your dunning process for those which go over term. Once your internal processes have been exhausted, don't wait, pass it onto us to aid recovery. Through working with us and taking action at the right point in your credit control process, you will see a substantial increase in success rates on debts collected, whilst your costs will remain low.

## Cash or Risk

Beginning collections now, can improve the odds of success considerably. Moreover, collections require follow-up. Assigning delinquent accounts to specific staff members can help ensure continuity and regular follow-ups.



# Atradius Collections Success Rates 2015



Country	Success rate	Country	Success rate
Australia	48.2%	Hungary	70.5%
Austria	68.4%	Luxembourg	75.1%
Belgium	84.4%	Mexico	50.4%
Brazil	68.4%	Netherland	88.6%
Chile	21.9%	Poland	105.8%
China	18.8%	Russia	24.8%
Czech Republic	63.3%	South Africa	61.8%
Denmark	58.9%	Sweden	72.6%
Finland	62.5%	Tunisia	60.9%
France	65.8%	Turkey	36.3%
Germany	63.6%	United Kingdom	73.3%
Hong Kong	19.1%	USA	47.3%





# D&B – Collect-a-debt

In partnership with Atradius Collections

## What results can I expect?

- More control of your front end processes
- More efficient internal collections
- Increased chances of recovery on aged debt
- Provisions becoming cash flow
- Improved front end credit control efficiencies
- Reducing Days Sales Outstanding
- No cost increases associated with a rising head count.
- Less stressed and more motivated staff
- Access to review cases and correspond with us online 24/7

Thanks again for your interest.

Kind regards,  
Ben Keen

dun & bradstreet

D&B, Marlow International, Parkway, Marlow,  
Buckinghamshire, SL7 1AJ

## About Dun & Bradstreet

Dun & Bradstreet (NYSE: DNB) grows the most valuable relationships in business. By uncovering truth and meaning from data, we connect customers with the prospects, suppliers, clients and partners that matter most, and have since 1841. Nearly ninety percent of the Fortune 500, and companies of every size around the world, rely on our data, insights and analytics.