



# Advance Credit Management

A new credit management application – to reduce average debtor days.

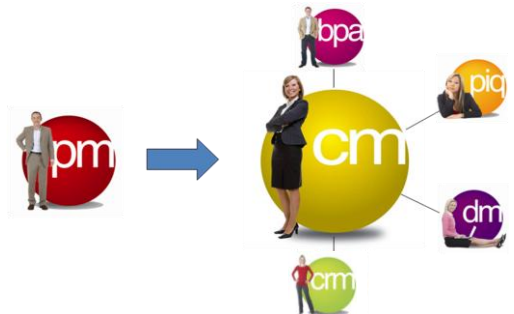
**Advance Credit Management (CM)** sets rules across a firm for the management of credit terms and collection of outstanding fees – helping to significantly reduce average debtor days, and improve cash flow.

The recent economic downturn once again underlined the need for firms to focus attention on reducing overall lock-up; and a critical element of this relates to reducing average debtor days and managing the timely collection of fees.

**Advance Credit Management (CM)** is fully integrated into Advance PM and the broader Advance suite and allows firms to set firm-wide rules over both payment terms as well as the subsequent processes employed to collect overdue fees. While exceptions to the rules are also catered for, possibly the greatest benefit of Advance CM is that it allows a firm to turn what is often an *ad hoc* people intensive process into one that is centrally managed and highly efficient.

A Credit Centre specifically designed within the application provides a real-time view of aged debtors, with sorting, grouping and filtering functionality all built in.

To allow for immediate action based on a firm's own settings, debt collection letters can be created in bulk and produced in print or email format – either way, they are permanently linked to the outstanding debt for a client.



**With Advance CM integrated directly into Advance PM, at last credit managers will have a state-of-the-art credit management and debt collection system – with critical aged and aging debtors' information at their fingertips. No more messy spreadsheets, notes and third party programs!**

**Research from many sources shows that, once you have a systematised credit management process in place, clients quickly recognise the fact and are far quicker to settle outstanding invoices. The result? A systematic way to reduce average debtor days.**





### The Right Technologies

- Microsoft SQL Server platform for secure, robust, industry leading data storage
- All Advance applications are totally integrated with one another – as well as with 3<sup>rd</sup> party MS SQL based software
- Modern MS Windows interface that is instantly familiar to users
- Regular upgrades and innovation that leverage advances in technology
- Software configured to work the way you work

### The Right Team

- Over 20 years experience in practice software development
- A team of professionals that understands the issues in your day-to-day business
- Experienced and highly trained Consulting and Support teams focussed on accounting firms only
- Annual Conference and Client Briefings for clients to spend time with APS developers, management and key staff members

### The Right Price

- APS pricing is comparable with that of other practice software suppliers
- APS clients are regularly surveyed and say our overall package of services and product provides ‘superior’ value for money
- Maintenance fees cover the use of new software versions and include unlimited, accessible support
- No surprises - all consulting services are estimated or quoted in advance

### = Accountable Technology

- Our people are accountable, our software is accountable and our pricing is accountable....
- We identify what each client wants to achieve for their practice before implementation
- We make promises, we ask for the trust of clients and, most important of all, we deliver

**Advance Credit Management** addresses a very important part of every professional service firm’s day-to-day activity – that of creating a process for the straightforward management of credit terms and the collection of fees. By turning much of the required work into a series of centrally-managed processes, partners, managers and staff can be removed from the majority of communication work with overdue clients – allowing time and resources to be more focussed on fee-producing work.

Key Features	Key Benefits
<ul style="list-style-type: none"> <li>• Configurable smart filters correspond to steps in the firm’s credit management policy - to target lists of debtors for specific actions.</li> </ul>	<ul style="list-style-type: none"> <li>• Assists in reducing average debtor days by systemising the firms credit management policies and procedures.</li> </ul>
<ul style="list-style-type: none"> <li>• Centrally managed system with all critical credit-related information accessible via a single screen – the Credit Centre.</li> </ul>	<ul style="list-style-type: none"> <li>• Allows fee-earners to remain more fully focussed on fee-producing work.</li> </ul>
<ul style="list-style-type: none"> <li>• Allows easy and extensive data-mining of aged debtors.</li> </ul>	<ul style="list-style-type: none"> <li>• Immediately identify which clients are overdue – and action follow-up processes and communicate with clients early.</li> </ul>
<ul style="list-style-type: none"> <li>• Using a firm’s own practice templates, facilitates generation of bulk credit-related communications for print or email distribution to clients.</li> </ul>	<ul style="list-style-type: none"> <li>• Provides a professional, consistent and streamlined approach to an important area of client communication.</li> </ul>
<ul style="list-style-type: none"> <li>• Assigns and tracks specific fee collection tasks to individuals.</li> </ul>	<ul style="list-style-type: none"> <li>• Ease of managing specific individual and team involvement in the credit management and collection process.</li> </ul>
<ul style="list-style-type: none"> <li>• Actions, notes and documents can be linked at either invoice or debtor level, allowing for better information management and decision-making.</li> </ul>	<ul style="list-style-type: none"> <li>• Control and improve your collection process, debtor position and an up-to-date history of credit related communications.</li> </ul>
<ul style="list-style-type: none"> <li>• Automated population of invoice due dates based on firm-wide or individual client credit terms. These can be used proactively to initiate communications.</li> </ul>	<ul style="list-style-type: none"> <li>• Greater two-way transparency on payments terms – and payment expectations.</li> </ul>

**To find out more about Advance Credit Management, please call us on +61 2 9965 1300 (Australia), +64 9 302 2228 (NZ) or +44 0 207 246 9990 (UK).**