SunSystems Collect

Overview

SunSystems Collect provides companies with unparalleled credit management and debt collection functionality. Thorough analysis of debtor days, cash flow and the ability to track collections are key benefits quickly delivered by Collect. All this means that you can reduce days sales outstanding and improve cash flow, while minimising collection costs.

Why credit controllers love Collect

- **Automated processes.** Collect automates sending reminder letters and statements.

- **Collection list generation.** User-defined search set generation produces recommended listings of debtors for collection listings.

- **Automatic close.** Because Collect is fully integrated with SunSystems it knows when transactions are paid.

- **Electronic distribution.** Promises, requests, letters and statements can be sent via e-mail, removing the need to print and saves on postage.

- **Transaction collection status.** One or multiple transactions can be updated with flags ensuring the collection status of each transaction is fully visible to the credit control team.

- **Prompts for follow up actions.** The credit controller is able to automatically define and date the follow up actions. Collect will prompt for the future action via calendars and action to do lists via a calendar and To Do lists at an account or transactional level.

- **Streamline collection activities.** Collect allows different strategies and priorities for your categories of debtors.

"Collect is an excellent debtors management system which provides us with superior, clear and well presented customer statements. These statements have proved very popular with our customers."

Pharmaceutical Company, Financial Controller

Roles

SunSystems Collect will add value and make a real difference, every day for the following roles

- CFO
- Revenue managers
- Credit controllers
- Customer relationship managers
- Sales processing staff

5 easy steps to determine ROI on your Collect investment

1. Calculate your existing DSO.
2. Calculate the cash savings by reducing your DSO by 1 day.
3. Investigate the cost of installing and getting Collect operational.
4. Determine the number of DSO days savings it will take to payback your SunSystems Collect investment
5. Call us to discuss the next step.

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www.professionaladvantage.co.uk

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Features that makes Collect powerful out of the box

– **Automatically generate action lists.** The auto generate will create lists of recommended debt collection.

– **Integration with Word.** Merge data with Word to create custom letters.

– **Real time with Infor SunSystems.** Real time synchronisation ensuring accurate view of your debtor position.

– **User diaries.** Each user has an online diary that lists their outstanding tasks for each day.

– **Unlimited contacts.** Each customer can have unlimited contact details ensuring that the right contact is used for any given situation.

– **Notes.** Notes can be attached to single or many SunSystems transactions. A note can comprise an email, phone discussion or copies of documents that have been emailed to the customer or an account manager.

– **Additional documentation.** As well as attaching relevant transactions to notes, you can attach additional documents from Excel, Word, PDF and scanned images.

– **Transaction details.** When making calls the credit controller can access the debtor's up to date transactions. They can drill down to investigate transaction detail and even e-mail a copy of the transaction while on the phone.

– **Drill down to source transactions.** The credit controller can quickly drill down to the transaction source. Collect automatically has drill paths for Contract and Service Billing (CSB), SunSystems Sales Order and SunSystems PSA. It is also possible to establish custom drill paths to any SQL data source.

– **Account allocation functionality.** Enables credit controllers to allocate transactions directly within SunSystems Collect.

– **Payment plans.** The user is able to design payment plans for a customer.

– **Single point of entry.** Because all information is held on the SunSystems database, all the required information is at the credit controller's fingertips meaning that absolutely nothing is lost and avoiding the need to find documents and call the customer back.

Calculate DSO

Enter sales for last 3 months	A
Enter number of days in past 3 months e.g. 90 days	B
Enter debtors outstanding at month end	C
Compute daily sales	D=A/B
Compute current days sales outstanding (DSO)	C/D

Where do you rank?
Business surveys suggest 'Best in Class' performance

Best in Class - top 20%	DSO 33.11
Industry average - middle 50%	DSO 44.19
Laggard - bottom 30%	DSO 66.57

Aberdeen Group Aug 2011

Collect for Infor FMS SunSystems is compatible with
- SunSystems 4
- SunSystems 5
- SunSystems 6

RDBMS
- Microsoft SQL Server
- Oracle

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