



Accounts Receivable Reduction



Finance/Accounting Productivity Solution

- Analyze and Monitor Accounts
- Reduce DSO
- Increase EBIT

Problem Description

A mid-sized manufacturing firm had 25 million dollars in invoiced but uncollected accounts receivable. They wanted to understand what their current average Days Sales Outstanding (DSO) was and to categorize customers and invoices in a manner that allowed them to develop policies and procedures to reduce average DSO.

AIM Solution

A procedure was developed for bulk downloading billing information from the mainframe system (dates, amounts, customer data, etc.) to a flat file. A custom application was developed using off-the-shelf, PC-based database software capable of importing, categorizing, and analyzing the billing data.

Benefits

The analysis provided data that allowed the company to reduce DSO by 10%, adding 2.5 million dollars to EBIT (earnings before interest and taxes) for the fiscal year.

Why choose AIM?

Choose AIM to guarantee a quality project managed by a hands-on project manager, engineer, MBA, with Six Sigma quality credentials and decades of experience not only designing and implementing productivity and management solutions, but using them as a “real-world” professional manager.

Choose AIM to ensure your project does not go over budget. AIM can offer fixed or ROI-based pricing. Over many years and dozens of projects, AIM has never exceeded a fixed priced budget – and never will.

Choose AIM to reduce delays and missed deadlines. AIM eliminates needless layers of management and communication obstacles inherent to traditional project teams.

Choose AIM because you want a partner with both a winning attitude and record that brings a competitive advantage to your team.

How can I learn more?

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