

## Accounts Receivable

Offering Brief

# Faster collections could be worth millions.

Our Smarter Document Management<sup>SM</sup> solutions can expedite the process and increase back-office efficiency by as much as 25%.



AR disputes, which typically represent 20% of all transactions, are probably cutting into your profits and dragging down your company's customer satisfaction levels. By helping you resolve disputes more quickly, Xerox Global Services can plug this significant but often hidden drain on your resources.

Our solution involves digitizing and indexing paper invoices, bills of lading, contracts, and other documents, so you can give collection managers faster and easier access to information. And that's just the beginning. Using proven Lean Six Sigma tools and techniques, we can streamline your AR processes across the board. And we can significantly improve the overall efficiency of your office by implementing Smarter Document Management<sup>SM</sup> solutions tailored specifically to your organization's requirements.

*"In many companies, as much as 80% of AR functions are automated. But managers often don't realize how much that final 20% costs in terms of lost time and wasted labor."*

*Shay Code,  
Managing Principal,  
Xerox Global Services*

## THE RIGHT SOLUTION

### FOR YOUR CHALLENGE.

#### **Challenge: Reducing DSO.**

By streamlining processes, you can expedite payments and expect to reduce DSO by two to four days.

#### **Challenge: Accelerating dispute resolution.**

By improving access to critical information, we can help your staff be more effective in identifying issues and resolving disputes quickly.

#### **Challenge: Cutting back-office costs.**

By automating processes to help your staff become more productive, we can reduce your operational costs significantly.

## Expertise that comes from experience.

Providing a wide range of consulting and document management services to more than 5,000 customers around the world has made us the industry leader in Smarter Document Management<sup>SM</sup> solutions. When you choose Xerox Global Services as a partner, you can take advantage of our years of experience with finance and accounting challenges. Our consultants add tremendous value to your operations by providing insight and advice covering every aspect of designing, implementing, and managing your automated AR solution.

### Assessment and Advisory Services Expertise:

From analyzing where you stand now to developing policies and processes for AR and other financial functions.

### Consulting, Development, and Integration Services Expertise:

Includes a range of services, from seamless integration of technology and processes within your infrastructure to employee training.

### Financial Software and Platform Technology Expertise:

Everything from choosing the most cost-effective devices and networking systems to supporting sophisticated Xerox-proprietary technologies.

### Finance and Accounting Outsourcing Services Expertise:

Outsourced managed services, electronic and physical, on-site and off-site, and carefully customized to meet your specific requirements.

## Results you can see on the bottom line.

We deliver on every promise. In any aspect of your AR solution, when we say we can improve your efficiency and save you money, we're not talking in vague generalities. You'll get positive, quantifiable results that show up on your balance sheet.

Automating manual steps can help you take weeks out of your AR process. What's more, you can expect to reduce DSO by two to four days, decrease adjustments by 20%, and improve efficiency by 25%. Along the way, you'll see smoother regulatory compliance audits and happier customers.

## It all comes down to trust.

When it comes to choosing a process reengineering partner, you know you can count on Xerox. We're the only company to have won all three major global quality awards, including the prestigious Malcolm Baldrige Award. We offer a comprehensive and unparalleled suite of document management services. We invest \$1 billion annually in research and development. And behind every Xerox product and service is a range of customer support capabilities that's unrivaled in the industry.

## Resolve disputes faster with Smarter Document Management<sup>SM</sup>.

Our solution can help you address an issue that can be a huge profit drain.

