

BROCHURE

Credit Hound by Draycir

*Get paid faster
with improved cashflow*



How much time do you waste chasing late payments?

Getting paid on time and in full is essential not only to growing your business, but also making sure your people and suppliers are paid on time.

But consider the life of a credit controller for a moment. All too often, much of their time can be spent doing time-consuming manual admin rather than chasing debtors, leading to:

- Exceeded payment terms
- Debt caused by late payments
- Withheld funds due to ongoing disputes
- Disparate customer communications

Without a single, streamlined view of business credit data - backed by automated task management - manual processes and human errors make it extremely difficult to effectively manage credit control.

Credit Hound is designed specifically to help automate your day-to-day credit control processes, helping you to reduce manual administrative tasks by giving you a clear view of what you're owed and from who - enabling you to get paid faster.

A single point of truth to help you control what you're owed

Credit Hound collates all your credit management data in a single dashboard so you can instantly identify your debtors, how much they owe, and a clear record of each ongoing and historical dispute.

It uses automated rules and actions to streamline many of your daily recurring tasks. What's more, it can send reminder letters, freeze overdue accounts, and add to-do items for chasing, all without any user input - helping you to reduce manual labor.

Cashflow problems prevent your business from being all it could be; stifling investment in growth, destroying reputations and ultimately putting the existence of the business itself at risk.



and reconcile payments opens your business up to multiple issues:

- **Lack of Agility** - manually reconciling disparate information across multiple sources takes time and becomes harder as you grow
- **Accuracy** - errors in data collection from disparate sources are likely
- **Poor Visibility** - it's difficult to get a centralized view end to end so you can't be sure you're making the right decisions
- **Poor Customer Experience** - maintaining timely, accurate contact is harder, and without it, chasing late payments and setline disputes is made much more difficult
- **Poor Compliance** - manual processes to combine disparate data risks data integrity

Credit control at its best with Credit Hound

Credit Hound integrates with your Sage 100 solution to allow you to take the initiative; proactively improving cashflow to ensure cash is being used to drive your business to perform at its best, rather than being owed to you.



Get paid faster

Automate manual processes to make sure your credit control processes are activated at the right time and in the right way to drive faster payments.

- Chase payments for multiple accounts in one parent company automatically
- Schedule tasks and follow-ups and assign them to colleagues
- Add a 'Pay Now' button linked to a payment gateway automatically to customer communications

Get the full, accurate, picture at the click of a button

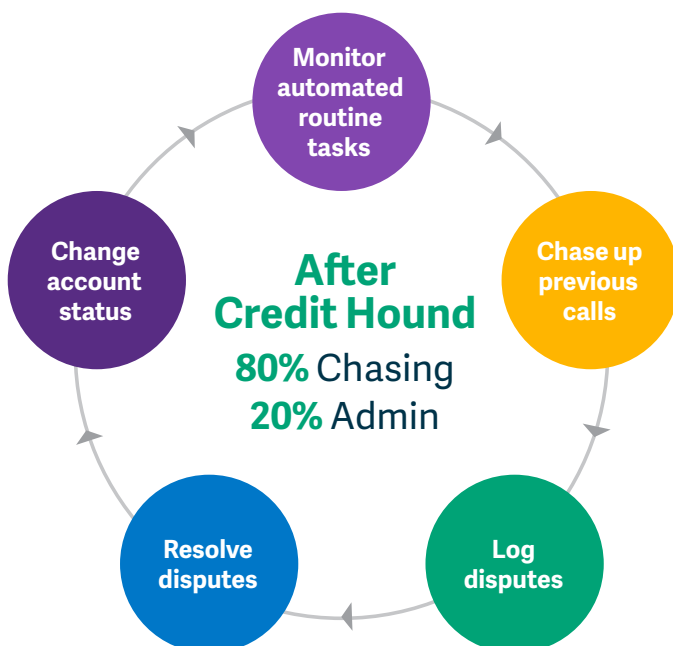
With a customized view of credit control, customer and accounting information available in one system, you can make smarter decisions, faster and track performance.

- Integrates with Sage 100 to provide real-time access to accurate account data in a compliant way
- Easy to use dashboard of accounting, customer and credit control information
- Automation of interventions based on your needs, such as when to place an account on stop
- Chase screen to access all the information required to resolve disputes quickly
- Interactive accounts and aged debtor lists
- Wide range of customizable reporting templates, covering aged debt, dispute analysis, promised cash and much more

Improve the customer experience

Protect the relationships that you've worked hard to build. Provide customers with accurate, timely information about what they owe and make it easier for them to pay .

- Send reminder letters and payment reminders automatically, according to rules that you set
- Record information and schedule follow ups and communications for dispute management
- Improve your cashflow and experience the quick returns on investment other customers have with Credit Hound



How Swanstaff Recruitment improved cash flow by 20%

Industry:

Recruitment

System:

Credit Hound

Challenge:

As the business quickly grew in size and Swanstaff Recruitment expanded out to 23 branches, the credit control team based at the head office were still working the way they always had – splitting up spreadsheets between the team to manually monitor and chase late payments. This process was becoming increasingly tedious and it was equally frustrating to be unable to add comments to their accounting system. They found the standard payment terms of 30 days in Sage did not suit the business. Like many recruitment agencies, Swanstaff has a 14 day payment term policy.

Solution:

In 2015, a new member of the credit control team who had used Credit Hound at a previous company recommended it to Swanstaff to help improve credit management processes. Credit Hound was installed by Draycir and the Swanstaff team quickly benefited from its advanced credit control functionality.

With many of their administration processes now automated, the team could now put all their efforts into chasing accounts, Head of Sales Ledger, Victoria Nanson said: "Before Credit Hound it would take us 2 weeks to chase overdue accounts, now it only takes a week."

Now real-time data is synced from their accounts systems into Credit Hound and it is the only system the credit control team needs to use to perform their jobs.

By setting bespoke credit terms to individual accounts, reminders and chasing letters are automatically sent out based on the actual due date. This has encouraged more clients to pay quicker and helped to increase their cash flow by 20%.

Victoria Nanson said the team has found the credit control system very easy to use. They can add notes to transactions that they previously couldn't do, schedule chasing activities via the calendar and monitor their activities more closely than ever before.

Credit Hound has given Swanstaff Recruitment exactly what they needed to meet their credit control requirements and has supported the growth of the team as the business has expanded.

Results:

- 14 day business terms supported
- Improved cash flow by 20%
- Reduced time to chase accounts by half

“We love Credit Hound! It’s very user friendly and helps us to quickly respond to customer queries. We can view invoices, add notes to the account and see when payments are due.”

— Victoria Nanson
Swanstaff Recruitment



Optimize to gain control with Credit Hound

Credit Hound provides seamless integration with your Sage accounting package to reduce the administrative burden of reactive payment chasing, freeing your people to focus on taking a more proactive approach.

Key features of Credit Hound for Sage include:

Increased efficiency with automated rules and actions

By automating your repetitive day-to-day tasks such as reminder letters, freezing overdue accounts, and adding to-do items, you can greatly reduce your overall workload.

Enhanced communication and record-keeping with dispute management

Having 100% confidence in your invoice, query, and dispute records is essential to achieve true credit control efficiency. Draycir Credit Hound for Sage gives you a single source for all your data.

Fewer payment delays with dedicated chase information

Say goodbye to disparate debtor data with unified late invoice payment information on a single screen. And with real-time data fed from your Sage accounts, you can be sure you have the most up-to-date information to hand - whenever you need it.

Consolidated tasks with to-do list

Keep on top of everything you need to do and quickly get to grips with the background of each case. In addition, you can reassign tasks to other colleagues and gain the benefit of an intuitive calendar view.

A single point of truth with seamless ERP integration

Never miss a beat with real-time accounting data integration - designed to ensure you never double-up on data entry and always have correct information to hand, whenever you need it.

Complete oversight with comprehensive reporting and interactive lists

Whatever your needs, Credit Hound for Sage enables you to quickly filter the right information you require to create detailed reports for everything from aged debt to ongoing disputes.

Quicker payments with automated reminders and faster payment options

By automatically sending reminders that consider debt age and escalation level, you can reduce the burden of manual effort. And with the option to add a "pay now" button to all your correspondence, you can significantly increase your chances of getting paid.



Contact Sage for more information:

1-866-996-7243

www.sage.com/US/marketplace

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