Customer Case Study

707 Resource Management Ltd

Website: www.707.co.uk

707
resource management

Company Overview

707 Resource Management (707) is a UK-based waste management company providing a nationwide recycling and waste management service. Privately owned, the company outsources waste management collections on behalf of regional businesses, local authorities and national companies with multiple sites – focusing on the elimination of landfill through the reduction of waste at source, recycling and the use of new technologies.

The Challenge

In 2009 707 implemented SAP Business One and WR1, which provides a fully integrated software solution for their end to end business process. Soon after, 707 implemented Spindle Professional, an electronic document distribution solution, which allowed 707 to become more efficient, paper-free, environmentally friendly and customer-focused.

707 continued their excellent growth however, effective credit control was becoming more critical for the business. Dealing with a large number of accounts, keeping track of credit exposure, credit limits, and communications with their customers was a complex and time consuming process. Recognising the growing challenge, 707 asked ISB Global for a solution to improve and streamline their credit control.

The Solution

ISB Global recommended another Draycir product, Credit Hound. 707 were more than confident about its credibility and were sure it would offer their organisation exactly what they were looking for.

Fully integrated with SAP Business One WR1, Credit Hound has proved to be the perfect solution to the challenge. This user friendly software package manages credit control and simplifies the debt collection process. The automatic chasing feature sends alerts about invoices, letters, statements or final reminders, providing detailed information and status updates about individual overdue accounts. Credit Hound has improved organisation, consistency and accuracy, which enables 707 to collect debts quicker and improve cash flow.

"We have been using the software for three months and already started seeing the benefits, each of our credit controllers save over 5 hours every week in prioritising tasks and scheduling chase reminders"

David Adams, Managing Director,
707 Resource Management

The Results

> **Credit control is more efficient and accurate**

> **5 hours a week saved, per person**

> **Monies overdue reduced by 20% in the first three months**

> **Debtor days reduced from 60 to 45 in three months**

What They Have to Say

David Adams, Managing Director from 707 Resource Management, said:

"With Spindle Professional, we are already saving around £25,000 a year in reduced postage, admin, archiving and stationary costs from paperless invoicing."

"When ISB Global recommended Credit Hound, we had no doubt that another Draycir product would do exactly what it promises. We have been using the software for three months and have already started seeing the benefits. Each of our credit controllers save over 5 hours every week in prioritising tasks and scheduling chase reminders. It's also convenient for our credit control staff to have visibility of every query on the screen, including date and time of a conversation. It brings more accuracy, credibility and professionalism to the way we handle our daily credit control tasks."

"We are very impressed with the little time it took to implement the software, we were up and running within 1 month from purchasing the product."

707 Resource Management Facts

Based: Leeds, West Yorkshire

Web: www.707.co.uk

Reseller: ISB Global Limited, based in Brentford, www.isb-global.com

ERP system: SAP Business One

Key Benefits

Improve your cash flow by getting paid sooner
When you get your customers to pay on time you increase your bank balance and cut your overdraft.

Manage and control disputes so invoices get paid
Disputed invoices are never paid. Credit Hound enables you to manage and resolve problems, which prevents your customers from withholding payments.

Save time; let Credit Hound do the work for you
By telling you who you need to contact and writing the letters for you, Credit Hound's automated features do most of the chasing for you.

Reduce bad debts by monitoring your customers
Bad debts are avoidable. By keeping in regular contact with customers you are aware of potential problems, and in a better position to take preventative action.

Links directly to your accounts system
Since Credit Hound talks directly to your accounts system there is no need to re-type any of your customer or transaction details. It can also update your accounts by placing customers on-stop, and disputing invoices.

Achieve good credit control quickly and easily
Easy to install and simple to use, Credit Hound can reduce the time it takes before you see the benefits of good credit control. It is designed for everyone from the occasional user to a full-time credit controller.

Credit Hound works with a number of major accounting systems including Sage 50, Sage Line 100, Sage 200, Sage 300, Sage Line 500, Sage ERP 1000, SAP Business One, SunSystems, Microsoft Dynamics NAV and Microsoft Dynamics GP.

Product Range

Credit Hound is one of a range of products available from Draycir, specialists in document distribution and credit management solutions.

Spindle PROFESSIONAL

Spindle DOCUMENT CAPTURE

Credit HOUND

PDF APPROVER

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