

The EOS Effect: What makes it so effective?

CMS-Link



Imagine the following situation:

Like all companies, you have A, B and C-customers. And like all companies you have both internal and external information about your customers' solvency. In most cases, however, such information cannot be matched directly to customers and is not very well structured. There is no automated data consolidation or indeed any dynamic customer rating. But wouldn't it be helpful for your credit decisions if you had a clearly structured risk profile?

Your objective – our mission

You can now look forward to a dynamic credit management system – thanks to CMS-Link, an SAP®-based application that conducts a dynamic analysis and delivers its results at an early stage, covering the full range of details with relevance to customer ratings and credit decisions. In fact, it does so for all customers, without exception.

We will accompany you along the road to success

A good basis for your daily decisions

With up-to-date, dynamically analysed details of each customer's creditworthiness, you have an automatic tool for sound, reliable credit decisions. This helps you reduce the risk of bad debts.



A system based on synchronized data

Both internal and external details are centrally merged by CMS-Link where they form the basis for your customer rating. They include your own data, such as payment histories and late payments, and also third-party data from DDMonitor, credit agencies, banks and trade credit insurers. (Would you like to find out more about DDMonitor, our monitoring tool? Contact us – we'll be happy to provide you with information.)





Customer ratings to suit your requirements

You'll have a fully customized scorecard that reflects all your preferred criteria from both internal and external sources as well as your own priorities. Risk ratings of your customers will therefore meet your specific requirements at all times. Each rating will focus on the areas that are important to you and your business.

Well structured risk portfolio

As data is consolidated and dynamically assessed, all your customers can be monitored automatically. This means you can even keep an eye on C and D customers where it would normally be too time-consuming to use such a wide range of sources. As a result, your risk portfolio will provide you with a quick and convenient overview of all risk-prone customers.

Easy to control and simple to use

The user interface of the CMS-Link cockpit is intuitive and well structured. It shows you all the details that affect creditworthiness at a glance. To use the application you don't need any specialist knowledge whatsoever. Program training takes no more than one day.

Automated work lists

To help you monitor your debtors on a continuous basis, CMS-Link has a set of predefined workflows which form the Worklist. Should you wish to do so, you can set these workflows to reach down to the level of administrators.

What are the key components for success?

Wide-ranging acceptance

CMS-Link has an extremely intuitive user interface and is therefore highly popular – not just among users. Credit decisions are fully transparent and therefore far more plau-

sible, so that they are much easier to accept – especially by sales departments. Moreover, it is helpful to view all the relevant performance indicators in historicized form.



Full SAP® compatibility

CMS-Link displays all the master data fields that are available in SAP®. Any changes to master data and the most important risk figures in CMS-Link are exported to your SAP® system. SAP® standards such as the authorization system are used automatically.

Worldwide access

You can access CMS-Link from any standard internet browser, and your work is therefore independent of any specific location.

Are you familiar with the other components of the EOS Effect? We will be happy to demonstrate how the EOS Effect can take your company to the next level.