

Get to know a component of the EOS Effect here:

Receivables management in the home country



Imagine the following situation:

Many of the invoices you have issued remain unpaid. Maybe the individual amounts are not large, but collectively they add up to quite a considerable sum. At first you cannot understand why your customers are defaulting; the service was rendered, after all. Getting to the bottom of things is very time-consuming, ties up valuable manpower and sometimes leads to difficult discussions with customers.

And now imagine that in the future, you will put these worries comfortably and safely into professional hands: to people who not only make your day-to-day work easier, but can also be trusted with even your valuable customer relationship as a whole in addition to the receivable itself. We are those people!

Your objective – our task

The procedure is concluded successfully with the collection of legitimate receivables. The overriding goals, however, will be to avert debt collection cases from occurring, to accelerate incoming payments and to prevent payments from being defaulted on in the first place.

Your advantages are plain to see:

- a substantial improvement in liquidity
- a palpable decimation of bad debts
- smaller write-downs of receivables
- optimized processes and a reduction in the number of days' sales outstanding.

We'll accompany you along your road to success

This is made possible by intelligent receivables management, as a result of which you realize your outstanding amounts while maintaining the business relationship. The specific services provided are as follows:

Realization of receivables

The essential service that saves you time, trouble and

expense whether in commercial, out-of-court or judicial procedures.

Assisting with clarification processes in a way that maintains the commercial relationship

As a neutral intermediary, we ensure a good atmosphere and resolve misunderstandings. Showing the necessary sensitivity, we establish contact with your defaulting payers and work out optimum, targeted solutions.

Improving internal processes by using statistical analyses

Put our experience to good use and optimize your operational processes. Reliable statistics visualize your success and make the potential for improvement transparent.

Optimization of arrears billing, thereby improving your external image

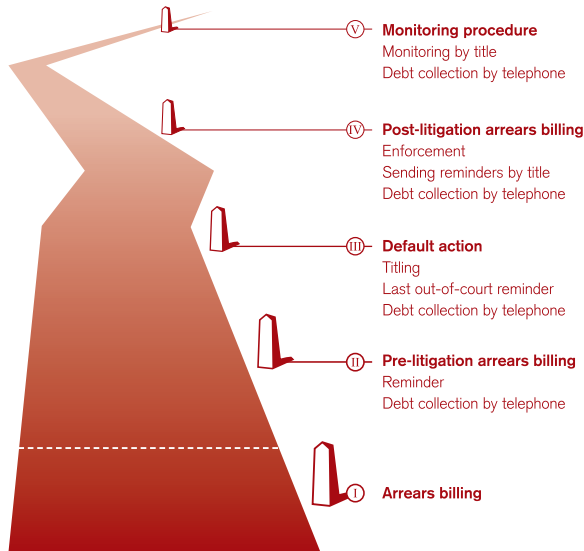
Empathy rather than toughness, together with sound arguments and long experience, take you to your goal – without any negative impact on your business relationship.

Reducing the DSO (days' sales outstanding)

The services listed here will result in a gradual improvement in your customers' payment behaviour. The days' sales outstanding will be reduced and as a result, your liquidity will be increased.



Make sure that your receivables don't get left behind



We'll give you the reasons for this success

What sets our services apart from those of other financial services providers – and will ultimately make them so valuable for you – is surely not **WHAT** we do, but rather **HOW** we do it. We regard success as far more than a matter of ratios. What this 'more' means for you in detail:

Securing the commercial relationship

Thanks to our personal approach featuring a great deal of tact and sensitivity, we establish dialogue with the customer and achieve success directly. None of this puts any pressure on your commercial relationship.

A dialogue of equals

Our employees receive regular ongoing training and are deployed on a sector-specific basis.

Obeying the law

Abiding by the law is a matter of the highest priority for us. In addition, we always keep abreast of current jurisdiction.

EOS Deutschland GmbH

The B2B business unit
www.eos-deutschland-b2b.de

With head and heart in finance

Transparency right down the line

Our technologies ensure that you maintain an overall view at all times and can make decisions based on the latest facts.

Prevention is better than cure

It is best when debt collection cases never arise in the first place. That is why we are glad to help you optimize your processes in a targeted way.

We understand the corporate customers' principles (B2B)

We have specialized in B2B debt collection and adapted ourselves to its particular requirements.

Full service: an aspiration, not just a notion

If you so desire, we provide you with support through every phase of credit and receivables management.

We train competence

More than half of all our account managers are 'Specialists in Modern Receivables Management' [*Fachkräfte für modernes Forderungsmanagement*] examined by a German chamber of industry and commerce (IHK). Our executives, furthermore, are accredited debt collection mandataries.

Active debt collection by telephone

The best results can be achieved when contact is made directly. That is why we pursue our active debt collection activities by telephone throughout every phase of the process.

Quick financial settlement for you

The receivables that we recover are passed on to you as quickly as possible – this is what we do every day.

Full financing of cash outlays

We finance cash outlays – such as court costs, research costs or similar expenses – up to the end of the month, thereby reducing the expenses incurred by your own accounts department.

Are you already familiar with the other components of the EOS Effect? We will be delighted to show you how the impact can be made even more potent for your company.

