



THE EXPERT IN FINANCIAL  
CUSTOMER RELATIONSHIPS



FOR LONG TERM PEACE OF MIND

# YOU HAVE MANY CHALLENGES TO ADDRESS

A Credit Manager has to enable their company to grow, while ensuring it remains in good financial health. You have several fundamental challenges to address:



Protect revenues



Disseminate a cash culture



Control customers' outstanding invoices



Prevent customer risk



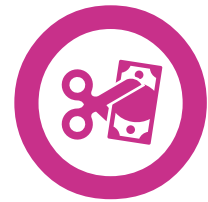
Accelerate dispute resolution



Increase personnel productivity



Develop customer satisfaction



Reduce costs



Boost employee loyalty



Limit unpaid amounts



Strive to achieve operational excellence



## OPTIMISE YOUR FINANCIAL CUSTOMER RELATIONSHIP

The CashOnTime suite published by DIMO Software is every Credit Manager's vital tool.

It enables you to adopt a cross-functional approach, vital to optimise the working capital requirement and guarantee customer satisfaction.

CashOnTime is a true productivity lever that structures receivables management, from automation of customer payment processing to debt collection.



### Digitisation for operational excellence and customer satisfaction



#### CashOnTime ALLOCATION

Automate customer payments



Benefit from up-to-date customer accounts and gain in productivity by accelerating customer payment posting and cross-referencing.



#### CashOnTime COLLECTION

Structure debt collection



Improve your cash management by structuring collection while controlling customer risk.



# A LEVER FOR OPTIMISATION OF DSO AND WCR



## Develop your efficiency and productivity

- Ⓞ Elimination of manual data capture and redundant tasks
- Ⓞ Concentration on complex customer cases
- Ⓞ Increase in team responsiveness and performance
- Ⓞ Continuous improvement of processes
- Ⓞ Better account visibility and quality
- Ⓞ Capacity to absorb the workload and peaks in activity

## Gain in profitability

- Ⓞ Improvement of cash management
- Ⓞ Reduction of operational, administrative and legal costs
- Ⓞ Reduction in number of bad debts
- Ⓞ Shortening of payment deadlines
- Ⓞ Control of outstanding amounts

## Strengthen your financial customer relationships

- Ⓞ Better knowledge of customer issues
- Ⓞ Development of high quality business relationships
- Ⓞ Continuous improvement of customer satisfaction
- Ⓞ Protection of customer risk
- Ⓞ Acceleration of dispute resolution

## Disseminate a cash culture

- Ⓞ Democratisation of financial information
- Ⓞ Collaboration focused on generating cash
- Ⓞ Involvement of different departments
- Ⓞ Accounting function optimization
- Ⓞ Improved employee loyalty

## THEY HAVE CHOSEN US



*The ergonomics of the solutions enabled our team to quickly and easily start using CashOnTime Capture and CashOnTime Allocation. The time savings and reliability of cross-referencing improved the team's productivity. Automatic cross-referencing concerns 70% of checks and 90% to 95% of transfers. We have reduced daily processing time by 2 hours.*

*We have gained in terms of time, reliability and responsiveness to our customers, enabling us to focus more on higher added value tasks such as customer dunning and work more serenely.*

**Pascale Boitel,**  
Customer Credit Manager



*With CashOnTime Collection we greatly increased the quantity and quality of our dunning actions. We defined strategies for each customer category and each country. We can now monitor progress in resolving a dispute or satisfying a customer demand. The tool makes it possible to associate other departments in these demands more effectively. As a result we have seen a considerable reduction in the time required for meeting customer demands and resolving disputes.*

*We have also observed development of a true cash culture in-house. Teams are more concerned about debts, whatever the amount. Thanks to the dashboards offered by CashOnTime Collection. This enables us to have better monitoring of collection activities and performance.*

**Christophe Reyes,**  
EMEA Managing Director





## CREDIT MANAGEMENT EXPERTS

 **Experience**

DIMO Software publishes the CashOnTime solutions and has delivered 1,000 successful projects. It is recognized as a key player in the market for financial process management software.

 **Business expertise**

A team of 50 people combining technological expertise and business knowledge is exclusively dedicated to our Cash & Credit Management activity.

 **Customised long-term approach**

A single project manager, wide range of services and responsive customer support ensure optimal use of our solutions and 100% satisfaction.

## THE SOLIDITY OF A GROUP

For more than 20 years, DIMO Software has combined its two activities of publishing and integrating management solutions, always with the same aim: to bring its customers the best software innovations so that they can concentrate on the most important thing: **their business**.







To find out more:  
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