

# Anticipate customers payment issues and prioritize collection efforts

With our **Cloud based AI Predictive Risk Management** unique solution

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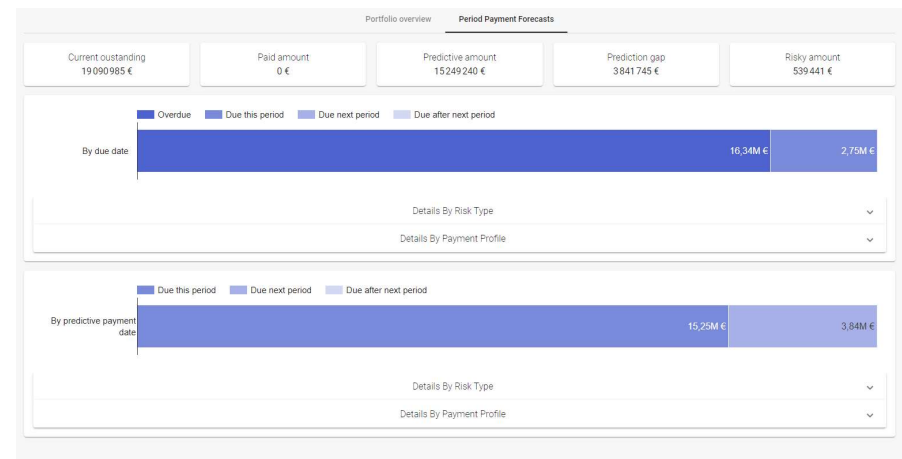
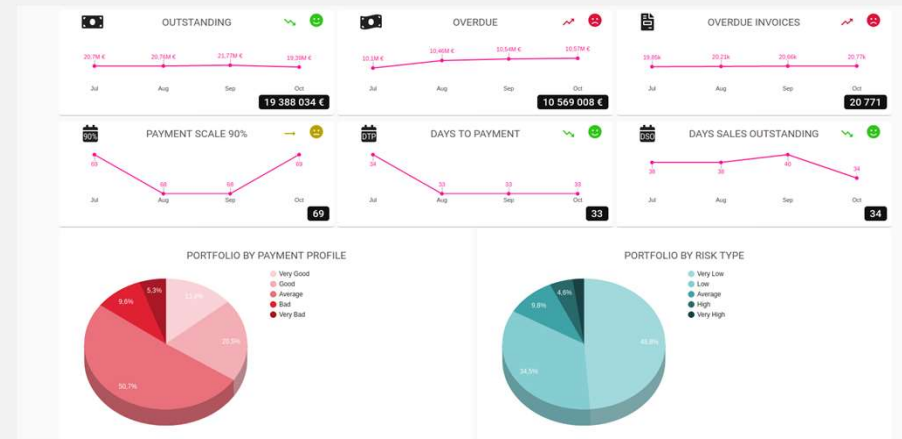
Ai  IDENS



# How to significantly reduce 'overdue amounts' and avoid bad debts even when good practices are already in place?

**Predict payment issues, segment risks, simulate best collection strategies and prioritize actions!**

Even though most of the companies already have set up best in class collection practices and tools, all of them are still looking for **constant optimization**. That is why we created a solution that helps companies **reduce overdue amounts**, **increase operational efficiency** and **improve cash accuracy**. Moreover, by using our solution, companies can also improve **customer satisfaction** by applying the right actions taking into account customer context.



## From insights to pro-active collection management

### Before: challenges

- On average, B2B customers pay within 40 days, B2C customers pay with 25 days, that number is increasing.
- Debtors in financial difficulties represent 54% of late payments.
- 2.3% of companies' annual revenue are lost due to unpaid invoices.
- **Consequences for the companies: Additional interest costs, Loss of income, Liquidity squeeze, Restrictions for growth.**

Sources: Deloitte, European Central Bank, KPMG

### With AiVidens solution

- Anticipate payment issues - understand whether your customers will pay and when.
- Understand where the risks are using specific risk indicators.
- Simulate different collection strategies and decide which one fits best your current objectives.
- Prioritize the efforts of your collection team(s).
- Improve/contextualize dunning processes
- One central point for dashboards, reports and simulations.

### After: Value-Driven Results

- Visibility on the debt portfolio risk breakdown.
- Continuous access to customer events needing immediate attention.
- Easier decision on the collection strategy to be adopted.
- Focused collection efforts.
- Analysis of payment patterns and risk according to many business dimensions.

30%

Overdue Amount reduction

20%

Operational efficiency improvement

20%

Cash Accuracy Improvement

'As independent real estate managers and advisors, our mission goes far beyond the purely operational administration of our clients' properties. We are also positioning ourselves as their preferred partner in terms of Risk Management. That is why we are using the AiVidens solution, which offers owners a great prediction tool allowing them to make the most informed decisions and thus organise their portfolio in the best possible way.

Gilles Naeyaert, CEO Cobelpro





**Thank you**  
**for your attention**

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