

CASE STUDY Client #00114 - Irrigation Supplier



90% OF ACCOUNTS RESOLVED \$1,272,974.00 RETURNED TO IRRIGATION SUPPLIER



IRRIGATION SUPPLY COLLECTIONS

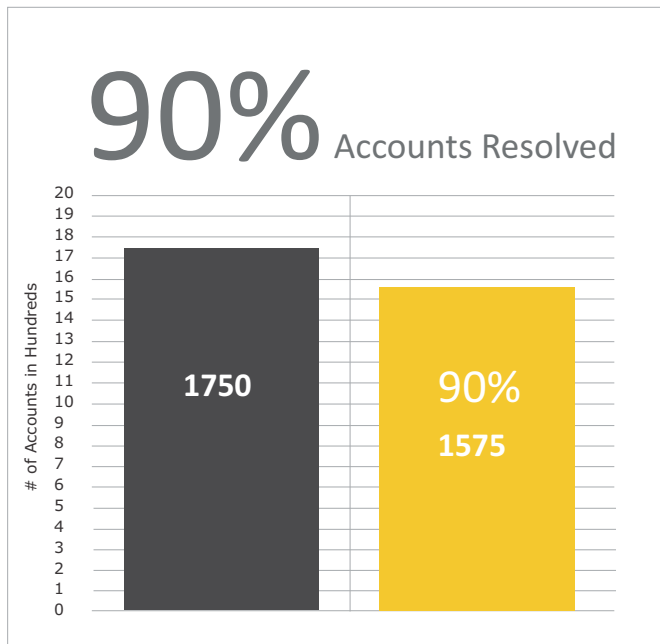
PAIDPO began working with Client #00114 in 2009. Before using PAIDPO they performed collections in-house. We offered to setup a pilot program to establish if PAIDPO is a more cost effective approach to collections. Our testing phase went very well. 20 accounts were sent in the test and PAIDPO resolved 14. The six remaining accounts were either bankrupt or out of business.

Since our partnership 00114 has sent 1,750 customers with an average outstanding balance of \$1038.00 and 90 days past due. PAIDPO has located missing customers, sent legal notices, provided collection calls, submitted complaints to the registrar of contractors, filed bond claims, and performed legal action. The results of our efforts has help our client retain 90% of their customers and recovered over \$1.2 million in charged-off debt.

#00114 IRRIGATION COMPANY

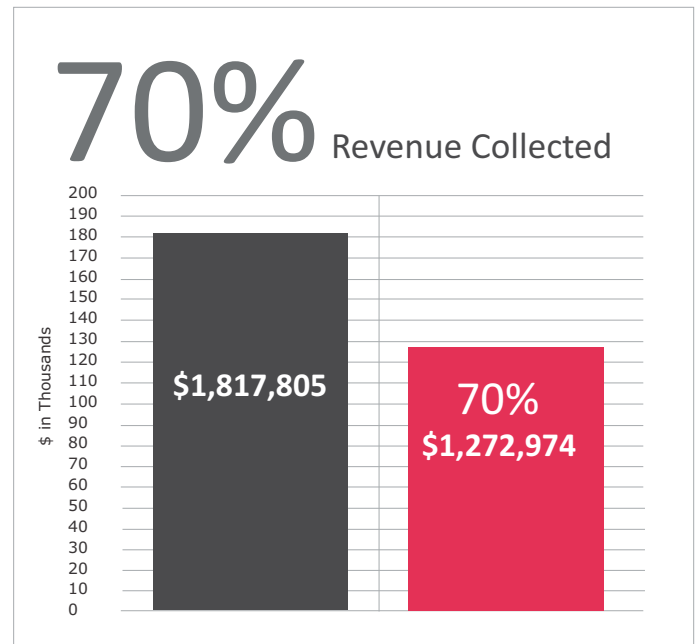
Founded in 1922, 00114 provides water management solutions, agronomic supplies, landscape lighting, water features, hardscape and erosion control. 00114 maintains branch operations in 195 locations across the US with revenues that exceed \$100 million annually.

70% REVENUE RECOVERED 90% CUSTOMERS RETAINED



Total Accounts

Accounts Returned



Dollars Placed

Dollars Recovered

Customers Retained

PAIDPO resolved 90% of customer invoices and PO's within 60 days of accounts placed with our agency. A total of 1,750 accounts were sent over the last 65 months with an average balance of \$1,038.00. 1182 customers resolved their account by agreeing to payment-in-full within the first 30 days of collection activity. Remaining accounts were investigated and sent for legal activity when we verified the customer had the ability to pay and was operational. 5% of customers had legitimate complaints that PAIDPO addressed.

Revenue Recovered

00114 has placed \$1,817,805 in charged-off debt Since 2009. PAIDPO has recovered \$1,272,974 or 70% of lost revenue. Our recoveries influenced 00114's overall profit by 3%. PAIDPO reduced the cost of internal operations by \$120,000 and allowed 00114 accounts receivable department to focus on more effective operations. Less than 10% of PAIDPO revenue was generated from Legal activity. \$544,831 in revenue was categorized as uncollectable because the customer was out of business or bankrupt.

*Data based on PAIDPO client #00114 Internal Recovery Reports.