



**CASE STUDY CLIENT #00116 - CEMENT**

# 66% ACCOUNTS PAID \$468,770 RETURNED TO CEMENT SUPPLIER



## CONCRETE SUPPLY COLLECTIONS

PAIDPO began working with Client #00116 in 2006. Before using PAIDPO they performed collections in-house. #00116 consistently has past due accounts from sub-contractors who purchase building materials on credit. They decided it was more cost effective to let us pursue the charge-off accounts then continue to manage the least performing customers in house. We only serviced the debt that has been written off as bad debt. We said, let us handle the accounts that you have written off rather than dismiss them as uncollectable. We will make a demand for payment in full and stay focused on the debt until it is resolved. We are experts in filing complaints with the registrar of contractors, bond claims, and have a national network of collection attorneys who work on a contingency basis.

Since our partnership 00116 has sent 320 large legal balance accounts customers with an average outstanding balance of \$3,438.00 and 120 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 68% of their customers and recovered over \$468,770 in charged-off debt.

### INTERNATIONAL CONCRETE MANUFACTURE

Founded in 1906, 00116 sells and distributes cement supplies to builders. 00116 maintains 42,000 employees across the United States with revenues that exceed \$57.1 billion annually.

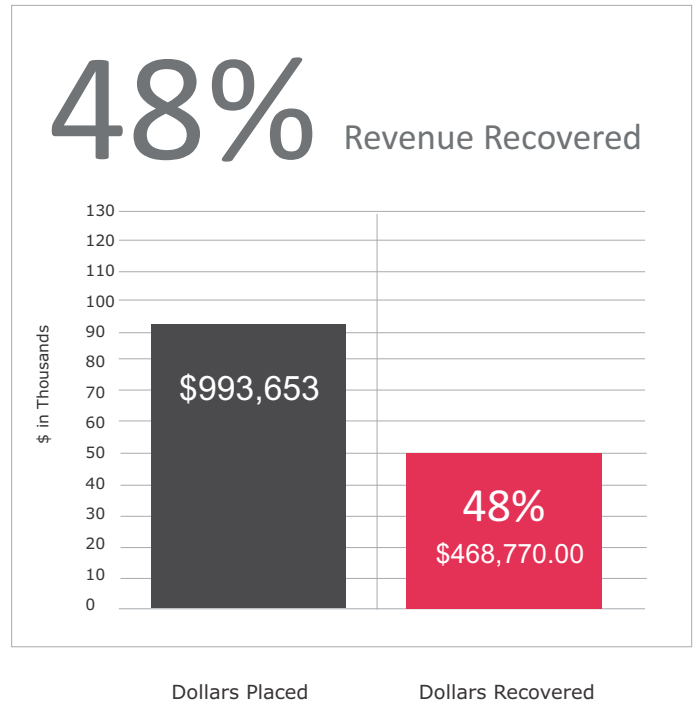
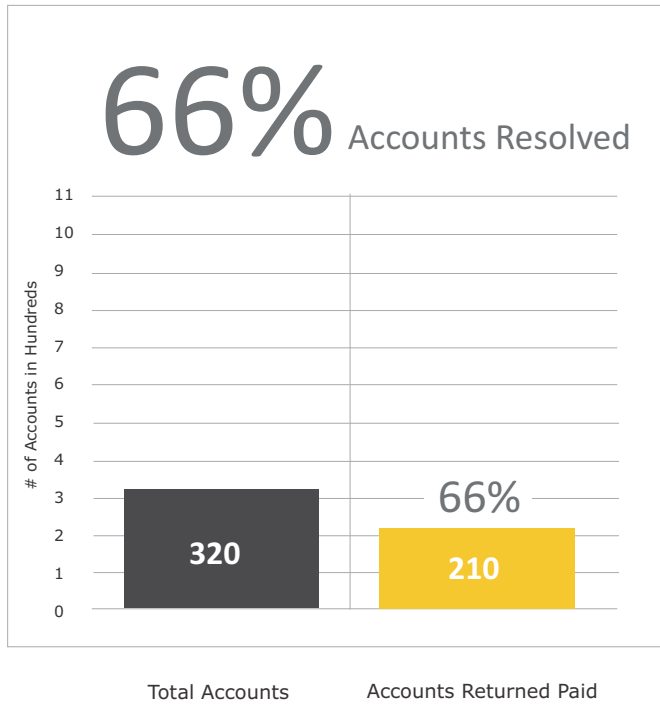
### THEY TESTED US

They originally sent only 20 accounts. 14 out of 20 accounts either settled in full or paid in full. The rest were out of business or bankrupt. Now we send those accounts to BKPAY for 30 more recovery but at the time our agreement was to return them. 66% was resolved in the end.

### EASY START

It's a very easy start with us. We simply ask for invoices, statements, and a contract they had with the customer if it is available.

# 48% REVENUE RECOVERED 66% ACCOUNTS PAID



## Accounts Paid

PAIDPO collected revenue on 66% of customer invoices and PO's within 60 days of accounts sent that are 120 days past-due or older. A total of 320 accounts were sent since June 2006 with an average balance of \$3,438.00. 310 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. 8% of customers had legitimate complaints that PAIDPO addressed.

## Revenue Recovered

00116 sent \$993,653.00 in charged-off debt since 2006. PAIDPO has recovered \$468,770 or 48% of lost revenue. PAIDPO reduced the cost of internal operations by \$120,000 and allowed 00116 accounts receivable department to focus on more effective operations. Less than 10% of PAIDPO revenue was generated from Legal activity. \$330,170 in revenue was categorized as uncollectible because the customer was out of business or bankrupt. We now forward these accounts to BKPAY for 30% additional resolution.

\*Data based on PAIDPO client #00116 Internal Recovery Reports.

# CONTACT US TODAY AND LEARN ABOUT HOW YOUR SUPPLIES CAN SEE MORE POs PAID.

Try PAIDPO for no up front cost by assigning your delinquent customer accounts. Setting up an account is easy and you can track our performance online anytime. Fees will only apply to accounts when your revenue is recovered.

START

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