



Protecting your most valuable assets...

Businesses and financiers face enormous challenges today. The difficulties of winning new business combined with fierce competition and lengthening sales cycles, as this cautious mood persists in the marketplace, means that any new deal is a hard won achievement.

But that's only the beginning. A sale creates a receivable, the full value of which is only realised when it is paid. Arguably the most valuable assets in any business, receivables demand careful management and control to ensure that all those efforts in securing the sale are not wasted.

Specialist skills and expertise

Good focus is always cited as a key quality for successful businesses. In today's market, focus has never been more important which is why many thriving businesses acknowledge the benefits of outsourcing their debt management to experts who will hit the ground running and can work as an extension to their own team, allowing the business to focus on growth.

MCR's dedicated Receivables Management team is focused on efficient and effective management of clients' debts. Receivables management requires a specific skill set which, through years of experience, our team has refined and practised with outstanding results in all our service areas. Our people have vast experience across a wide range of business areas in both the private and public sectors. With offices in London and Manchester we are able to provide support to businesses across the UK.

Many businesses understand that if they prepare well and take care to establish their receivables management process up front they are likely to reduce future losses. At MCR we can do this better, faster and more cost effectively than setting up an in-house resource with all the associated costs that are

needed to cover the implementation of new procedures, systems and training requirements. We take a proactive approach and understand that effective receivables management does not start when an invoice becomes overdue. We have proven expertise in fast dispute resolution which is the key to maximising recoveries and we use well tested procedures to accelerate cashflow and maximise recoveries.

MCR's well tried and tested methods, processes and procedures give you immediate access to an infrastructure that truly works, and is scalable as your requirements change. Our leading edge collection system supports bespoke collection routines and reporting processes, allowing us to adapt our approach to specific requirements.

Efficient and effective

Our clients range from start-up to blue chip businesses and financiers including banks and asset-based lenders. Their aim is to focus on top line growth while improving the processes that are required to secure their debts, reduce losses and maximise income. They may simply need straightforward debt recovery services, and in all cases we offer an immediate response to client requests.

Where speed is of the essence we will pull out all the stops to reach a prompt and successful outcome. We will undertake fast sales ledger reviews to verify values, giving an early warning to enable effective debt recovery planning and to accelerate and maximise recoveries. Our extensive practical experience means we are used to dealing with a wide range of complex and sensitive issues and understand the best ways to maximise clients' recoveries in such cases.

A key part of our service involves working with clients to help them

identify potentially vulnerable gaps in their systems. Having identified key issues, we can then advise them on how best to implement the correct measures to make sure that sales orders can be tracked, deliveries authenticated and the transfer of goods or services documented. Should a customer then default on their payment, there is sufficient evidence of their commitment to the transaction to support the debt collection process.

Whether we provide an individual product or a full outsourced service direct to a business or via a lender, we can operate on a disclosed or undisclosed basis and clients soon notice much improved results at lower cost.

A critical area

Outsourcing is being viewed increasingly as a strategic tool as it can support businesses in achieving their objectives through operational excellence. There are few areas as fundamentally critical to business success as debt recovery and credit management. MCR's Receivables Management service gives you immediate access to more flexible and cost effective capabilities, and as part of the MCR group we can draw from a wide ranging wealth of receivables expertise.

To find out how MCR's tailored approach to receivables management can help protect the most valuable assets in your business please call me, Tom McWilliam, for an initial discussion.



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