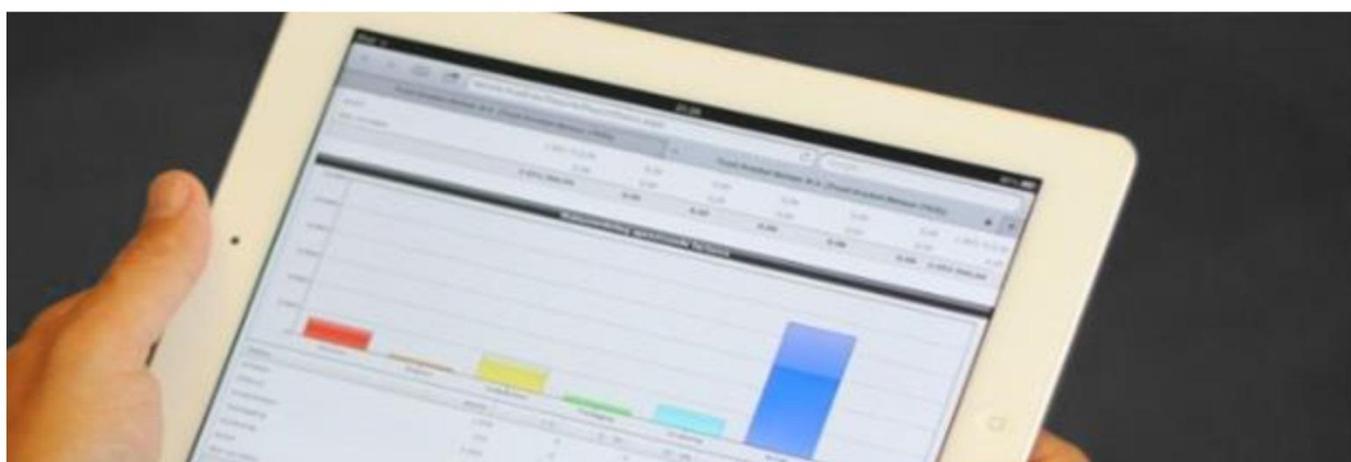
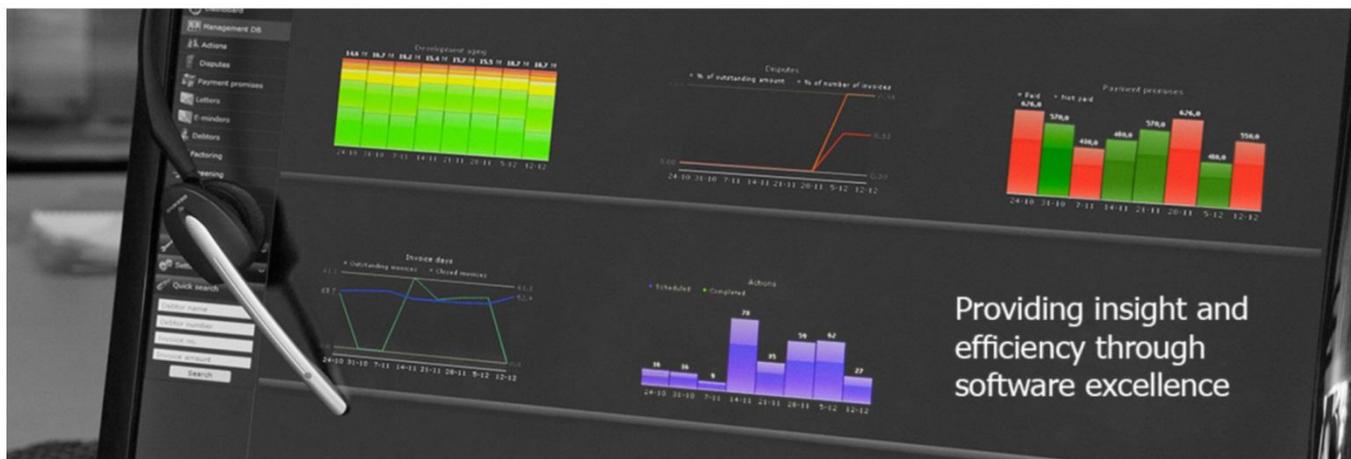


Brochure Trust.it Debtor Management Software



Powered by:



INTRODUCTION

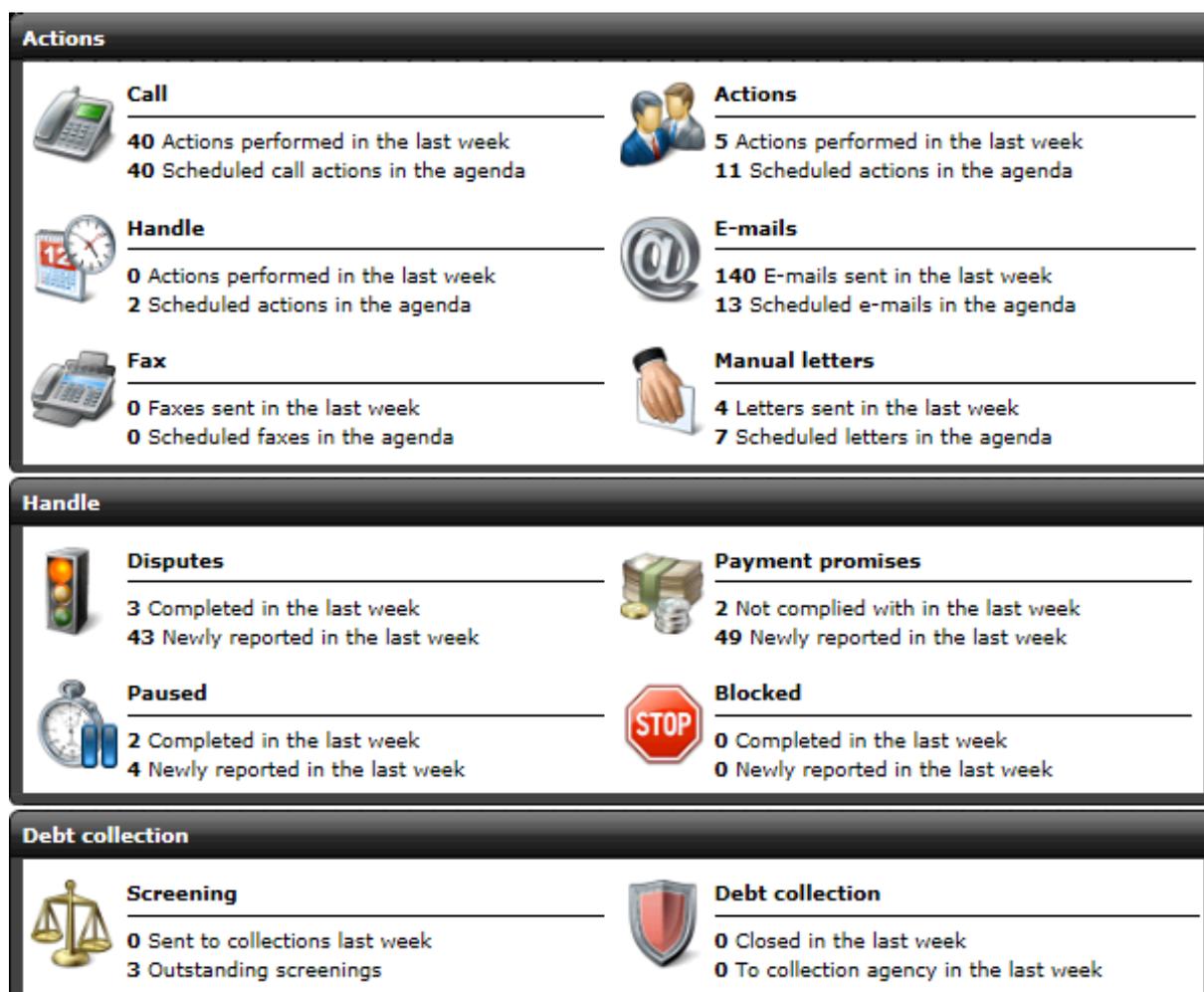
Would you like more insight into your debtor portfolio? Are you struggling with your DSO and cash flow? Do your employees work with more than one system to handle your debtors? CMC has found your debtor management software solution in Trust.it.

Trust.it is an one of a kind web-based debtor management tool which has been shaped by the input and needs of professionals who work in the field of credit management. This has made Trust.it what it is today; a debtor management tool that adds efficiency and effectiveness to your debtor management.

Increasing your efficiency

In 2011 and 2012 our survey showed that, on average, Trust.it users increased their efficiency by 30%. This is 1/3 which you can use to lower your employee costs or in- and external handling costs for example. Imagine what this can do for your company.

On a weekly basis we plan interactive online demos for our existing clients as well as parties that are interested to see how Trust.it works. You are invited to be part of this group. We are convinced that a demo will convince you of Trust.it's benefits!



ADVANTAGES AT A GLANCE

No need to invest in expensive hard- and software

Because Trust.it is a web-based solution there is no need to invest in expensive hard- and software. Nor do you have to worry about management and maintenance of your application. This is all included in the Trust.it package ensuring you continuity, quality and service.

Made-to-fit

Trust.it is placed as a layer on top of your financial application. Via an interface – which makes Trust.it fit over 480 regular and in-house developed financial applications – financial data is uploaded once or multiple times per day to Trust.it. This way your data in Trust.it is always up to date and ready to use whenever, wherever.

Reduction of your DSO (Days Sales Outstanding)

Trust.it gives you insight into your debtor portfolio, your workflow management and just as important the results of your employees. By easily adapting your approach you will keep improving your standards.

Dispute management

Trust.it is an optimum instrument for management of your disputes since all the debtor information, historical and future action plans are in one system. Automatic follow-up cycles make sure that disputes are handled and debtors are informed about their dispute statuses.

Gain insight into your debtor portfolio

Trust.it gives you insight into your debtor portfolio via real-time and historical reports. This means that you will save time and can adjust your debtor approach timely.

Reduce risks

Trust.it has the tools to help you segment your debtors and organize your actions. Trust.it gives you a new outlook on your debtors and reveals debtor/payment patterns helping you prevent and solve debts.

Bring structure to your credit management policy

Trust.it gives you the opportunity to standardize and structure your outgoing and internal correspondence. This creates a uniform approach toward your debtors and internal clients. Of course, it will also have a positive influence on your customer satisfaction.

Reduce costs

Trust.it automates your workflows and reduces your time spend per debtor. Call logs take +/- 15 seconds to create and payment promises +/- 30 seconds at max including an email confirmation that is ready to send to the debtor. Should we say more?

Flexibility for your employees

Because Trust.it retrieves all the relevant customer data and places it in one overview your employees no longer have to use the underlying applications for their debtor management. This not only saves time and money but more important eliminates your employees' frustrations and improves their enthusiasm to collect debts.

EXAMPLE DEBTOR CASE

The screenshot shows a software interface for debtor management. At the top, there's a 'Customer Demo' dropdown and an 'Administration' link. Below this is a 'Customer Information' section with fields for Bank name (Chase Inc.), Bank account number (123-45-6578), and Contact Person (John Doe). A table below lists various details like Debtor name (Lazar Services Ltd), Language (English), Status (Payment promise), Agent (John Williams), and Region (West). A timeline at the bottom of the interface shows various actions like 'Statement', 'Call', 'Reminder', 'Email', 'Inform AM', 'Notice', 'Call Customer', 'Final Notice', and 'Screening' from 16-10-2012 to 3-2-2013. A table of invoices is visible, with columns for Debtor number, Invoice no., Invoice date, Due date, Days open, Days expired, Currency, Original amount, Balance, Dispute, Payment promise, and Debt collection. A 'Debtor notes' section at the bottom left shows a list of actions performed on invoices, such as 'Dispute created: wrong debtor information on the invoice on invoices AD436320, A0436519' and 'Payment promise deleted: USD 71.762,80, to be paid before 30-11-2012'. A 'Debtor notes' table at the bottom right shows a list of notes with columns for Invoice no., Invoice date, Currency, Original amount, Paid, and Balance.

ONE CLICK AWAY
1 Screen, 1 Click, 1 Action

ACTION PROFILES
Determining and recording structure in the debtor policy

USER FRIENDLY
Simplicity, overview and intuitive system; minimum training required!

HISTORY
Registration of all actions at the debtor and invoicing level!

ABOUT CMC

CMC Worldwide (CMC) is an A+ credit management company specialized in optimizing credit management for businesses around the world. With over a decade of international experience we help our clients improve their cash flow with services ranging from debt collection, outsourcing and consultancy to implementing an ingenious debtor management software tool.

Global

From our base in the Netherlands we serve hundreds of multinationals in the B2B and B2C segments. Our clients are located from China to Spain, throughout Latin America and the Caribbean Islands and consist of banks, telco's, law offices and other types of businesses. Because of our experienced and multilingual staff we are able to successfully adapt to our clients' businesses.

Constructive relationships

At CMC we believe in a hands-on and solution oriented mentality while functioning as an extension of our clients businesses. By guiding our clients through the aspects of continuously improving their liquidity and debtor management we are able to build constructive client-relationships. This is one of the reasons why 90% of our client base was referred to us by other clients.

Focus

In general our focus is to exceed our clients' expectations by lowering their invoices average payment term (DSO) and thus improving their cash flow. As an industry specialist we can assist you to gain insight in these aspects and help you to achieve more specific goals such as improving your debt recovery process and reducing and preventing bad debt losses.

If you have any questions or just want to discuss the possibilities for your company feel free to [contact us](#).

CMC Worldwide

P.O. Box 23619
1100 EC Amsterdam
The Netherlands

E: info@cmcww.com
T: +31 20 69 13 466 (Europe)
T: +599 9 73 00 733 (Caribbean)

VAT: NL195898734B01
Chamber of Commerce: 52340430