

Experian Management Reports

A sharper focus on your customers

Get a better perspective on your collection efforts with Experian Management Reports. We compile external information on your customer's payment choices to help you make smart decisions with late-paying accounts.

Choose from various reports, including:

- Collection Priority Report enables you to prioritize collections by revealing how your late-paying customers are paying other vendors. If they are paying other vendors slowly, you can save valuable time by sending these customers to collections. If they are paying other vendors better than you, you still have collection potential with these customers while saving collection fees.
- Accounts Receivable Portfolio Summary gives you an overview of your accounts, with a breakdown of active accounts into categories according to their Days Beyond Terms. It also breaks down your entire portfolio balance by how your accounts are aging — 30/60/90/91+ Days Beyond Terms. This summary is also an

effective way to benchmark your portfolio over time.

- Marketing Report breaks down your portfolio into dollar and percentage categories according to parameters you select. For example, you can discover how customers with balances of more than \$5,000 are currently paying you. Other types of reports are useful for examining your portfolio, such as Aging by ZIP Code, Aging by SIC Code, Aging by Account Size, or Aging by Recent High Credit.

Management Reports notify you:

- How your late customers are paying other vendors
- How you are being paid comparatively by industry, region or size of business
- Which late-paying accounts should not go to collection



Experian's Management

Reports contain external

information on your

customer's payment

choices to help you make

smart decisions with late-

paying accounts.



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