

# Order Management & Credit Hold Release



*"Using Cforia's advanced credit check processing, we were able to reduce the number of customer orders going on hold by 50%. This improved order velocity and reduced departmental overhead."*

*-Generac Power Systems*

**Days Beyond Terms Analysis**

**Tracks Clean & Dirty Receivables**

**Promise-To-Pay Transaction**

**Timely Point-Of-Sale Support**

**Maintains ERP Audit Trail**

**Real-Time Data Integration**

## Fast and Accurate Held Order Releases

Credit professionals spend tremendous amounts of time establishing credit limits, in an attempt to minimize company risk exposure. But their primary tool, the order-entry system, has very limited credit checking capabilities. As a result, many inbound customer orders are put on hold instead of flowing automatically through the system. When an order does go on hold, the decision to release the order or not must be made in minutes or seconds. Point-Of-Sale credit holds may keep a customer waiting at a counter or a truck idling while waiting to get their goods increases the importance of this real-time functionality.

Cforia Software delivers this key functionality as a standard part of our Credit, Collections and Deductions Workbench. Our company was founded by a core group of engineers trained in the dual majors of Electrical Engineering and Computer Science who insisted upon providing this business critical functionality since day one of our company.

Today, approximately 90% of our customer base has enabled order hold and release functionality in their Cforia System. This functionality is in place and working on more than \$150 billion in A/R. Our Order Management function helps most Cforia client A/R Departments avoid having to log into their ERP. <http://www.cforia.com/order-hold-management/>

## Seamless Order Hold & Release Management

- System automatically calculates Days Beyond Terms with Trending Analysis for every customer to drive better credit release decisions
- Monitor DBT trends and consumption of credit limit to anticipate rather than react to bad debt
- Separate tracking of clean and dirty receivables prevents customer deductions and disputes from distorting the DBT calculation
- Tie an order release with our Promise-To-Pay transaction to get a customer's agreement to improve their payment timeliness

## Business Benefits:

- Manage order release and hold directly from within Cforia's core Credit, Collections and Deductions Workbench.
- Days-Beyond-Terms trend analysis with separate clean and dirty receivables tracking improves credit decision speed and accuracy.
- Cforia's Real-Time integration with core ERP systems allows held orders to be released quicker in a customer-friendly manner.
- Integrated order management coupled with other standard functions allows A/R departments to work solely from our platform.
- Cforia's order management functionality functions with most popular ERP systems identity management and transaction logging subsystems to maintain a correct audit trail.

## About Cforia Software:

Cforia Software was founded in 2001 by technology veterans with extensive experience in ERP applications like SAP, Oracle, PeopleSoft and JD Edwards.

Today, Cforia is a global company that provides industry leading Order to Cash Automation that is used by large corporations to manage over \$186 Billion in yearly A/R. Some of our largest customers include Textron, Thermo Fisher Scientific, Citizen Watch and NAPA Auto Parts. Cforia's rapid growth is driven by superior technology that includes real-time data integration across disparate ERP systems, order hold management, separate clean and dirty receivables tracking, plus handles multi-currency, multi-languages and multi-business units.

## Our Data Integration Connectors provide faster implementation with greater functionality.

Cforia Data Integration Connectors facilitate rapid real-time integration with your corporation's existing ERP systems, Document Imaging, third party credit data, email and facsimile servers. Our pre-packaged real-time connectors keep Cforia's Order to Cash Database continuously up to date to assure efficient functionality throughout our product suite. Pre-packaged connectors greatly shorten project timing and risk by avoiding custom data integration.

## Save time and expense by avoiding custom programming.

Cforia's Order to Cash Software is designed to allow users to create automated dunning and collection letters, change collection logic and create reports themselves. Finance department professionals have total control through setting changes and drag and drop wizards that perform complex tasks such as creating letters with data merges and reporting without programming.

For example, your department can now create a custom collection letter in minutes and send it to thousands of selected recipients automatically. Without having to wait for over burdened IT programmers or outside consultants.

## Cforia Order to Cash Automation Platform:

Cforia Software has the most comprehensive credit, collections and deductions software in today's market. It is the only complete receivable automation system and offers a variety of solutions to better manage your company's credit, collections and deductions.

At the heart of this solution, is our software's capability to integrate with other accounting software and collection tools in real-time.

The implementation of Cforia's Real-Time Database allows for efficient, updated functionality in all areas of the product suite: Order to Cash Workbench, Online Payments & eBilling Portal and Cash Application Automation.

### Related Links:

<http://www.cforia.com/order-to-cash-software/>

<http://www.cforia.com/online-payments-and-ebilling-portal/>

<http://www.cforia.com/lockbox-cash-application-automation-and-management/>

