

# Extend the Power of Accounts Receivable Data

Allowing valuable accounts receivable (A/R) and collections insights to live in an isolated system or data silo is a business risk. Our checklist reveals key benefits that organizations can realize by integrating customer account and payment data into three key financial operations platforms.

Transforming A/R and collections processes and creating powerful data insights start with the right solution – D&B Receivables Intelligence

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When an Enterprise Resource Planning (ERP) system has limited finance and accounting functionality, integrating A/R data can help:

- Centralize customer account status and payment information for global subsidiaries, functions, and product lines
- Support cross-enterprise performance dashboards and reporting with key metrics such as DSO, CEI, etc.
- Supply customer payments and cash flow data needed for merger, acquisition, divestiture, or spinoff activity
- Foster cross-enterprise collaboration in forecasting the budget for the annual plan



By integrating A/R data into the Customer Relationship Management (CRM) solution, your company can more effectively:

- Build comprehensive customer payment histories, including delinquency and dispute details
- Enable sales teams to conduct more thorough, timely needs assessments, opportunity analyses, and deal reviews
- Provide cash flow forecasts that can increase the accuracy of sales forecasts
- Share details about third-party collection efforts or pending legal actions



Integrating A/R data into the Accounts Payable (A/P) system can help your business:

- Ensure timely payments with an established, direct connection for automated e-invoicing
- Decrease hours spent on billing, account reconciliation, and month-end close
- Adhere to revenue recognition requirements and timelines
- Improve audit trails
- Simplify regulatory compliance