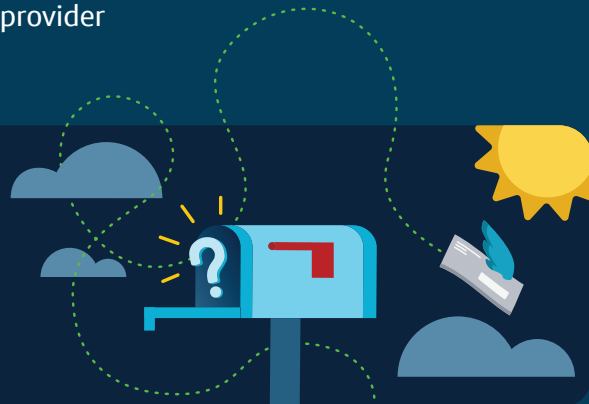


Top 10 AR pain points

Research uncovered these top 10 issues companies face when managing their own AR.¹ Below each pain point are ways that a third-party AR solution provider can help—particularly with B2B transactions.

1 Customers pay slowly

Some third-party AR solution providers will pay you upfront. So even if your customers are slow in making payments, your company will have faster access to working capital for business growth.



2 It's time consuming

Allowing a third-party solution provider to manage your AR not only takes tasks such as invoicing and cash applications off your employees, it also enables them to focus more on strategy and business growth.



3 Payment processes are manual

Many third-party AR solution providers offer automated services, which both save time and reduce the chance for errors in processing AR.



4 Terms need to be customized

Some third-party AR solution providers offer customization as one of the benefits of their services—including customizing terms and other aspects of their program *by customer*.



5 Too reliant on a few customers

It's difficult being dependent on revenue from several key customers, especially if they pay slowly or don't pay. Some third-party AR solution providers can help in those instances by paying you upfront.



6



Reject creates bad vibes

Third-party AR solution providers are often better at risk modeling, having access to more data. That helps credit-worthy customers—who might be denied credit through in-house credit decisioning—get the credit they need.

7



Collections take too long

Collections can be entirely managed by third-party AR solution providers. So no matter how long it takes to collect payments, your company's resources will have more time to focus on other priorities.

8



Running credit checks can be hard

Third-party AR solution providers are often experts in gathering financials and information from different sources in running credit checks. They can help ensure credit is extended to those who are creditworthy.

9



Requires too many employees

Rather than hiring AR employees—who are already difficult to find and keep—or replacing those you already have, many third-party AR solution providers have AR staff, who act as an extension of your team.

10



Big customers dictate their terms

No matter the size of the customer or the terms they require, third-party AR solution providers can make it easy for you to accommodate customers and not be negatively impacted.

If you're experiencing these issues, it might be time to consider a third-party AR program. Learn more about how we can help at capitalone.com/trade-credit

Capital One Trade Credit