

Lockstep | Lockstep Collect | Sales Kit

170+ Customers | 100% Cloud | Efficient AR Activity Management

Elevator Pitch

We help your client's receivables 4 ways:

1. **100% Cloud:** Tools to manage and report on collections activities of a remote team successfully & seamlessly from anywhere.
2. **Automated Customer Communication:** Deliver personalized, timely communication to every customer based on invoice status, company credit policy and payment trends.
3. **Customer Self-service:** Give customers online access to invoices, payments, and communications to save time. 100% digital.
4. **Collections Activity Management:** Productivity tools designed for AR that give a 360-degree view of customer's and provides comprehensive activity management providing guidance on the next best action to take.

Product Release Notes

ROI Example:

Challenge: Lack of centralized customer account information causing bottlenecks in the collection process.

Outcomes:

DSO Reduction: 21 days

DPD Reduction: 78%

Increased Working Capital: \$14.6M

Cash from Operations: \$343k/year

Increased Staff Time: 266 hours/month

Lockstep Collect Sales Assets

- [Lockstep Collect One Pager](#)
- [Lockstep Collect Success Story](#)
- [Lockstep Collect Call Script](#)
- [Lockstep Collect Email Templates](#)
- [AR Automation Benchmarks eBook](#)

Pain Points

- Not prepared to work from home
- Customer churn from business closure
- Delayed payments from customers
- Using Outlook/Excel to manage collections
- Access to paper (e.g., checks)
- Massive uncertainty / More oversight
- Past Due > 10%

Benefits

- Integrates w/ all Sage Products
- Reduce DSO on average 34%
- Automate over 90% of customer communications
- Save hundreds of AR staff hours every month
- Manage receivables remotely

Value Proposition

- Increases working capital
- Increased cash from operations
- Increases visibility to receivables
- Prioritizes collector activity
- Freed staff time
- Increased shareholder value
- Up and running in weeks-100% remotely
- Deeper & more flexible integrations

Let's Connect

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“Lockstep Collect is a great tool for us collectors to make it easy for all who are faced with working from home for the time being. Stay home and use Lockstep Collect!!! 😊”

- Credit Manager, Pattison Sign Group

“The automated communication that we have going out are a game changer in these times. I absolutely think they’re essential in this new normal.”

- Credit Manager, BEGA

“Our DSOs are down and we have beaten our collections targets for two quarters in a row. I attribute that to ramping up on ATC and it’s automation.”

- AR and Collections Manager, Cantata Health

“Without having access to someone face-to-face, now I can go into Lockstep Collect and see everything that’s been done.”

- AR Manager, World Shipping

“We have been able to reduce manual processes while touching more customers.”

- Finance Manager AR, Extreme Reach

“We are touching customers that we can’t touch on a regular basis.”

- Sr. Finance Director, Extreme Reach