



Smart Accounts Receivable Management for ITC Classmate

Collections Accelerated!

Industry : Consumer Goods and Distribution

classmate

Automating Receivables for their Stationary Business(Classmate) while providing seamless experience to distributors/dealers | Real Time Ledger | Promotions & Discounts | Payments

Suppliers to 500+B2B Institutions | 1000+ distributors/dealers Pan-India 400+ decentralised Sales Team | 40+ Regional Credit Controllers | Managing a Turnover of 1000+ Cr| Sluggish Payments due to Covid -19

Challenge

- High DSOs due to Liquidity crunch in education sector
- Lack of visibility on timely dispute resolution
- Manual & Non-Intelligent Follow up
- Sales team too inclined with towards customer
- No mechanism in place to track sales team follow up for payments

Solution

- Invoice presentment
 - Dealer dashboards
 - Cash Discounting engine
 - Automated Payment Advice
- Real Time Dispute Resolution
- Auto-Engagement Engine
- Collections CRM, P2P, Issue amount visibility.
- Customised analytical dashboards

Results

- **Real-Time Top-down CXO Level Visibility**
- **Faster dealer Collections** via B2B payment gateway, robust sms driven dunning
- Increase in **operational efficiency** of sales team by **20%**
- More realistic cash projections through P2P leading to a more effective collection review
- **Dispute resolution time reduction by 15 %**



2016



Selected in the top 20 FinTech companies in India by The FinTech 50



Bagged the runner's up position in the G-Startup Global awards at GMIC 2017



2017



Selected in the first cohort of YFA – from amongst 800 Startups. First company to go to market with Yes Bank.



Awarded the Entrepreneur of the Year in the Fintech category



2018



Featured amongst the 30 emerging Fintech Startups in India



Selected in the Oracle Hackathon at the Oracle Industry Connect (Banking) 2018 NYC edition



Recognised as a Rising Star 2018, by Finance Online in Enterprise Category



2019



Winners of 2019 Accenture Innovation challenge



Winners of NASSCOM Emerge 50, 2019 cohort



Featured in the CIO magazine as the best solution in the AR space.



2020



Top 10 start-ups in Fintech –CIO Review magazine



Top 20 start-ups of DivHERcity Awards 2020, given by Jobs4her.



Nominated for MasterCard Global Start Path 2020-21 Program

RECEIVABLES SIMPLIFIED

Incorporated in 2015, **numberz** is a fintech firm that offers you an award winning smart AR solution can integrate seamlessly with your ERP system and can help you track invoices, drastically bring down market outstanding figures and equip you with insights and data-trends that will help you take informed financial decisions. With expertise in providing integrated financial products and services like Payment Gateway, B2B loyalty management and Trade financing, numberz caters takes a holistic approach towards solving the collections challenge!

Backed by marquee investors like **Sequoia Capital**, **Kae Capital** and **Vinod Khosla**, numberz boasts an association with 40+ large and medium corporates that are managing their collections on this platform. **numberz** brings in the expertise of a 40+ strong team based in Gurgaon and Bangalore, and is fast becoming a one-stop-shop for Corporates to Automate, Analyse and Accelerate all things AR!

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