



GUIDE · METHOD

The Working Capital Recovery Guide

A practical framework for reducing Days Sales Outstanding without adding headcount.

IIIOT INFOTECH · RELATED SOLUTION: I-ARM & I-SRM — FINANCIAL PLATFORMS

How to think about this decision

Four questions to work through before evaluating any vendor — including us.

1. Diagnose the DSO problem before automating the follow-up

Before automating anything, segment your receivables: how much of your DSO is genuinely late-paying customers versus how much is simply invoices no one followed up on within the first week? The two problems have very different fixes.

2. The realistic reduction range, and what drives it

A 10-25% DSO reduction is achievable through faster invoice outreach and streamlined collections alone — before any change to customer payment terms or credit policy. The lever is speed and consistency of follow-up, not aggressiveness.

3. Why supplier onboarding delays are a hidden cost center

A 15-20 day supplier onboarding cycle doesn't just frustrate procurement — it delays any project or purchase dependent on that vendor, often forcing expensive workarounds while the new vendor clears onboarding. Cutting this to 2-3 days via digital document collection removes a real, if often uncounted, delay cost.

4. What to automate first: reminders, not disputes

Automated reminders and follow-up are the highest-value, lowest-risk first phase — they require no policy change and show results within the first billing cycle. Dispute workflow automation and ML payment prediction are valuable second-phase additions.

WHERE IIIOT FITS

If you decide to move forward

i-ARM / i-SRM is built around the framework above, not around a generic feature list.

Automated Reminders & Follow-Up

Timely, automated reminders via email and WhatsApp accelerate collections without manual chasing.

Centralised AR Workflow

A unified platform connecting Finance, Collections and Customers — replacing scattered spreadsheets and email threads.

ML-Based Payment Prediction

Know which invoices are likely to pay late before the due date, enabling proactive collection action instead of reactive dunning.

10-25%	40-60%	100%	2-3 Days
DSO REDUCTION	LESS MANUAL FOLLOW-UP EFFORT	AR PROCESS TRACEABILITY	SUPPLIER ONBOARDING TIME

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