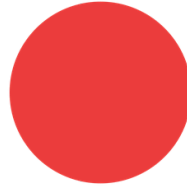


From 62 to 38 Days DSO: How a US Factoring Company Improved Collections by 40%



Geography

United States

Industry

Factoring Company

Services

Bookkeeping & Credit Control

Client Tenure

13 Months

Case Study Period

8 Months

Client Profile:

The client is a US based factoring company supporting small and mid-sized businesses across logistics, manufacturing, and staffing sectors. The firm managed a growing volume of factored invoices and debtor relationships, with operations expanding steadily across multiple states. While deal origination remained strong, the internal finance function was under pressure due to increasing transaction volumes, manual bookkeeping processes, and inconsistent credit control practices.

Solutions:

- Strengthen bookkeeping accuracy and consistency across high volume factoring transactions.
- Reduce days sales outstanding and improve cash flow predictability.
- Establish a structured credit control process for faster and more effective collections.
- Gain clear, timely visibility into receivables, debtor exposure, and daily cash positions.
- Support business growth without increasing internal finance headcount.

Client Objectives:

- Deployed a dedicated IMS Decimal finance team aligned to US factoring operations.
- Managed day to day bookkeeping, transaction posting, and bank and ledger reconciliations.
- Implemented structured invoice tracking and ageing mechanisms across all client accounts.
- Introduced a proactive credit control framework with scheduled debtor follow ups.
- Delivered standardized daily, weekly, and monthly reporting covering cash flow, aging, and client exposure.
- Streamlined finance workflows to support scalability, accuracy, and operational continuity.

Impact:

- Reduced days sales outstanding from 62 days to **38 days within six months.**
- **DSO reduced by 40%**, accelerating invoice realisation and improving liquidity
- **45% improvement** in cash-flow predictability through disciplined credit control and accurate ageing visibility
- **60% reduction** in manual finance workload, allowing internal teams to focus on client acquisition and risk assessment
- Improved ledger **accuracy to over 99%**, reducing disputes and reconciliation delays
- Operational cost savings of **approximately 50%** compared to maintaining an in-house finance function