

How Invevo Transformed Adecco's Accounts Receivable Process



THE ADECCO GROUP

At a Glance

Adecco, the largest recruitment company world, was looking to further streamline its accounts receivable process and drive better results. Since adopting Invevo's solutions, Adecco now has greater insight into how often it calls clients, as well as its clients' purchase behaviour.

Key Metrics



£19.97M

Forecast this period



£54.6M

Collected this period



273%

Collected Period to Predicted Period



30 DAYS

DSO Reduction



The number of days our sales are without payment (DSO) has come down by about 25 to 30 days. Invevo is responsible for a lot of that reduction as their solutions help our collectors to work much more efficiently.

Elisabeth Doppelhofer

Head of Credit, Adecco UK & Ireland

CHALLENGES

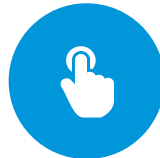


Adecco's previous solutions in place before Invevo did not provide the business intelligence needed to make smarter decisions and optimise business efficiency. If they could achieve greater visibility over their clients, identifying those that always pay on time and those that require a little more attention, Adecco's accounts receivable team could ensure they focused their time effectively. With prior systems lacking the level of detail required to achieve this, Invevo's accounts receivable solution was an obvious and necessary upgrade to the system.

SOLUTIONS



The Adecco team has greater insight into their communication with clients (including frequency), as well as their clients' behaviour patterns. They also have bespoke reporting capabilities, which enable their team to focus on the clients that need chasing.



Greater Communication with Clients



Insight into Client Behaviour Patterns



Real-time credit risk monitoring

BENEFITS



1

Greater Business Intelligence

2

Live-Reporting

3

Credit Information

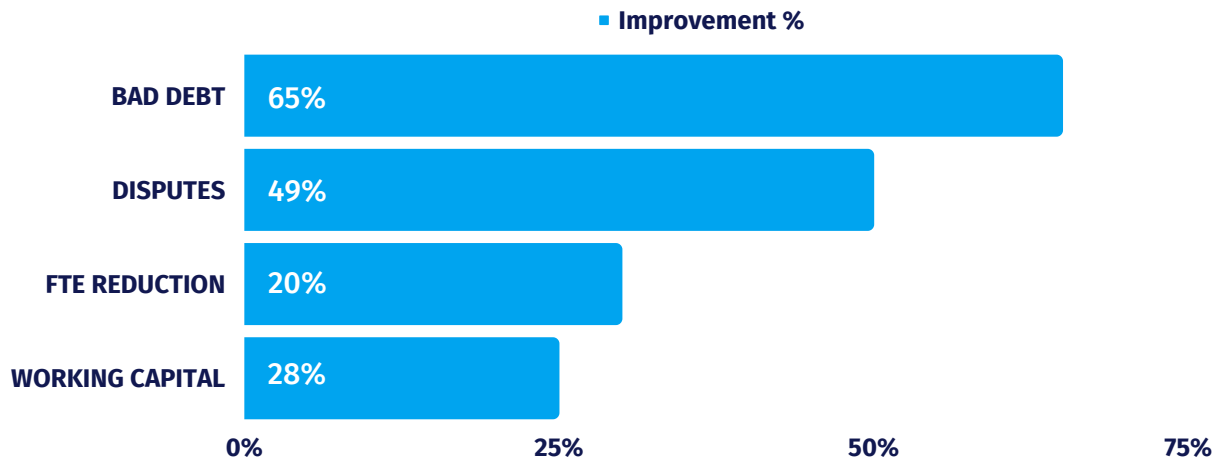
HOW INVEVO HELPED



One of Invevo's integrations informs Adecco immediately if there's a change in a customer's credit report. Previously, the team would only have noticed this when reviewing their clients every 6-12 months.

A lot can change in a year, so that live insight enables intelligent processes and decisions to help keep Adecco ahead of the game.

The Invevo platform created a **400% ROI**



The Invevo platform generated an annual saving of **£1,200,000**

THE FUTURE



As the world continues to digitalise, Adecco recognises that it needs to maintain the pace of digital transformation within its own processes. The team understand that they can't continue running credit the way they did ten years ago (i.e. by calling clients based on spreadsheets) because this simply isn't sustainable.

Today, credit teams across all industries need more intelligent solutions to maintain proactive, productive, and competitive practices.



"Invevo has provided Adecco with greater business Intelligence; they can now be proactive rather than reactive with the live reporting and credit information they need to make data-informed decisions."

Richard Moreton
CEO, Invevo