Rimilia
Software finance people love

Rimilia Cash
Value Assessment

Prepared For:	Prepared On:	Prepared By:
Company Name	August 26th	Brent Kercher

Executive Summary

About Rimilia

Rimilia enables transformation in enterprise organizations by removing inefficiencies in the cash application, collection and credit management processes. Its cloud-based SaaS platform utilizes Artificial Intelligence and Machine Learning to reduce manual activity and provide visibility and control over these key functions. This allows businesses to focus on more value-add tasks and improve customer service.

Your Rimilia ROI Results

Your return on investment (ROI) projection is based on information provided by members of your team. It details the savings you can reasonably expect to realize when you implement the Rimilia Cash™ Application Solution.
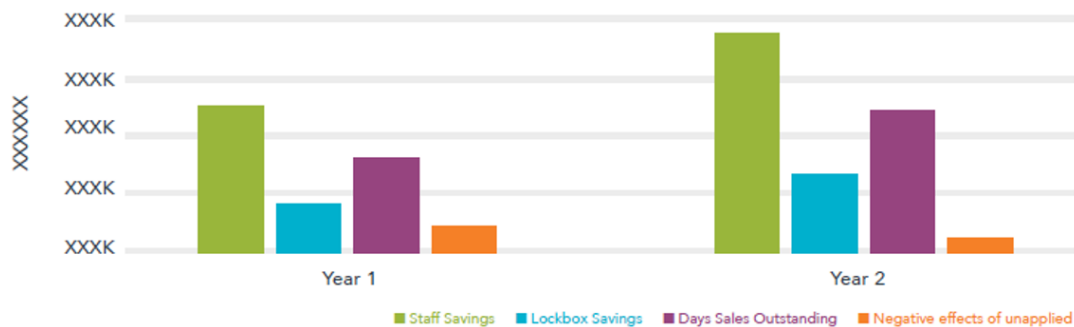
If you wish to discuss specific inputs and assumptions from which the figures below were derived, you can access the Rimilia ROI calculator here.

Please contact [sales rep] at [direct line] if you wish to discuss the details of this ROI projection

Your ROI Statistics	3-Year Projection				
Return on Investment	XXX%				
Net Present Value	$XXX,XXX				
Payback Period	X Months				
		Year 1	**Year 2**	**Year 3**	**Total**
Staff Savings		$xxx,xxx	$xxx,xxx	$xxx,xxx	$xxx,xxx
Lockbox Savings		$xxx,xxx	$xxx,xxx	$xxx,xxx	$xxx,xxx
Negative Effects of Unapplied Cash		$xxx,xxx	$xxx,xxx	$xxx,xxx	$xxx,xxx
Cost		$xxx,xxx	$xxx,xxx	$xxx,xxx	$xxx,xxx
Total		$xxx,xxx	$xxx,xxx	$xxx,xxx	$xxx,xxx

With Rimilia, your organization could realize an ROI of $XXX,XXX

Your Potential Return on Investment

Rimilia

Staff Savings

By eliminating manual processes such as keying in data from paper records, searching ERP's for transaction information, or compiling spreadsheets, Rimilia ensures that your staff doesn't spend time repeating manual tasks by automating them and allowing companies to focus on more valueadded activities and tasks.

"Rimilia Cash proved to be straightforward to implement and is an easy solution to use. The levels of automation that Rimilia Cash is able to deliver in our receipt matching process is providing tangible benefits. It's to the point where we don't really think about cash application anymore."

Head of Financial Systems and Transactional Services, Loomis

Productivity Improvements	3-Year Projection
Number of FTEs in Cash Application =	X
Average Salary of FTEs =	$XXX,XXX
Annual Cost of FTEs =	$XXX,XXX
% of Resources Reallocated with Rimilia =	X%
Projected FTE Savings =	$XXX,XXX

With Rimilia your savings could be $XXX,XXX
(conservative factor of xx% applied)

With Rimilia Cash, Loomis has achieved:

- Redeployment of resources to focus on more value-added activities
- Automate 99% of remittance processing
- Automated filing and storage of remittances
- Improved focus on customer service and collections

To read the case study, click below:

Rimilia

Lockbox Savings

Rimilia eliminated the cost associated with lockbox keying services. By using Artificial Intelligence and machine learning, the Rimilia Cash Application provides an unrivaled match rate without the need to key transaction data, which produces a substantial savings.

VEOLIA

"Rimilia Cash has allowed the Credit Controllers to focus on collecting cash and managing risk. It is no coincidence that in this period we have achieved outstanding cash collections and our bad debts are lower than the industry standard."

Credit Manager, Veolia

Lockbox Information	3-Year Projection
Annual Number of Lockbox Payments =	xx,xxx
Annual Invoices Paid Per Check =	xxx,xxx
Annual Invoices Paid =	365
Estimated Annual Keystrokes =	x,xxx,xxx
Average Lockbox Cost Per Keystroke =	0.005
Annual Lockbox Savings =	$350,000

With Rimilia your savings could be $XXX,XXX
(conservative factor of xx% applied)

With Rimilia Cash, Veolia achieved:

- 75% savings on costs associated with matching
- 99% same-day cash application
- 70% increase in staff efficiency
- Unapplied cash was reduced to 0.002% of ledger balance
- Streamlined month-end processes
- Achieved a return on investment within 4 months

To read the case study, click below:

Days Sales Outstanding

By automating the Rimilia Cash application process, your customers payments are applied faster and more accurately in the same day that they are received. This ensures that DSO is reduced, and customers can order more products and services without denial due to what appears as lack of credit.

HITACHI

Hitachi uses Rimilia solutions to gain a competitive advantage.

Rimilia's innovative technology rapidly set us apart from our competition and is proving to be a genuine differentiator in a highly-competitive market. We've not only improved our customer service, but we've also increased collections performance and freed up significant capital to lend to our customers.

Days Sales Outstanding	Value
Total open Accounts Receivables value =	$xxx,xxx
Total Annual Credit Sales =	$xxx,xxx
# of days in a year =	365
Total open Accounts Receivable value =	$xx,xxx
Interest Rate =	X.X%
Current Days Sales Outstanding (DSO) =	XXX
Total =	$xxx,xxx

With Rimilia your savings could be $XXX,XXX
(conservative factor of xx% applied)

Our client is now using the latest in AI Forecasting to predict when their customers will pay.

This resulted in:

- A reduction in 60 -120 debt aging and DSO
- An increase in the amount of cash collected per call
- Intelligent automation of dunning and collection strategies
- Accurate cash flow forecasting using real-time dashboard reports

To read the case study, click below:

The Negative Effects of Unapplied Cash

Rimilia identifies unapplied cash and tracks it until the correct invoice or bill is identified or opened. This process ensures customer payments are associated to the correct invoices and revenue can be fully recognized. A full audit trail is also provided to satisfy any legal or audit compliance challenges.

Does your organization struggle with the following?	Yes	No
Lost sales due to unapplied cash?	Yes	No
Decrease in customer satisfaction due to unapplied cash?	Yes	No
Inefficiencies associated with calling customers whove already paid?	Yes	No
Orders lost due to maxed out credit limits?	Yes	No

With Rimilia your savings could be $XXX,XXX (conservative factor of xx% applied)

You have a total annual credit sales of $x,xxx,xxx.

The expected savings with Rimilia of total annual credit sales is .00X%.

Your annual savings with Rimilia would be $xxx,xxx.

According to the Hackett Group, the most significant impacts of automation center around productivity and making better decisions, which when combined, result in freeing up resources to focus on more strategic and value-added activities.

Click the logo below to view the entire infographic.