

# How invoice finance companies can turn the corner

**I**n these unprecedented and uncertain times, where to some extent commercial finance companies and their customers face the unknown, there is a real need for clarity.

One of the greatest challenges that invoice finance companies face today, that has been well documented by the media of late, is the need for transparency of risk exposure in real-time. This is particularly true of the invoice discounting market, where mid-month visibility is vital. Through the receipt of daily information, client managers gain the advantage of being able to make the right funding decisions at the right time.

This is where Vision Critical, the customer financial data extraction specialist, has come to the fore by giving invoice finance providers the ability to:

- install its OSMO software to extract receivables and payables data from a borrower's accounting package without visiting them for subsequent onward extraction and population of current risk management screens or systems such as riskFactor;
- take a 12 month history report of all transactions within just 20 minutes via the telephone and over the internet to provide a clear position;
- calculate daily disapprovals by category and individual debtor, along with their ageing to enable month-end risk management to be automated on a daily basis;
- release transparent receivables data immediately to third-party risk

management specialists, corporate restructuring and outsourced credit management companies; and

- match data with status agencies or credit insurance companies to establish a clear view of credit worthiness and insured availability globally.

For some time, Vision Critical has been widely regarded as playing a vital role in helping invoice finance companies gain greater transactional efficiency. More recently, it has transformed the way in which receivables finance businesses use technology to lend with greater certainty.

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