



DRESSER, INC. INCREASES CASH FLOW, GAINS VISIBILITY AND IMPROVES ENTERPRISE WIDE COLLABORATION WITH AVANTGARD

Dresser, Inc. is a privately-held company headquartered in Dallas, Texas with sales, manufacturing or support operations in more than 100 countries. Over sixty percent of its revenues are derived from operations outside the United States.

"After we implemented AvantGard, we lowered our DSO, decreased past due A/R, and reduced our bad debt reserve by 20%. With the increase in cash flow, Dresser increased working capital which helped the company not only completely fund its ongoing operations but contributed substantially to pay \$115 MM in optional debt prepayments since December, 2005."

-Bill Uhrich, Director of Corporate Credit at Dresser

Dresser, Inc.

Industry: Energy

Environment: Decentralized

System(s): Multiple Systems Including Oracle, BPICS, and Navision

Locations: US and Europe Implementations

PROBLEM: Dresser Inc. needed to increase cash flow and improve visibility and control around the Order-to-Cash cycle. The company required a solution that could consolidate disparate systems, increase collaboration, eliminate manual tasks, and improve overall operational efficiencies.

RESULTS: Over the course of seven months, Dresser implemented AvantGard's Receivables Solution in a phased approach at eleven locations throughout the US interfacing a single solution with the company's multiple ERP systems. This has been followed by a similar approach of delivering the solution to ten locations in Europe.

By consolidating data feeds from the various ERP systems in use, Dresser standardized processes and performance tracking to optimize productivity and maximize return on investment. The company was also able to reduce dispute cycle time through workflow and collaboration between sales and customer service. Overall, Dresser increased cash flow and gained visibility and control around its Order-to-Cash cycle.

First Year Results:

- >Reduced bad debt reserve by 20%
- >Helped pay \$115 MM in optional debt prepayments
- >Decreased dispute resolution time by over 40%
- >Lowered DSO
- >Reduced past-due A/R

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