



## FUTURE ELECTRONICS IMPROVED OPERATIONAL EFFICIENCIES & DECREASED PAST DUE A/R

Future Electronics is a leader and innovator in the distribution and marketing of semiconductors and passive, interconnect and electro-mechanical components. With a revenue of \$3 billion, they operate from 155 offices in 35 countries in the Americas, Europe and Asia and have over 40,000 customers worldwide.

*"By implementing AvantGard, Future Electronics was able to apply a strong and proactive collection strategy which was a contributing factor that helped us successfully reduce our bad debt worldwide. Our credit insurance provider, banks and auditors are always impressed by our results which translate into good credibility with outside organizations."*

*-Joe Prudente, Director, Worldwide Credit, Future Electronics*

### FUTURE ELECTRONICS

**Industry:** Wholesale Distribution

**Revenue:** \$3 B USD

**System(s):** In-house

**Environment:** Regional

**Problem:** At the time Future Electronics purchased AvantGard's Receivables Solution in North America, Future Electronics was rapidly growing over 20% year over year. Even though they had a large credit and collections department to manage the growth, their portfolio was not structured. They required a solution that would help prioritize their daily routines and help them address problems. They also needed to improve productivity and overall efficiencies.

**Solution:** AvantGard Receivables

**Results:** Future Electronics initially implemented AvantGard in North America and then later extended the usage throughout Europe and Asia. The result has been improved efficiency and effectiveness into their worldwide credit and collections operation. Future Electronics was able to improve productivity without adding headcount during its rapid growth years.

Today their staff still handles more accounts per collector. They have also gained visibility into their collections with AvantGard's reporting tools and have decreased the number of disputes and collection issues in Europe and Asia.

- Improved current aging from 80% to 94% in North America
- Decreased past due A/R by 20% in North America
- Lowered over 30 day past due percentage from 19% to 1% in Asia
- Lowered over 30 day past due percentage from 6% to 1% in Europe

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