

BlackLine Accounts Receivable Automation



ACCOUNTS RECEIVABLE IS CRITICAL TO THE SUCCESS OF EVERY BUSINESS

Accounts receivables are a fundamental accounting component at the heart of every business or enterprise, regardless of size or industry.

Credit originated to increase revenue. Profit only becomes a reality once the money is in the bank. Shareholders make investment decisions on factors like cash flow and working capital which are heavily impacted by AR, credit, and collections.

Cash is the lifeblood of any business and its importance can never be underestimated.

“Automation is to time, what interest is to money.”



Increase cash flow



Free up more time



Improve business outcomes



Improve customer relationships



Unlock resource capacity to focus on higher-value work



Drive strategic business outcomes

BlackLine's platform of solutions automates the accounts receivable process and enables digital AR finance transformation.



Cash Application

Applying customer payments to customer accounts quickly and accurately is the cornerstone of the AR department.

Traditionally, it consumes a large amount of resource capacity for very little value. AR automation delivers visibility and control. The outcome allows your AR and order-to-cash teams to focus on managing risk and collecting cash, not chasing remittances and keying data into the ERP.

- Automatically apply payments and reduce unapplied cash by up to 99%
- Reduce manual effort by 85%
- Process 80% of payments without remittance
- Use intelligent OCR for the remaining 20%
- Reduce or eliminate lockbox fees

Credit & Risk Management

Effectively balancing revenue and the risk of non-payment is critical to profitability.

Create and operate risk policies with dynamic reporting and alerts that highlight debtors at risk and ensure real-time risk profiling. Provide real-time analysis with greater insight to stay up on trends in customer behaviors.

- Use data from numerous sources such as CRA, credit insurers, and payment performance data in real time
- Utilize risk policies and strategies that monitor change in attributes and automate credit limit reviews
- Enable rapid time to value with predefined risk policies along with the flexibility to create new policies when required

Collections Management

Access to cash is critical for the well-being of every business. Releasing cash from debtors is the quickest and cheapest way to more working capital with no additional costs.

Understand what collection strategies work across the customer base. With Collections Management, automated escalating recovery sequences reach customers over their preferred contact methods. This allows your people to focus on customer relationship building and actions that impact business outcomes.

- Increase capacity by 35% as automation releases time for actions that drive results
- Significantly reduce DSO by taking the right actions that make the highest impact
- Define customer segmentation based on any data element including risk data, if available
- Measure collection strategy success and see what is working best for different groups of customers

Dispute & Deductions Management

Customer disputes must be resolved promptly to collect debt and optimize working capital.

Automated workflows and operational reporting help accelerate dispute resolution and maintain healthy customer relationships. Your team has full control and visibility into disputes and how they impact KPIs, such as DSO and aged debt provisions.

- Log, monitor, and analyze invoice disputes with automated workflows to prompt speedy resolution
- Feed dispute information into the CRM platform to maintain existing dispute management workflow and therefore minimize disruption
- Process deductions at the point of applying payments with automated journals posted back to the GL

Team & Task Management

Maximize and optimize your team's time by focusing on data-driven priorities.

Monitor critical actions against the volume of work and allocate resources to prioritize managing risk and collecting cash. Automation creates more time for people to do what machines can't do: build customer relationships.

- Optimize performance by prioritizing tasks and bringing focus and clarity to what matters most
- Monitor and analyze user performance, ensuring key actions are performed in a timely manner
- Reassign tasks based on workload or absence easily and quickly without changing account ownership

AR Intelligence

Turning data into wisdom requires real-time intelligence, not out-of-date reports.

By providing access to data that is typically difficult to obtain, AR professionals are now able to improve decision-making with real-time decision intelligence that informs high-impact actions that drive better business outcomes.

- Understand the predictability of customer payments when building cash flow forecasts
- Measure the impact of extended payment terms to cash collections and cash flow
- Gain insight into customer behavior, enabling business partnering with sales/commercial teams and the treasury department

Modern Technology for a Digital World: Providing New Answers to Old Questions to Transform AR

BlackLine AR Automation makes a difference because our approach is different:



Unique functionality transforms process, creating more time and significantly impacting key results and business outcomes



Intelligent automation is designed and built by AR professionals for AR professionals, so AR teams can operate processes efficiently and effectively to achieve results



The AR platform brings operational excellence together with decision intelligence



Able to work with any ERP solution, any bank, any currency, and any country—we partner with global organizations to mid-market customers in all sectors



The reliable, secure, and scalable platform is on multi-tenant platform Microsoft Azure, requiring minimal IT resources and no time-consuming upgrades

Brambles



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Trust is in the Balance™