

## Factoring Business Process Outsourcing

Let us address the challenges to business process outsourcing first.

We know, for example that many senior people worry about handing over control of key processes. We also know that security and ownership of data is an issue. Above all, we know that if the commercial benefits of outsourcing cannot be proven and quantified, then it's not the way to go.

At FBS we recognize these concerns, and construct flexible effective solutions to overcome them. At the outset of any potential new relationship, we will engage with you to implement some best practices that we have learned are necessary for successful business process outsourcing. These include joint abilities to:

- **Manage** complex processes by clear bifurcation of the work carried out by you and FBS
- **Define** clear service parameters such as definitions and service level agreements
- **Avoid** overly optimistic expectations about the time required to outsource
- **Structure** flexible agreements that are able to handle changes in volumes and requirements

Every organisation is different. So every FBS BPO solution is different – structured to your specific needs both from a commercial as well as operational point of view.

### What can you outsource?

At FBS we have proven core expertise to handle most of the operational activities of a factoring company. Not only can we provide a cost-effective solution for your company, but you can also rely on our knowledge and experience in the industry.

We provide the following factoring outsourcing activities:

- |                                     |   |
|-------------------------------------|---|
| ■ Document checking                 | ■ Adjustments and Dispute handlings           |
| ■ System data entry and maintenance | ■ Generation of Accounting entries            |
| ■ Facility Set ups and amendments   | ■ MIS reports generation                      |
| ■ Limit Maintenance                 | ■ Dunning and Overdue Management              |
| ■ Invoice and Credit Note booking   | ■ Edifactoring maintenance                    |
| ■ Disbursements and Payouts         | ■ Statements and Reports to Clients / Debtors |
| ■ Receipts                          | ■ Credit Insurance Management                 |

These services are linked to the Factoring system on which we have developed our expertise.

To find out how our solutions can empower you to do more with your business please send an email to [info@fimbs.net](mailto:info@fimbs.net)



## Competitive advantage for Factors through technology and business process outsourcing



## Why Outsource?

Effective outsourcing can reduce costs and increase the efficiency of both simple and complex IT and business processes.

It can also free up senior management time, allowing you to focus on creating and delivering value and gaining competitive advantage.

These advantages can be exploited to improve the overall performance of your business by allowing you to concentrate on your core Factoring activities.

## Why Outsource with FIM Business Solutions?

We are neither software vendors nor generic BPOs.

We are **factoring specialists** with deep domain and technology expertise that provide comprehensive solutions of **Application Service Providing (ASP)** and **Business Process Outsourcing (BPO)** for the Factoring industry enabled through partnerships with leading vendors.

While we can guarantee a reduction in the cost of delivering IT and key business processes, we also know that this in itself is not enough. Anyone can cut costs but not everyone can combine this with quantifiable increase in efficiency and productivity.

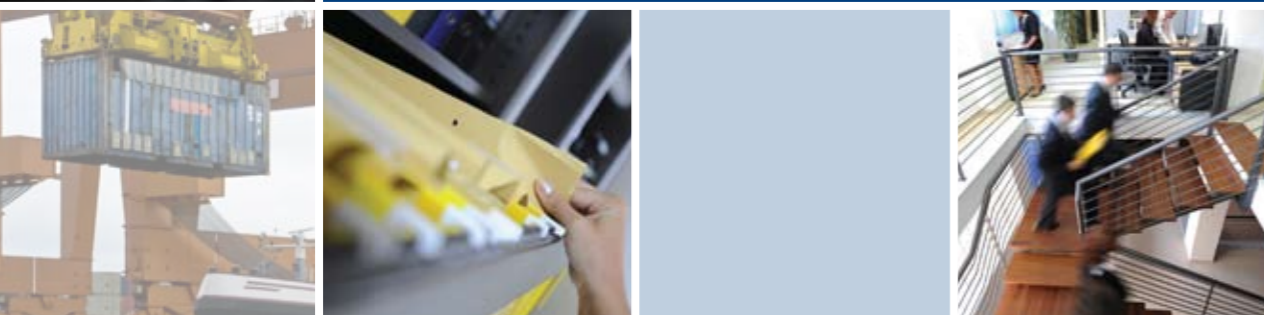
The FIM Business Solutions (FBS) management team has been in the Factoring IT and Operations trenches for years and we are therefore uniquely positioned to offer quality beyond the scope of generic ASPs and BPOs.

## This is our value proposition



*“Outsourcing is becoming such a mainstream phenomenon that you will be behind competitors if you are still trying to manage IT and operations by end of the decade”*

Gartner Fellow Ken McGee - 2005



## Factoring ASP Solution

We provide a comprehensive, affordable IT outsourcing solution for Factors who need a world class Factoring system but do not wish to run the IT operations themselves. In partnership with industry leading providers, we have built a total factoring solution that is functional, flexible, scalable and secure.

### How does it work?

Following customisation, migration and implementation, Factors and their clients can log on over secure Internet links and access their data in the same way as if they were running a factoring system in house. With the difference however, that Factors do not need to purchase, install and maintain any expensive IT infrastructure components or employ IT support personnel to operate and manage this complex environment. Furthermore, by using the FBS Factoring ASP solution you do not have to worry about upgrading hardware and ancillary software licenses as the business grows; all these extras are managed by FBS and included in a simple rental payment based on usage.

### What are the benefits?

- A Proven domestic and cross border factoring solution;
- Functional and technical experts at your call;
- 24x7x365 availability;
- Full disaster recovery facility;
- IT system costs linked to the growth of the business;
- Extremely fast time to market;

### What are the features of the Factoring system?

- Domestic and Cross-border Receivable Management / Factoring
- Multi-currency and multi- lingual support
- Recourse / Non-recourse Factoring
- Purchase (Reverse) Factoring
- Risk Management module
- Support for the FCI Two Factor System and an EDIFACToring interface
- Internal transaction accounting & gateway to external General Ledger system
- Invoice and debtor uploads
- Post dated cheque module
- Collection diary (Client & Debtor)
- Checklist control – tool to enforce compliance to organisational procedures
- Web access for clients
- Alerts & Reminders –for key events and exceptions
- Report flexibility
- Flexible password policy implementation and Role-based access control
- Audit trail capability

### What do you need?

All you need to access the FBS Factoring ASP solution is an Internet Browser, and a good connection to the internet. FBS will provide a live operational system, as well as training and testing environments.

## The ASP Value Proposition

Lower capital costs and TCO

Predictable monthly fees linked to usage

Accelerated time to market

Scalable infrastructure

Access to market leading software

Allows you to focus on core competencies