

The Results: Ease and Insight

Before *zlien*, thyssenkrupp Elevator Corporation struggled to manage and track mechanics lien and notice deadlines with a manual, time-consuming process. Without a system of reporting or a sophisticated electronic interface, thyssenkrupp Elevator Corporation relied on human tracking of complicated lien laws and lacked a big-picture perspective.



thyssenkrupp

With *zlien*, thyssenkrupp Elevator Corporation achieved...

VISIBILITY

Comprehensive online platform allows management to see what is going on throughout the entire company and maintain accountability.

AUTOMATION

Automatic deadline tracking in all states and customized preferences allows thyssenkrupp Elevator Corporation to automatically send notices on all projects and have full control until the last second.

ANALYTICS

Detailed reports and A/B testing measure how process impacts A/R, and empowers management to optimize lien policy.

Improvements

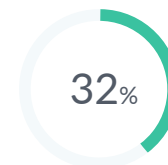
These adjustments to thyssenkrupp Elevator Corporation's lien process and policy led to tangible improvements:



Increase in amount received within 90 days of invoicing by sending preliminary notice.



Average reduction of DSO by sending preliminary notice on new installation and modification projects.



Reduction of average age of outstanding invoices by sending preliminary notice.

From scattered post-it notes to an automated system and comprehensive insights.

The *zlien* platform replaces manual deadline tracking, automatically sends notices, and measures what works and what doesn't. By streamlining their lien process with *zlien*, thyssenkrupp Elevator Corporation was able to implement an improved and universal lien policy. Optimizing notice decisions by using analytics resulted in faster payments and fewer aging accounts.



“ *zlien* is saving us money, protecting our money, and helping us establish a strong security procedure. Do not waste your time looking anywhere else.

- TIM DRAKE -

VP of Credit and Collections

Interested in speaking to a *zlien* expert about creating a lien policy or improving your current security procedure? Call (504) 434-7709 or email mail@zlien.com.

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