



# Reduce your Debtor Days

## Case Study: GENFOCUS

QuickFee Financing allowed GENFOCUS to manage debtors and still deliver a great client experience

### Challenge

GENFOCUS is a business advisory and accountancy practice located in Canberra, ACT. As the firm's director, Ingrid Workman understands the financial challenges that clients often face.

The firm recognised that they needed a simple payment and financing solution to address client cash flow concerns and to manage debtors days - whilst still delivering a great client experience.

### Solution

After identifying the need to make payments easier for their clients GENFOCUS recognised that clients often needed more flexibility. To provide more payment options the firm chose QuickFee Financing so that clients can make payments either in full or using monthly instalments via direct debit or credit card.

"Since moving to QuickFee we find payments with clients much faster and our debtor days are coming down all the time" said Ingrid Workman. The firm also liked that clients had the flexibility to choose the payment option that suits them best, giving them control over their cash flow. The firms offers these payment options to all clients via their website.

### Result

With QuickFee Funding, the firm was able to provide more payment options to clients, making their payments more manageable. This removed the barrier some clients found when paying invoices. Resulting in faster payment, reduced debtor days and an improved client experience.

*"The client can go in and pick how they want to pay us 24/7 and we don't have to be involved. So, it's as easy as a click and they choose, and then the money turns up in our bank account."*

Ingrid Workman  
Director, **GENFOCUS**