

Perspective by CRF

1st Quarter, 2023

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Credit & Supply Chain: A Fine Line Between Dream and Nightmare

Written by: James H. Gellert, RapidRatings

For years Credit and Supply Chain professionals have stared at each other jockeying for position over financial evaluation responsibilities of suppliers. Credit professionals often see suppliers' financial reviews as their domain, sometimes Supply Chain agrees. Often not. In some cases, Credit wants...

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Your Finance Ecosystem Depends on Reliable Integrations

Written by: Mitchell Rose, Billtrust

We've all struggled with software compatibility issues. Remember when Apple computers and PCs couldn't speak to each other? And when one ATM machine couldn't communicate with the next? Today, making sure your internal software communicates properly with external platforms is...

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Combating Digital Fraud Attacks

By: Li Mao, Experian Business Information Services

Welcome to our first "digital article" powered by Experian! The following topics are covered in the "article:" latest statistics on fraud trends, commercial identity verification, how to create a Commercial ID Profile, alternative data to get the wholistic picture of a business, Telco Intelligence...

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The True Value of the Credit Manager: A Guide for 2023 and Beyond

By: Brian Morgan, BlackLine

As far as perceptions go, perhaps no function within business has transformed as much as accounts receivable (AR). While it has historically been considered a back-office, transactional part of finance, the rise of global process owners over the last ten years in AR, as well as other areas, has changed...

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Credit & Supply Chain: A Fine Line Between Dream and Nightmare

By: James H. Gellert, Chairman and CEO, RapidRatings

For years Credit and Supply Chain professionals have stared at each other jockeying for position over financial evaluation responsibilities of suppliers. Credit professionals often see suppliers' financial reviews as their domain, sometimes Supply Chain agrees. Often not. In some cases, Credit wants nothing to do with supplier reviews, particularly when credit departments are busy. Two things are for sure: 1) there's no "one way" "good" companies integrate credit and supply chain, and; 2) the pressures on supply chains today are no dream for credit professionals wanting more influence in supply chain. If anything, it could be a nightmare for quarters to come.

The credit professional is always most valued when there's volatility. We now have volatility in the capital markets, with inflation, changing consumer buying behavior, currency instability, commodity pricing, geopolitical upheaval, remaining supply chain disruptions, and the—hopefully—tail end of a pandemic still in play. Any combination of these is challenging. All of them together present a unique period for understanding...

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About the Author



James H. Gellert is the Chairman and CEO of RapidRatings, a financial health data and analytics company based in New York City. He is a recognized international authority on corporate counterparty risk management, supply chain risk, the health of public and private businesses, and US rating regulation. RapidRatings has received awards and accolades for risk management in credit and supply chain, and Mr. Gellert has been awarded the "Pros to Know" title in the supply chain industry.



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Your Finance Ecosystem Depends on Reliable Integrations

By: Mitchell Rose, Senior Vice President & General Manager, Billtrust

We've all struggled with software compatibility issues. Remember when Apple computers and PCs couldn't speak to each other? And when one ATM machine couldn't communicate with the next? Today, making sure your internal software communicates properly with external platforms is critical to your finance ecosystem reaching its full potential. It's all about integrating seamlessly to optimize efficiency, lower DSO, improve customer service, speed payments and create a better daily experience for your team.

When we talk about integrations, we typically mean pre-built APIs, connections and presets that help implementations happen faster, make it easier to do business with customers and help you better leverage data from your vendor and third-party partners. Examples include ecommerce, bank and financial provider connections, integrations with business intelligence partners and...

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About the Author



Mitchell Rose is Senior Vice President and General Manager at Billtrust. He has worked with hundreds of businesses to help them automate their order-to-cash process. Before Billtrust, he held senior-level marketing positions with Coca-Cola, Mattel and Warner Lambert. Mitch holds an MBA from Columbia University in Marketing and a BS in Applied Economics from Cornell University.

He can be reached at mrose@billtrust.com.

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Combating Digital Fraud Attacks

By: Li Mao, Senior Product Manager, Fraud, Experian Business Information Services

Welcome to our first “Digital Article” powered by Experian!

The following topics will be covered:

- Latest statistics on fraud trends
- Commercial Identity verification
 - Name, address, website and email/phone
- How to create a Commercial ID Profile
- Alternative data to get the wholistic picture of a business
- Telco Intelligence

To access the full presentation, [CLICK HERE](#).



About the Author



Li Mao is a product manager of Experian’s Sentinel Fraud suite, designed to help lenders pass more applications on their best legitimate customers without sacrificing the ability to identify fraudulent intent.

Li has 10 years of experience as a product leader and spent the last 7 years at Experian working with our strategic client partners on Commercial Fraud and Identity.

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The True Value of the Credit Manager: A Guide for 2023 and Beyond

By: Brian Morgan, BlackLine

As far as perceptions go, perhaps no function within business has transformed as much as accounts receivable (AR). While it has historically been considered a back-office, transactional part of finance, the rise of global process owners over the last ten years in AR, as well as other areas, has changed the status quo.

Today, as organizations grapple with the need to find cost efficiencies while maintaining growth, credit managers have the opportunity to showcase the essential, multifaceted nature of AR as a key decision-making partner. To do so, they must understand the real role of AR within the business, think beyond isolated processes and instead move toward a more holistic and strategic way of thinking: revenue lifecycle management.

The Real Role of AR in Business

Customer experience is not always considered a key part of roles within the finance function. After all, we are not 'customer facing' in the same way as a function like sales. In truth, the real value of AR comes from the insights and advantages it can provide to the customer-facing parts of...

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About the Author



Brian Morgan combines a wealth of knowledge and expertise in Shared Services, Accounts Receivable and Credit Management. Brian has over 25 years' experience across multiple sectors for National and Global organizations. Throughout his career he has achieved outstanding results and received many Industry Awards, most notably when under Brian's leadership, Veolia UK were recognised as a Centre of Excellence by the Chartered Institute of Credit Management. In Brian's role at BlackLine, he is sharing his knowledge with Customers and supporting the development of an exciting Roadmap of AR solutions.



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Restore Glass-Steagall...and Give it Some Teeth This Time

By: Steven Isberg, PhD, Sr Research Fellow, Credit Research Foundation

The relief felt by the financial markets, upon finding out that the Fed interest rate increase would be limited to ¼ percent, was disrupted by the news that Treasury Secretary Janet Yellen had just testified that there were no plans to extend insurance benefits to all deposit accounts, although it had just been done in the case of Silicon Valley Bank last week. The response is a clear indication of investor concerns about the underlying systemic risk in the banking system, despite Chairman Powell's assurances that the system was sound and resilient.

Secretary Yellen is sending the banks a very clear message: "We are not going to subsidize reckless risk-taking behavior by promising to cover all deposits in the event that your investment strategies lead to a collapse." The system has already been brought down by such reckless behavior in the past.

The financial system has experienced two major meltdowns since the...

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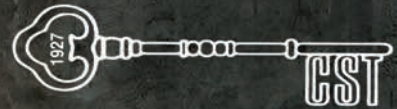
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About the Author



Steven C. Isberg is the Chair of the Department of Accounting at Towson University and teaches graduate and undergraduate courses in corporate finance, financial analysis and valuation, and financial economic history. As Sr Research Fellow at the Credit Research Foundation he conducts various research studies and delivers online financial analysis courses as part of the CRF Online Classroom™ program. He has over 25 publications in academic and professional journals and has served as a professional business consultant to a variety of firms.

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Recession-Proof: How to Ensure You Survive an Economic Slowdown

By: Keith Cowart, Global Market Owner for Receivables, FIS

We have been hovering around the dreaded "R" word for some time with many of the world's governments attempting to shorten the potential impact to the global and local economies by taking a hardline approach to fighting off inflation. Most global economists are predicting a contraction of Global GDP in 2023. The contraction predictions vary widely amongst the same group. Overall, it seems that inflation is starting to reduce and is projected to continue to decline over the next few quarters. While we all hate to see the Federal Reserve continue to increase interest rates, it appears to be having the desired effect on inflation. With all this economic uncertainty comes a heightened demand for cash flow and an increased focus on profitability. In simple terms, we are once again being asked to do more with less resources. The question on top of everyone's mind is "how can I get more out of my already overworked team?". There are a few key factors you should be focused on to recession-proof your organization.

People vs Process

Inevitably, when times are tough, companies begin to look for cost saving opportunities. During economic growth, companies look to quickly hire employees to fill gaps in hopes of increasing revenue and riding the wave of increased demand. However, when faced with a declining economy or a recession, the excess hirings become a drain on profitability. Often, companies identify redundancies and cut swiftly and deep – all for the cycle to begin again as the economy recovers. We see this pendulum swing wildly back and forth because companies are focusing their efforts on...

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About the Author



Keith Cowart is the Global Market Owner for Receivables within FIS' B2B Division which features the award-winning Credit-to-Cash products, GETPAID and Integrated Receivables. He has over 22 years of professional experience in various accounting and finance leadership roles including Accounts Payable, G/L Accounting, as well as Credit and Collections in large global companies with shared service centers. Keith's focus has always been in continuous improvement and leveraging technology to automate processes which drive results.

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How to Achieve End-to-End Digital Payment Excellence

By: George Green, Quadient

The free money era is ending, and a recession is rearing its ugly head. More than ever, organizations need solid cash accounts behind them so that they can ride out economic challenges and avoid borrowing capital at an inflated cost.

An increased focus on cash means an increased focus on accounts receivable (AR). Optimizing this process is key to staying on top of outstanding payments and maintaining a steady and reliable flow of funds into the business.

Looking at statistics from [PricewaterhouseCoopers \(PWC\)](#), it appears that companies are not only struggling to achieve this goal — they're taking..

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About the Author



George Green leads the content strategy and execution for Quadient's accounts receivable (AR) automation business line. George's role is chiefly focused on creating content campaigns that engage and educate business-to-business finance professionals on AR and AR automation. Prior to joining Quadient, George worked at global professional services organization, Accenture, marketing their finance outsourcing business.

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