

5 Questions Every Finance Leader Should Ask About No-Upfront-Cost AR Automation

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Originally published in the Credit Research Foundation's publication, Perspective by CRF (Q3 2026)

Before a compelling price model becomes a long-term operating model, know exactly what you are agreeing to—and what remains under your control.

1. How will success be measured?

Why it matters: Terms such as “faster cash,” “higher productivity,” or “improved DSO” sound objective—but each can produce very different answers depending on the formula, time period, population, and exclusions. A single headline KPI can also improve while another business priority deteriorates.

Look beneath the headline: Ask for the exact calculation, source systems, measurement window, included accounts, exclusions, update frequency, and approval process. For example, DSO can move because of revenue mix, billing timing, payment terms, write-offs, or seasonality—not only collections performance. An automation rate can...

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WHY QUADIENT? Quadient helps finance teams collect faster while staying in control—connecting invoice delivery, payments, collections, disputes, cash application, risk signals, and receivables visibility. AI-supported prioritization and forecasting help teams act earlier, while transparent workflows and reporting keep people accountable for the decisions that move cash.

Keep control of the outcome – and the path to it. In a focused 20-minute conversation, we'll map Quadient AR to your current workflows, priorities, systems, and success measures. [Book a personalized 20-minute AR Conversation today.](#)