DALIUM COLLECT

Reinventing B2B payment management — AI + human to unlock your cash flow

QUICK AUDIT → 6–8 WEEK PILOT → MEASURABLE RESULTS ON DSO AND CASH FLOW.

THE CHALLENGE (WHY ACT NOW)

Payment delays weigh on SME and agency cash flow: forgotten invoices, high DSO, overwhelmed finance teams. Result: investment opportunities and growth hindered.

KEY POINTS

— **DSO often too high** → cash flow locked up.

— **Manual follow-ups** = wasted time and sometimes damaged customer relationships.

— **No prioritization of receivables** → poorly allocated resources.

— **Scattered data** → late and imprecise decision-making.

> **Example of impact (illustrative)**
> For an SME with €5M revenue → reducing DSO from 60 to 45 days frees up approximately **€205K of cash immediately** (calculation: 5,000,000 / 365 × 15).

DALIUM COLLECT — WHAT WE DO

Intelligent automation of follow-ups + targeted human intervention = cash recovered, DSO reduced, customer relationship preserved.

AI Analysis

Dynamic invoice segmentation and non-payment risk scoring.

Multi-channel

Personalized emails, automated follow-ups, human escalation when needed.

Pilot & Execution

Operational actions carried out by our specialized operators (compliance & appropriate tone).

Reporting & Proof

Weekly dashboard, detailed logs and impact measurements.

Plug & play: CSV or ERP connector → 1 week to start a pilot.

✓ GDPR COMPLIANT

DEPLOYMENT — SIMPLE AND FAST

1 **Initial Audit (D+0 to D+3)**

We perform an express audit of your outstanding balances (CSV export or ERP connection). **Deliverable:** DSO report + prioritization of high-potential invoices.

2 **Pilot (Week 1–8)**

6–8 week pilot: execution of multi-channel sequences (emails, humanized follow-ups). Continuous adjustments based on feedback.

3 **Execution & Human-in-Loop**

Automation takes over for 70–90% of follow-ups; our operators intervene on sensitive cases and negotiations.

4 **Reporting & Scaling**

Weekly reporting + KPIs (DSO, outstanding balances, % recovered). If the pilot meets KPIs, gradual scaling.

Example CSV Template (audit)

```
InvoiceID, IssueDate, DueDate, Amount, ContactEmail
INV-2024-001, 2024-09-15, 2024-10-15, 5000, contact@client-a.com
INV-2024-002, 2024-09-20, 2024-10-20, 3200, finance@client-b.com
```

WHAT YOU GAIN

Measurable financial and operational benefits, from the first weeks.

- **DSO reduction** — fewer days of credit, cash freed up. (Example: -10 to -30% observed depending on sector and data quality.)

- **Cash recovered quickly** — more funds available to invest or pay suppliers.

- **Time savings** — internal teams relieved of time-consuming tasks.

- **Better customer relationships** — personalized and respectful follow-ups, maintained business relationships.

- **Data-driven decisions** — action prioritization based on probabilities and impact.

> **Mini-case with figures (ready-to-copy calculation)**
> Simplified example — Annual revenue: €2M, initial DSO 60 days → reduce to 45 days → cash freed = 2,000,000 / 365 × 15 ≈ **€82,192**.

WHY CHOOSE DALIUM COLLECT

AI + HUMAN

AI prioritizes, our experts close: efficiency + empathy.

GUARANTEED PILOT

We recommend a measurable pilot; proof before any long-term commitment.

RESPECT & COMPLIANCE

Scripts and actions compliant with GDPR / customer relationship best practices.

TRANSPARENCY & LOGS

Every action is tracked and verifiable (exportable for audit).

EASY INTEGRATION

CSV or common ERP connectors, setup in a few days.

CONCRETE CASES (SHORT FORMAT)

Case 1 — Marketing Agency (SME)

SITUATION

High volume of small project invoices → DSO = 55 days.

ACTION

Prioritization via scoring, sequenced sending + personalized follow-ups.

RESULTS (8-WEEK PILOT)

DSO -20%, estimated cash freed = +€30k, accelerated recovery rate of 35% on targeted panel.

Case 2 — IT Company / Dev Agency

SITUATION

B2B invoices staggered by project phases.

ACTION

Automation of follow-ups and human escalation on key accounts.

RESULTS

Decrease in receivables >60 days by 40%, reduction in AR time by 60%.

Case 3 — Logistics Company (Volume & Recurrent)

SITUATION

Recurring volumes, international clients.

ACTION

Segmentation by channel, multilingual messages, weekly reporting.

RESULTS

Improved cash flow, customer relationship preserved, payment reference updated.

OUR DNA & GUARANTEES

OUR TEAM

Mix of collection experts, data scientists, and field operations.

DATA SECURITY

Secure hosting, restricted access, logs. GDPR compliance — processing limited to strictly necessary.

PILOT GUARANTEE

Measurable pilot, transparent reporting; adjustment or stop if insufficient ROI.

ETHICAL APPROACH

Factual and respectful follow-ups, no aggressive methods.

Security   Compliance   Expert Team

GETTING STARTED IN 4 STEPS (WHAT WE NEED)

1 **Express Audit (D0–D3)**

You provide: invoice + contact export (CSV).
Deliverable: initial DSO report.

2 **Setup (D3–D7)**

Configuration, sequences, tone & client approval.
Deliverable: pilot action plan.

3 **Pilot (W1–W8)**

Execution, adjustments, weekly report.
Deliverable: dashboard & logs.

4 **Handover / Scaling**

Finalization, process transfer or subscription.
Deliverable: review & commercial proposal (optional).

WHAT YOU NEED TO PREPARE:

— Invoice export (CSV: InvoiceID, IssueDate, DueDate, Amount, ContactEmail).

— List of finance contacts / account managers.

— Read access to ERP/CSV (if desired).

SLA AND TIMING (EXAMPLES):

— Initial setup ≤ 7 days.

— Weekly reporting.

— Pilot review at 8 weeks.

Book a free 15-minute audit

BOOK A CALL

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READY TO UNLOCK YOUR CASH FLOW?

DALYL — FOUNDER & HEAD OF GROWTH

DALIUM Collect

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Calendly: https://calendly.com/dalyl-dalium/dalium-collect-pilot-kickoff

Scan to book your audit

You win in all cases: free audit and estimate — measurable result or useful diagnosis for your teams.

BOOK A PILOT

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