



INTERSTATE COMPANIES

Protecting \$40 million in receivables

**INTERSTATE**  
**COMPANIES, INC.**

 CASE STUDY

# With \$40M in receivables, monitoring risk is critical

[istate.com](http://istate.com)

For over 50 years, Interstate has stood by their mission - Pride in Service. They've found creative ways to deliver on this with limited resources and budget, including a KPI-driven framework that drives innovation and exploration of new capabilities.

## Challenge:

With a small centralized staff and limited budget, Interstate Companies' credit and collections shared services team struggled to keep up with credit decisions response times and ongoing risk monitoring. Valuable time was spent crunching numbers, creating reports and manually analyzing endless amounts of data.

## Solution:

The team at Interstate was looking for a new vendor to provide quality data without exorbitant fees. After evaluating a number of options, they selected Cortera Pulse® to set up new credit lines and monitor existing ones.

According to James Sarkkinen, Credit Manager at Interstate, "I found Cortera's data to be very accurate and cost effective. It allows me to spend my time on value-added tasks versus crunching numbers, creating reports, and analyzing data. We have tried other "big name" data shops and have found Cortera's solution offers the best value."

## Solution:

With a Cortera Pulse subscription, the Interstate Companies team receives Daily Alerts to changes in risk on their accounts, including bankruptcy, corporate news, lien and judgment filings; critical insights delivered in time to act.

They also use the monthly Cortera CFO Report to review and manage the company's portfolio risk. It provides an easy-to-read snapshot of what's going well and what should be closely monitored to senior management. Insights into Interstate's A/R portfolio include information on:

- A/R summary by aging buckets and monthly trends
- Top account balances with risk indicators
- Accounts paying others faster than us
- Top customers payment and purchasing trends

The CFO Report includes a predictive model, incorporating analysis of payment and purchase behaviors to identify accounts with highest risk exposure.

Sarkkinen concluded, "We want to keep tabs on our customers without spending a fortune and with about \$40 million in receivables, we trust Cortera to monitor the risk."

## Results:

Credit managers' job at Interstate Companies was made easier in multiple ways, including:

- Reliable data placed at their fingertips
- Time saved with automated data analysis
- Platform offered to track and report critical KPI measurements

"The cost benefit analysis is really through the roof. The data is presented in a very easy-to-read, digestible format, where you can clearly see what is going on with the overall financial health of your customers."

- James Sarkkinen, Credit Manager,  
Interstate Companies

Interstate Companies recommends Cortera to any business looking to increase profitability by lowering their costs and still achieve the same level of data and reporting as with the legacy providers.



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