OIKOS software

OIKOS Delos®

Customer A located in Boston measuring specific Salesperson(s) Activities.

Customer A's credit and collections department was not meeting DSO collection expectations. It appeared that the DSO was missing the target thereby impeding collection efforts.

Customer A's actual DSO was 96 days. Though collection activities appeared robust, Customer A's credit department struggled with specific reasons why collections were down. The open accounts receivable (AR) listing was voluminous. The department wanted to analyze AR connected to specific salespeople. They defined the open AR by salesperson through the OIKOS Delos® program. Based on the results of the program, they identified specific salespersons activities that were less than stellar. They were able to isolate those accounts from the overall DSO and collection expectations and were surprised to see expected results were obtained. The OIKOS Delos® program identified the weak link in the cash conversion chain thereby allowing Customer A to initiate corrective measures.

The OIKOS Delos® application was also used to target DSO goals within the weakened subset of Customer A's AR. These targets were tracked and measured using the OIKOS Delos® application to ensure corrective measures restored overall DSO expectations.