

Building an International Collection Capability - be able to assist your clients competitively & globally -



The Challenge

Having to figure out who is the best in collections in any given country, and this against acceptable conditions is a hell of a job. Most is done by trial and error and therefore can be very costly!

Why Struggle?

Use the expertise of somebody who has done it all before and this on a global scale. Somebody who has not only travelled the world and who understands the cultural differences but also has an extensive network of partners in all major countries worldwide. One who already has helped others to improve their network and capacity and this at almost no cost!

This service is available and easy to get!

The Process

The steps to be taken would be (in chronological order):

1. Agreement on:
 - 1.1. Intended service framework,
 - 1.2. Confidentiality,
 - 1.3. Admin fee.

2. Hand over an overview per country of the number of cases, the amount involved, the partners and the conditions used, over the last full year.
3. Receive an evaluation of the current partner network as well as suggestions what can be improved and how (per country including fee structure).
4. Ultimately realize the suggestions, when these are approved.

The Deliverables

So what do you get?

- Evaluation of your current portfolio of foreign partners (quality as to handling of collection cases as well as judgment on fee structure).
- Expert advice and recommendation of who to use best, where or for which business segment or industry sector and against which conditions.
- Introduction to these partners (including us vouching for your credibility).
- After start of the co-operation with the respective partner, 3ACredit will, in case

this might be needed, take any corrective actions to ease the placement & handling process.

- Semi-annual evaluation of all relationships and if needed, make adjustments / corrections.

The workload

The handling of collection cases will be as before, just the management of the relationship gets a lot easier as the burden of searching for a suitable partner is done for you. Corrective actions would not take up any of your time, as 3ACredit will take up this task.

3ACredit though will not be the inter-mediate, on a case level; communication will be directly

with the appointed agent. In other words, there is no delay or uncertainty by using 3ACredit's services. The same counts for any amount collected, these will be transferred directly from the agents account to yours. So no additional risks!

The Cost

Besides the small admin fee, for these portfolio evaluation there will be no charges, as the partner of choice is held to pay 3ACredit a commission. For the following years, the admin fees even will be waived when the suggested partner network is used to a prior agreed extent. So the service becomes entirely free of charge. It can't get any better then that!

So in all not complicated at all and this, at almost no cost, so you can concentrate on servicing the client and handling the cases submitted to you!

Several international operating collection agencies have taken this route and used the services of 3ACredit. They are more than satisfied, noted a major improvement in their network, thus an enhanced bottom-line, seen the quality of the work done against lower rates!

Though, this service is only available to maximum three collection agencies per country as there needs to be some kind of warranted exclusivity. After all 3ACredit wants to enhance the operation of those who committed themselves and not improve the market as such. That ultimately would result in not being able to make a difference.

If you want to know more or have a conversation about the service offered, just contact us and we will answer any questions you might have!

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