



# REVENUE INSIGHT

**Predictive AI and ML solution to optimize collections and drive business growth.**

In today's fast-paced business environment, traditional methods of managing accounts receivable are no longer sufficient. To maintain financial stability and a competitive edge, companies need a proactive and data-driven approach. AI and machine learning are transforming accounts receivable management.

**FIS® Automated Finance** offers a suite of receivables automation, payables automation and revenue optimization solutions that modernize the office of the CFO, providing visibility, automation and artificial intelligence to increase cash flow, improve working capital and minimize risk.

FIS' proprietary AI and ML product, Revenue Insight, is a predictive analytics tool that leverages these technologies to offer actionable insights into cash at risk, allowing businesses to proactively identify risk, accelerate revenue and drive business growth. Revenue Insight is designed to not only optimize your collection efforts but also enhance your overall customer relationships.

## Key features and benefits



### Reduce days sales outstanding (DSO)

With AI and ML, finance leaders can predict potential delays by identifying patterns and trends that might go unnoticed by human analysts. By accurately predicting which accounts are at risk of delinquency, Revenue Insight helps you prioritize your efforts on accounts that require immediate attention, thereby reducing your DSO.



### Accurately identify risky customers

Our advanced machine learning algorithms analyze a rich set of internal customer-level data to identify accounts that pose a high risk of severe delinquency. This proactive approach allows you to address potential issues before they escalate.



### Prioritize collection efforts

With the Revenue Insight Strategy Score, your team can efficiently allocate resources by focusing on accounts with the highest probability of payment delays. This targeted approach ensures that your collection efforts are both effective and efficient.



### Improve customer relationships

Revenue Insight empowers you to differentiate between accounts that need frequent reminders and those that can self-cure. By reducing unnecessary reminders for low-risk accounts, you can foster better customer relations and focus your efforts where they are most needed.



### Reallocate resources to value-added tasks

With Revenue Insight, your team can spend less time on manual collection activities and more time on strategic tasks that add value to your organization, such as customer engagement and relationship management.



## Proven results

Revenue Insight has demonstrated significant improvements across various industries:



### Reduced DSO

Clients have seen a reduction in their DSO by 3 to 5 days.



### Cost savings

Collection costs have been reduced by up to 30%.



### Decreased delinquency

Delinquencies and write-offs have been reduced by over 12%.

To ensure you experience these benefits, we offer a retrospective analysis using your historical data to predict potential outcomes before any financial commitment is made.

## Goes well with...

### BillerIQ

A bill presentment and payment solution

### GETPAID

An AI powered accounts receivable software that automates the credit-to-cash cycle

## Your partner for growth

Our vision is to transform the finance department into a key player in business growth. By removing friction from finance processes and creating revenue opportunities, we empower our clients with the confidence and capabilities needed to expand their businesses. With solutions like Revenue Insight, we offer unparalleled global scale and expertise, positioning finance as a strategic asset rather than just an operational necessity.

**FIS Automated Finance, your partner for growth.**



## About FIS

FIS is a financial technology company providing solutions to financial institutions, businesses and developers. We unlock financial technology that underpins the world's financial system. Our people are dedicated to advancing the way the world pays, banks and invests, by helping our clients confidently run, grow and protect their businesses. Our expertise comes from decades of experience helping financial institutions and businesses adapt to meet the needs of their customers by harnessing the power that comes when reliability meets innovation in financial technology. Headquartered in Jacksonville, Florida, FIS is a member of the Fortune 500® and the Standard & Poor's 500® Index.



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