



Partners. Solutions. Results.

**IAB maximizes recoveries, increases cash flow, and enhances productivity while maintaining customer good will in the A/R process.**

It is our goal to **partner** with our clients to achieve their goals, provide customized **solutions** to their challenges, and improve **results** on their behalf.

# Service Descriptions

## **Deductions / Chargebacks**

IAB's core service is a highly professional approach to the research and recovery of deductions and chargebacks. Portfolios can be open or closed and assigned in a variety of ways including type, age, class of trade, specific customer or write-offs. We maximize every opportunity for recovery.

### **Post Audits**

IAB identifies post audits taken or submitted by internal or third party auditors, accumulates supporting documentation and establishes contact with the correct representative. Our team thoroughly researches all related issues, determines the validity of the claims, maximizing recoveries, and provides root cause analysis for future prevention.

### **Aged Deductions and Chargebacks**

IAB focuses on aged deductions allowing your staff to better manage current accounts receivable. We are your safety net assuring that all your collection opportunities are realized.

### **Logistics Deductions**

IAB will perform all research necessary to recover over, short and damage claims. We communicate directly with carriers, warehouses and first-party or third-party distribution centers, gathering information to determine validity and trending. Our process also highlights opportunities for carrier claims.

### **Unearned Cash Discounts**

IAB recovers unearned cash discounts taken by customers outside of your terms of sale. We educate your customers, correct terms discrepancies and enforce timely payment. Our focus on maximizing recovery improves your DSO.

### **Under Tolerance**

IAB maximizes recovery of small dollar deductions often deemed unprofitable to pursue. We improve customer behaviors, reduce write-offs and allow for proper allocation for accounting purposes. We review trends by customer to identify root cause and opportunities for recovery of funds.

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*IAB Solutions provides fully managed and trained A/R analysts both on-site and/or off-site depending on your specific needs. The fee structure at IAB Solutions is dynamic and tailored to your specific assignment. Fees are typically productivity based and dependent on age, size and type of portfolio assigned.*

# Service Descriptions

## **Invoice Collection**

IAB supports your collection department by assuming responsibilities for lower tier customer collection efforts, collection of aged invoices that have not been pursued, or other functions that would allow more productive allocation of your resources.

## **Unclaimed Property Reconciliation**

IAB reduces your exposure to escheatment claims and improves results of state audits. We reconcile open credits and outstanding cash on account clearly identifying entitlement and disposition.

## **Sales Tax Certificate Management**

IAB contacts each customer to obtain current sales tax exemption certificates. We index and image all documentation and update according to individual state requirements. Certificates are centralized and catalogued for ease of retrieval. This service helps improve invoice accuracy, significantly limits sales tax deductions and leads to favorable state audit results.

## **Process Audit and Review**

IAB provides professional accounts receivable consultants to review your current policies and procedures. We evaluate the organizational workflow to streamline the process. We deliver a detailed report that highlights opportunities for improvement and recommends industry best practices.

## **Transitional Support**

### **Consolidations & Reorganization \* Software Implementation \* Mergers and Acquisitions**

IAB allows you to remain focused on matters of urgency without negatively impacting collection and resolution of receivables. We reduce or eliminate backlogs, facilitate consolidation of assets, and provide assistance during software implementation.

IAB can help maintain seamless customer relationships as you implement your new strategy for the future.

***Please consider IAB for these services and all of your Accounts Receivable needs.***

***Contact us for a confidential proposal by email: [partners@iabinc.com](mailto:partners@iabinc.com)***