

# CHANGES IN THE FINANCE WORLD

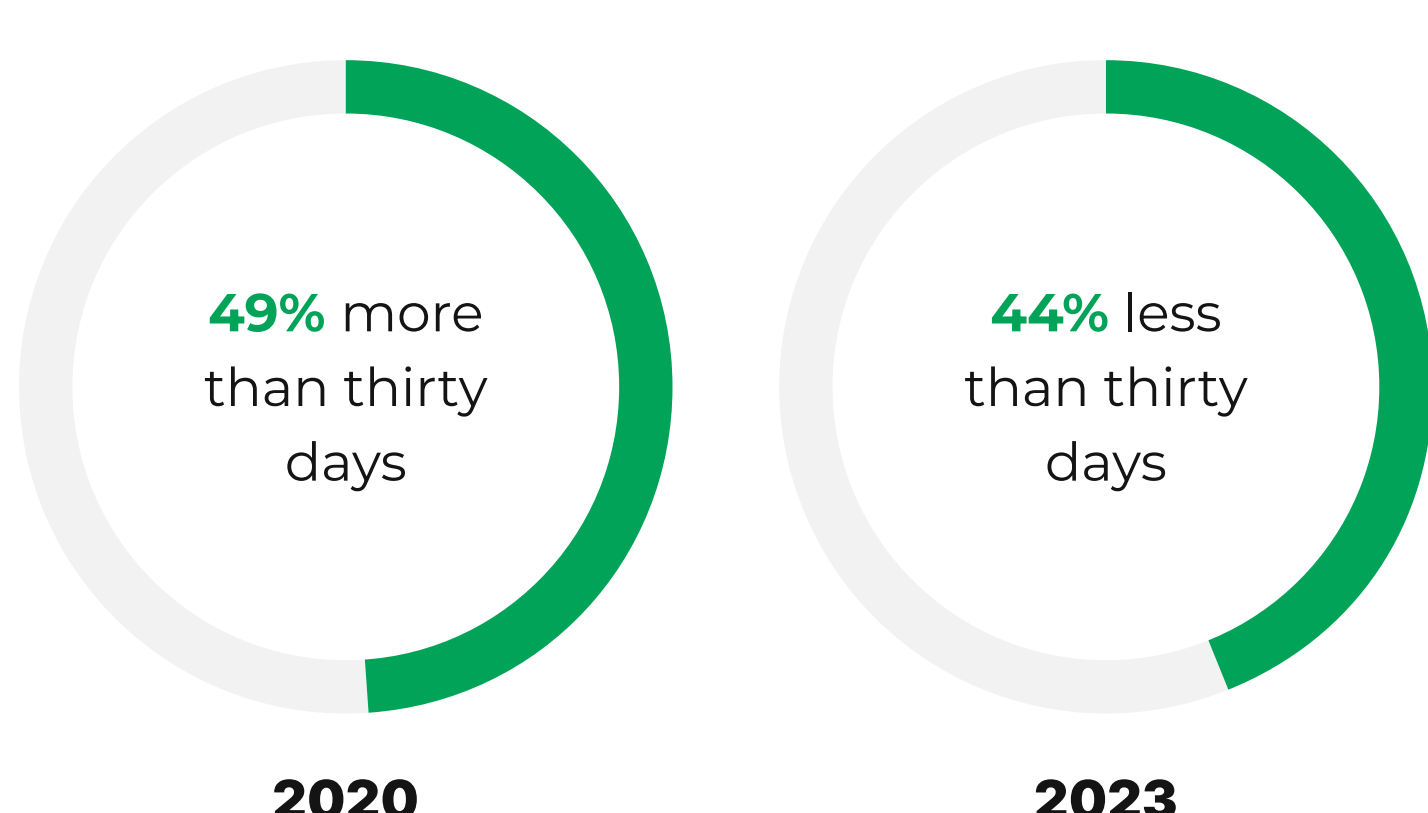
The role of the finance professional is dynamic and the world of finance is always changing. Every year, in our FinTech Barometer, we ask over three hundred finance professionals how they do their jobs, what technologies they use, what challenges they face and what concerns their clients. In this infographic, we list the most important changes in the world of finance over the past six years.

## Credit management

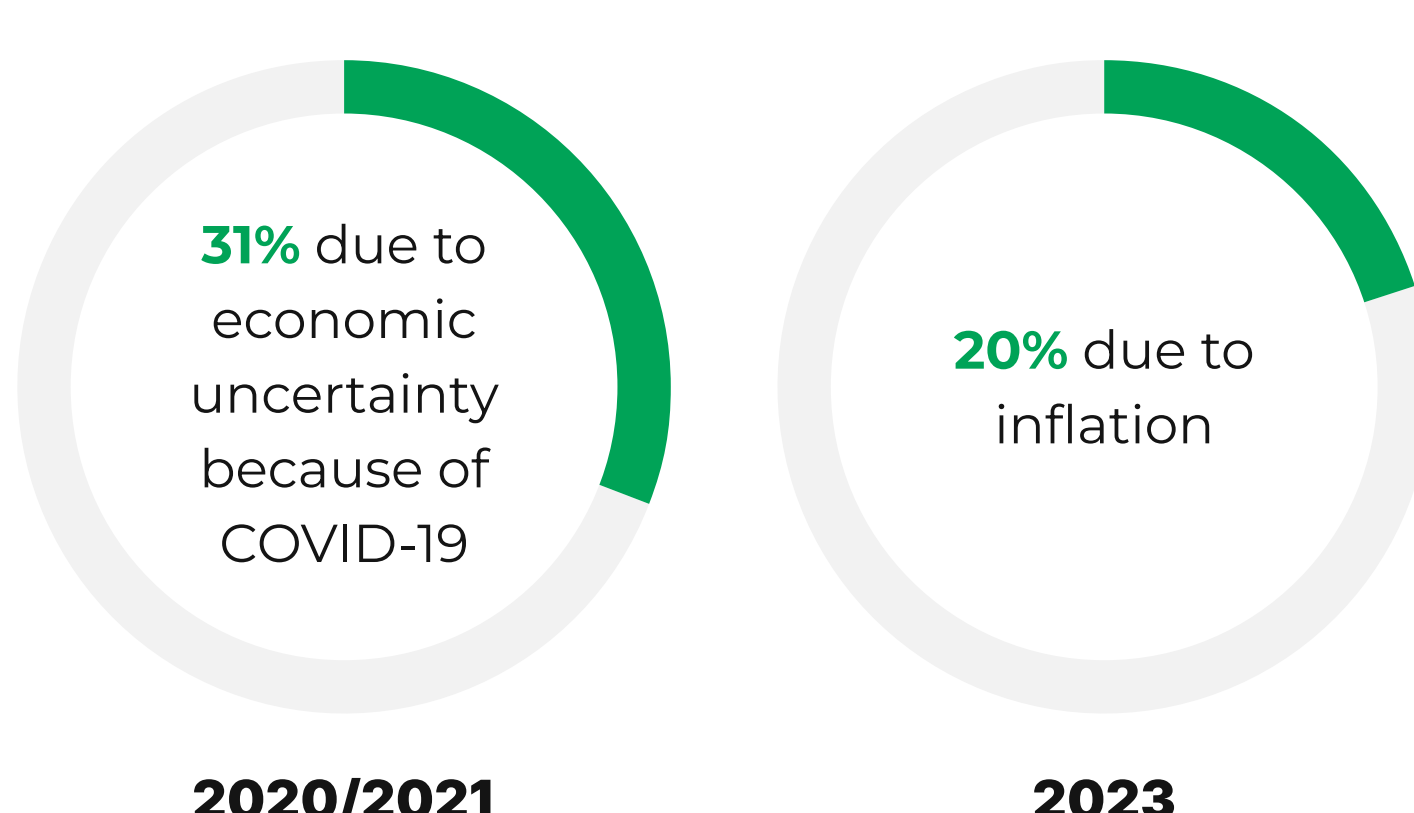
Adequate credit management is the basis for a healthy organisation. Especially in a time of much change. Over the years, fortunately, organisations got better and better at reducing their Days Sales Outstanding (DSO).

Yet every year, customers still fail to pay their bills. The main reason for this has changed, though, reflecting the challenges that existed at the time:

### Average DSO:

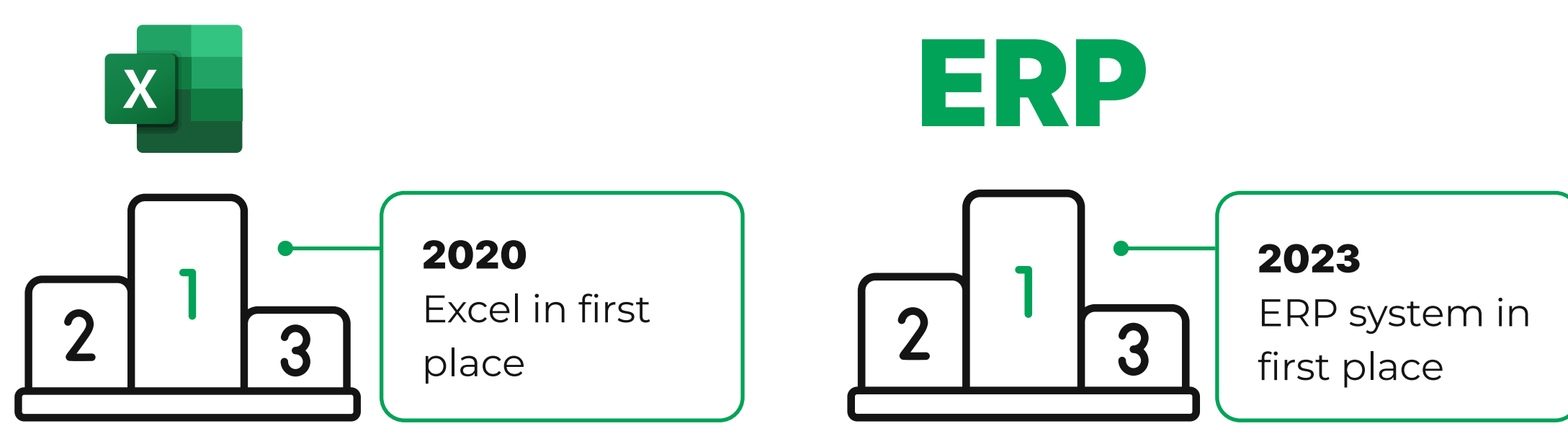


### Main reason customers don't pay:



There has been a professionalisation in the way companies deal with non-paying organisations. For instance, more and more companies are abandoning Excel for this process.

### Programme used for accounts receivable management:



Fortunately, a large proportion of customers do pay their bills on time. However, the way they pay has changed over the years. Paying with PayPal is becoming more popular and paying in arrears is declining in popularity, while iDEAL remains the favourite.

### Favourite payment methods:



In economically challenging times, it is important to have continuous insight into finances. This is only possible if companies are data-driven using the right technologies and can therefore report in real time.

## Real-time insights

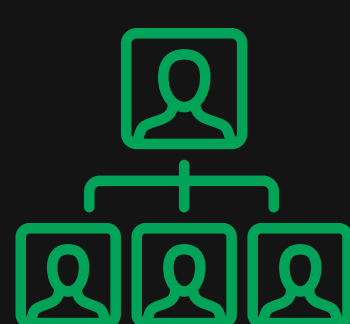
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Finally, we zoom in on finance professionals. Because as the environment changes, they naturally change with it. With the increasing complexity of their work, their analytical ability has become even more important.

### Challenges real-time reporting:



Systems need to be updated



Organisational culture must be changed

### Importance of analytical ability among finance professionals:



## Your success is our success

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### Let's talk strategy

Do you have questions about this solution or how you can optimise the credit management process within your organisation?

Please call us  
+44 (0) 20 396 683 24  
+31 (0) 88 256 66 66

Or email us  
contact@onguard.com

We're happy to help you.

### About Onguard

Onguard's mission is to make companies financially healthy. We help you get paid, and get paid quicker, because better cash flow leads to improved profitability. Our credit management solutions combine internal and external data to get a thorough understanding of debtor payment behaviour. This lets you identify, assess and control financial risks and create smarter and more considerate communication around unsettled invoices. Which in turn leads to faster payments, fewer write-offs and lower customer churn.

Onguard is a Visma company with more than 30 years experience in facilitating optimised working capital through smart credit management. Bottom line, we provide quality time with your customers by handling the day-to-day operations.