



Insights & Perspectives

Improvements to Cash Management Efficiency

The week of October 13-20, 2004 marked Visa USA's Second Annual Cash Management Survey conducted by Survey.com. This survey focuses on the effectiveness of today's corporate cash management functions. Of the 405 business professionals from over 20 various industries sampled, 51% of those professionals intend to either reduce or disregard the utilization of paper checks as their major form of commercial payment.

Contemporary corporate policies and technological upgrades have given these execs the opportunity to reduce costs and boost efficiency within their operations through the use of commercial payment cards. "Old-school" paper trails of invoices and checks are being eliminated by the growing use of electronic payments through these corporate cards.

According to Mike Dreyer, SVP, commercial solutions of Visa USA, "This annual survey helps us to track trends in the attitudes of corporate financial executives regarding their cash management processes and to aid our member financial institutions in meeting the needs of the commercial payments marketplace. It's encouraging to see that low satisfaction with paper-based payments like checks is leading companies to pursue alternatives....."

Visa USA's survey has concluded that the commercial payment card has become a viable instrument in corporate cash management transactions: 62% of those surveyed indicate that their commercial card is valuable for cash disbursements; 53% turn to their card for short-term money management and the collection of their receivables; 48% find their card suitable for "cash positioning and forecasting". These findings are up 2 - 5% from the 2003 results. These numbers indicate that America's business community is reaping the benefits of e-transactions thereby trusting the workability of



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AMCEA 2004

Out and About

Lee Baldieri, President and CEO, Cindy Figuly, Executive Vice President – Client Services, and Kerry O. Kelly, Director of Media Sales attended the 51st Advertising Media Credit Executives Association Annual Conference on October 17th – 20th, 2004 in Washington, D.C.



Shown from L to R: Kerry Kelly, Cindy Figuly, Lee Baldieri

LDB has been exhibiting at this conference for nearly a decade now. Over the years, we have embraced many of the AMCEA members as clients and dear friends alike. Additionally, this annual conference offers LDB the enormous opportunity to network with other collection agencies as well as prospect those companies who are unfamiliar with our services.



Kerry Kelly, an AMCEA Honorary Member, is kept very busy at this show. Not only is he an exhibitor, but he also attends committee meetings. Seated third from the right, is our beloved Kerry Kelly.



Feeding our faces at the vendor breakfast while networking with other collection agencies.

Calendar of Events

January 10, 2005

National Association of Credit Management

Teleconference: *Sarbanes Oxley*

Presented by Wanda Borges, Esquire

Contact 410-740-5560 NACM Meetings Dept. for details

January 24, 2005

National Association of Credit Management

Teleconference: *Preference Update*

Presented by Bruce Nathan, Esquire

Contact 410-740-5560 NACM Meetings Dept. for details

February 17 – 20, 2005

Commercial Law League of America

Western Regional Meeting

Hyatt at Fisherman's Wharf

San Francisco, California

www.clla.org for details

Improvements to Cash Management Efficiency (continued)

of commercial card payments and allowing the card a place in their corporate scheme of efficient cash management.

We at LDB & Associates are in agreement with the aforementioned results. Several years ago, we aligned our cash management processes to make room for the increased efficient flow triggered by commercial card payments. It has opened more productive doors than imagined. Namely, we installed the automation to accept debtors' commercial card payments as a means to enforce our collections. Upon receipt of the transaction authorization, the lead time to get an account paid is shortened {think of the pace many debtor's work at to put pen to paper, etc.}, and more and more debtors prefer to handle their payables in this manner.

If you find that your cash management processes lack the e-proficiency that we have mentioned, or you are thinking about realigning your functions, LDB & Associates is here to offer you solutions.