Advancing Your Accounts Receivable Environment with Oracle Advanced Collections!

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Trinity Industries, Inc.

Trinity Industries, Inc. is one of the nation's leading diversified industrial holding companies with a subsidiary group that provides a variety of high volume, repetitive products and services for the transportation, industrial, construction and energy sectors of the marketplace. Trinity's subsidiary group operates in five distinct business groups: The Trinity Rail Group, Trinity Railcar Leasing and Management Services Group, Inland Barge Group, Construction Products Group and Energy Equipment Group.

This presentation will offer an overview of how Trinity's credit department has implemented and used Oracle's Collection Module to improve cash flow, reduce past due balances and automate the collection process. The need for cash is important to any company see how one company has merged its credit and collection functions of its multi-business unit environment into standardized corporate structure. Learn how to succeed in Oracle's Accounts Receivable system!

Trinity implemented Oracle's financial suite in early 2003 merging 28 different AS-400 systems that housed our accounts receivables. As a company we wanted to streamline our credit and collection function, improve our working capital, manage our credit risk and improve our corporate A/R metrics. The basic A/R environment Oracle had was transaction based but we managed our receivables by customer and business unit so we need a solution to help us obtain our goals. We look at several options but we wanted to stay within the Oracle product……Advanced Collections was presented and the rest is history.

The module has allowed our credit group to improve over all cash flow by better management of accounts, focusing on priority accounts, real time account review, and centralized environment of data. The credit group can focus on those accounts with the largest balances owed that have the most impact to our DSO, AR turnover and most importantly cash flow. Secondly, this allowed the group to focus on those customers that also were chronically late and missed commitments to pay. Finally, Trinity established standard credit and collection procedures that could be monitored and was able to automate several to enhance performance.

The results have been tremendous for us with reduction of average annual DSO by over 30%, decrease in past due balance over 15% year over year, and productivity of our staff. While the system can not do the work it does give our group the tools to be successful.