

The Results: Ease and Insight

Before *zlien*, thyssenkrupp Elevator Corporation struggled to manage and track mechanics lien and preliminary notice deadlines with a manual, fragmented process. Without a system of reporting or an electronic interface, thyssenkrupp Elevator Corporation relied on human tracking of complicated lien laws and lacked a big-picture perspective.



With *zlien*, thyssenkrupp Elevator Corporation achieved...

VISIBILITY

Comprehensive online platform allows management to see what is going on throughout the entire company and maintain accountability.

AUTOMATION

Automatic deadline tracking in all states and customized preferences allows thyssenkrupp Elevator Corporation to automatically send preliminary notices on all projects.

ANALYTICS

Detailed reports and A/B testing measure how process impacts A/R, and empower management to optimize their lien policy.

Using *zlien*, thyssenkrupp Elevator Corporation sent preliminary notice on thousands of projects and was able to achieve and measure tangible results:



increase in dollar amount received within 90 days of invoicing



average reduction of DSO on new installation and modification projects

From scattered post-it notes to an automated system and comprehensive insights.

zlien replaces manual deadline tracking, automatically sends notices, and measures what works and what doesn't. By streamlining their lien process with *zlien*, thyssenkrupp Elevator Corporation was able to implement an improved and universal lien policy. Optimizing preliminary notice decisions using analytics resulted in faster payments and fewer aging accounts.

“ *zlien* is saving us money, protecting our money, and helping us establish a strong security procedure. Do not waste your time looking anywhere else. ”



Tim Drake

VP of Credit and Collections
thyssenkrupp Elevator Corporation

thyssenkrupp Elevator Corporation is the largest producer of elevators in the Americas, with more than 13,500 employees and more than 15 branch and services locations.