

A Blueprint to Smarter Revenue Recovery

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What you bill is not what you collect!

1-3%

of revenue is lost to the cost of collections

Upto **0.33%**

10 day delay on a 30 day invoice

1-2%

Cost of bad debt reserves

0.1%

Cost of training, legal and overheads

15-20%

% time spent by finance teams on A/R

20-25%

% time spent by sales teams on collections

Living with it!

Apparent AR Costs

Known Unknowns

Hidden AR Costs

1-3%

of the revenues

Inefficient A/R Process can result in significant losses

Source: <https://www.numberz.co>

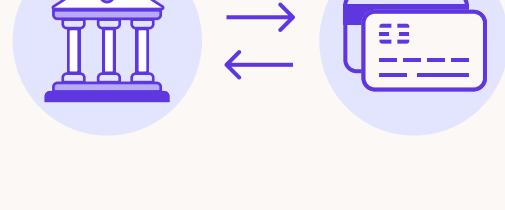
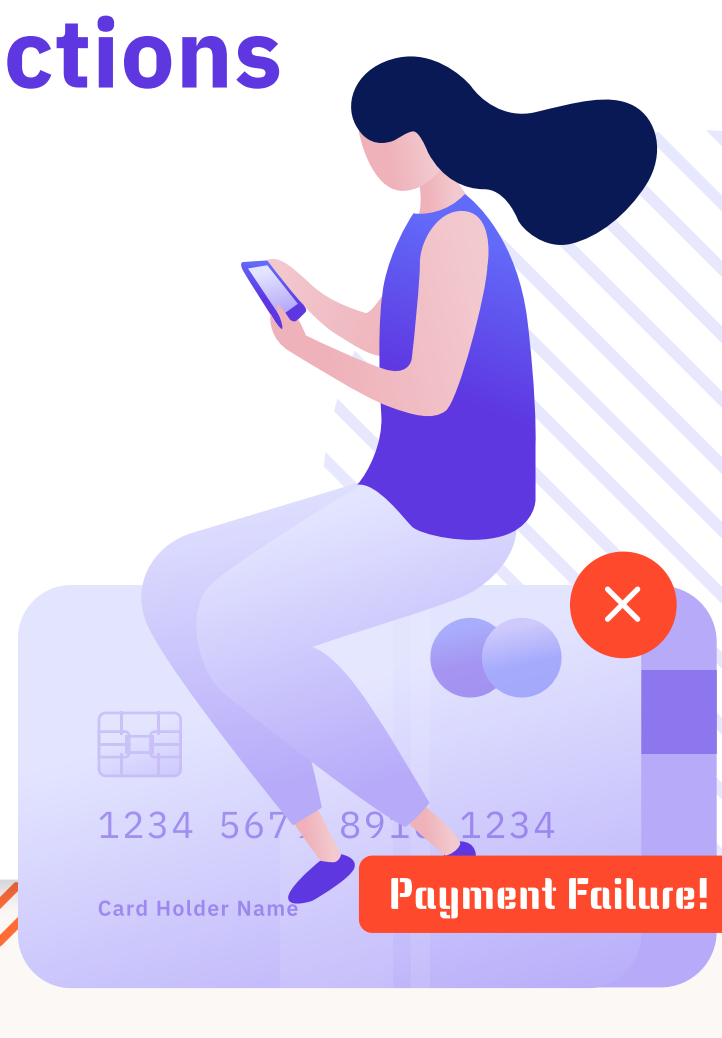
Failed Online Transactions

10%

of your recurring revenue is at risk of credit card declines.

1 in 3

failed credit card transactions is recovered by most companies.



In some companies, as many as **50%** of transactions can be offline payments.

Chasing Delayed Offline Payments

Offline payments such as **bank transfers, checks, or direct debit** are difficult to track and even tougher to chase down when delayed. End the time-consuming manual follow-up process by building end-to-end auto-engagement workflows for payment reminders.

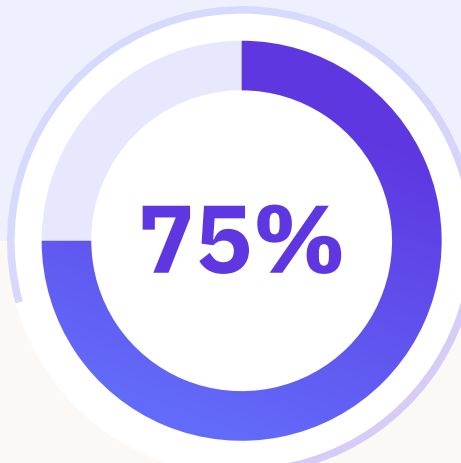
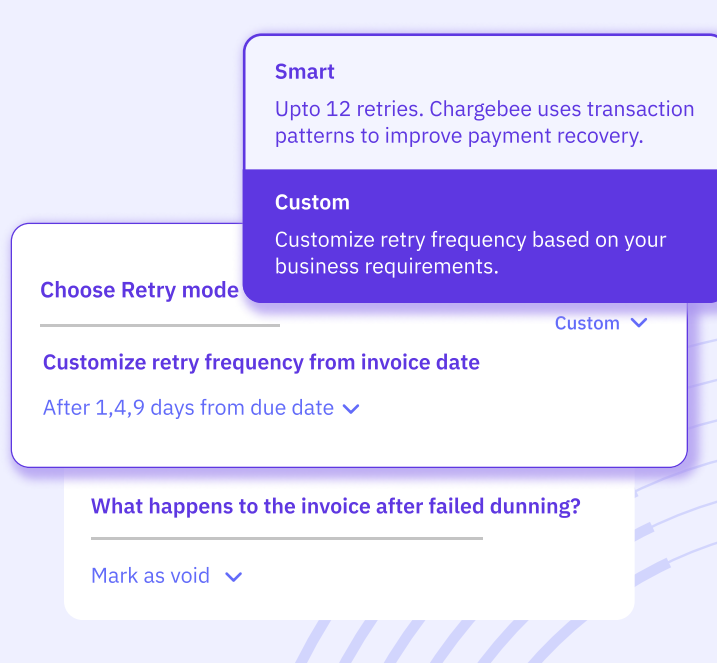
How to Optimize the Invoice to Cash Cycle

I. Implement Intelligent Revenue Recovery

Smart Dunning: Customize the payment retry frequency by analyzing past transaction data.

Segment customers into different cohorts based on **payment behaviors and failed payments reasons.**

Identify high-risk defaulters and build a unique collection journey to proactively engage with customers.

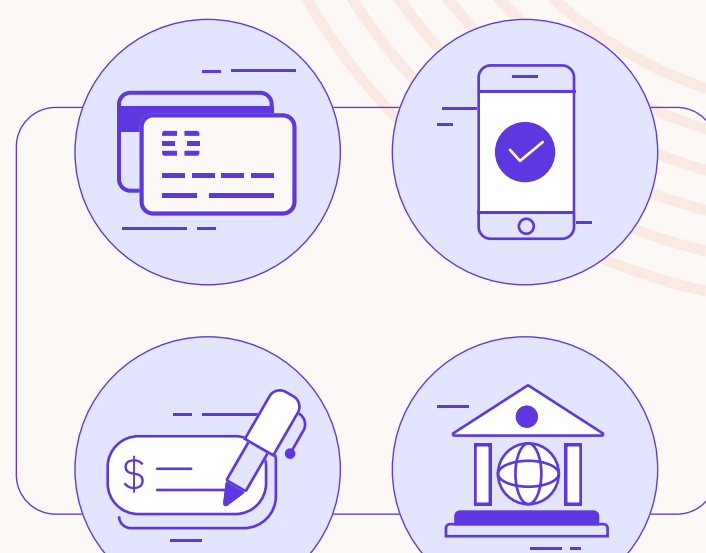


75% of potentially lost revenue has been recovered using Chargebee.

II. Enable Payment Flexibility

Use backup payment methods like digital wallets.

Collect payments ahead of time through Advance Invoices



III. Go the Extra Mile

One-size-fits-all approach won't work. Use tailored approaches for specific customer segments.

Incentivize early payments with discounts.

Anticipate disputes and proactively avoid them.

Offer Net-D Payment Terms to provide a convenient payment window.

Monitor the revenue cycle to **spot revenue leakage actively.**

Get in-depth payment failure analysis on an invoice and customer level along with churn trends to **reduce the risk of involuntary churn.**

Efficient Revenue Recovery with Chargebee

60%

of formerly unpaid accounts recovered by Zenchef with Chargebee's Smart Dunning.

“4X in Revenue Recovered for every \$ spent on Chargebee. With Chargebee's Dunning and Email Notifications, Trade Ideas was able to recover both revenue and productivity significantly.”

Chargebee's Revenue Recovery Suite helps you optimize your collections with just a few clicks.

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