



## Integrity

Founded in 2001, Accolade Advisory Asia Pte Ltd is committed to provide total receivables management solutions to the risk manager.

Companies and financial institutions have turned to us for debt management, debt recovery as well as the specialised / customised research capabilities required for effective receivables management.

Our outstanding commitment to excellence is the cornerstone of our success. Corporations, financial institutions, insurers and individuals – all participants in the financial markets know that they can depend on Accolade Advisory Asia, both local and overseas recovery. Our operations are transparent, systematic and carefully researched and we seek to add value to the risk manager.

## Key Services:

### **Debt / Credit Management**

- Ø Debt collection
- Ø Outsourcing of accounts receivables from billing to collection
- Ø Analysis of accounts receivables data

### **Debt / Credit Recovery**

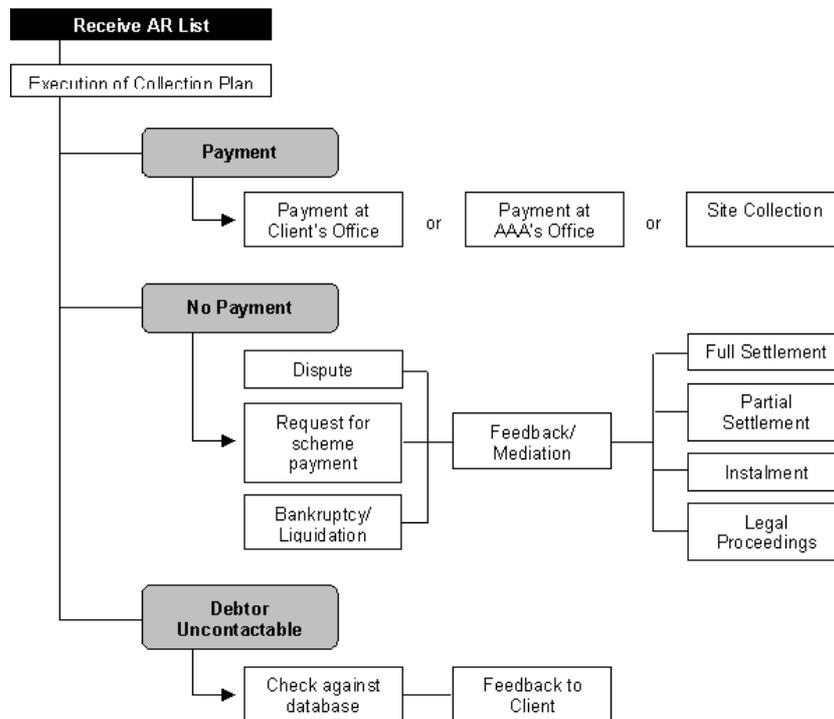
- Ø Recovery of bad or doubtful debt through our team of experienced credit officers
- Ø Letters of demand to legal advisory

### **Research Capabilities**

- Ø Skip Tracing
- Ø Additional information requests on companies or individuals

## Expertise

Our experienced credit officers are trained to handle your financial data confidentially and approach each case in the most structured and professional manner. We have over the past years created a worldwide network of receivables partners encompassing Thailand, Malaysia, Indonesia and USA. This gives us the flexibility of managing and recovering debts both locally and overseas.



## Commitment

As your business partner, Accolade Advisory Asia is fully committed to you. We produce customised reports to meet all your business needs.

F We significantly shortened the account receivables days and reduced the write-off amounts. Our business partner was thus able to reallocate resources to other projects.

F We were commissioned to assist in the management of cash flow by following up on the billings of a major player in the financial sector. We successfully improved our client's quarterly cash flow statement and reduced its engagement of external debts.



## Global Coverage

Accolade knows that our client's business spans across countries and regions. Thus, we have also established reliable and experienced associates around the world to help recover our client's concern of overseas debts.

Our regional associates, across regions and cities, work with priority and urgency and provide timely updates to you. You need not to be physically aboard, we will do the on location validating and pursuing for you.

### Worldwide Network

- |   |           |   |           |
|---|-----------|---|-----------|
| Ø | Singapore | Ø | Indonesia |
| Ø | Malaysia  | Ø | Hong Kong |
| Ø | Brunei    | Ø | China     |
| Ø | Thailand  | Ø | Taiwan    |
| Ø | Vietnam   | Ø | USA, etc  |

## Frequently Asked Question

1. What is Credit Recovery or Debt Management?  
In general, 'Credit Recovery' refers to the recovering of outstanding payment from debtors. 'Debt Management' is an art and system of operation in recovery outstanding debts.

2. What does a collection agency do?  
As a third party, a collection agency takes care of its client's AR accounts, helping them to recover outstanding invoices, chase their debtors for payments, manage their client's AR by minimising bad debt and by persistent means to recover it. Sometimes, we may even employ legal action.

Accolade Advisory Asia is an agency that undertakes all these activities.

3. Are we the same as 'loan sharks'?  
No. We have nothing to do with 'loan sharks'. Accolade A.A. is a legal company; we have good business ethics and professional code of conduct. Our works and results are attained through legal activities and personalised labour.

We do not engage in any illegal harassment of any form.

4. What is AR Outsourcing and why do you need it?  
To stay cash rich, companies have to manage debts owed to them by collecting payment on time.

Some companies, especially SME of less than 10 staff, do not usually have a department dedicated to handle separate receivables and payables accounts; the job is usually done by a single person who also does many other admin tasks. Where it takes some taxing effort to deal with AR, the results on chasing payment owed to you are usually slow and sometimes the 2 parties can end up in a bad relationship. This is because asking for money is a communication art. You have to be trained and it can take laborious efforts.

When manpower is limited, most of us cannot spare full time effort to complete a single task. In SME where accounts department is small, it makes more economic sense to outsource to a professional party to undertake your AR task. By doing so, you get to concentrate in other business issues, at the same time your Receivables accounts are taken care of.

Accolade A.A provides AR outsourcing service where we can take care of all your receivables and make sure they come in timely. This way, you only spend a fraction, as compared to hiring dedicated staff, and get things done in full time.

5. Why do you need us?  
To ask for payment is an art; even though the money owed to you by your customer is a matter-of-fact, but to chase long dated debt and bad payment from your customer without decrementing the relationship would be a difficult task to be handled by anyone.

## Frequently Asked Question

Accolade A.A has the expertise and dedication staff. We know how to ask for payment and what to do to recover payment.

We will case study your every client and understand their situations to make things easy and good for everyone. More often then not, it's a win-win situation.

6. How can we help you? What are your benefits?

With our expertise, companies and organisations like yours have recovered their backlog account. We managed most cases to 100% recovery.

Your account staff and department get to concentrate on other administration duties, expanding resources while minimising blockages in operations.

By freeing up your time, which you would have otherwise used for chasing debts, you are able to focus on other issues and perform more active business development.

Accolade A.A wishes to work with you as a strategic partner to help you cover areas of specialisation.

7. How does it work? What are our methods?

First, we will study your debtors and do a classification. Each debtor is being assigned to a designated officer to follow up through the case is closed. Daily, we will record call or side visit made and generate reports for analysis.

Accolade A.A approve methods are personalised. We start off with regular reminder messages and documents, and then proceed to site visit if necessary. Legal actions will only take place upon client's request.

8. How do you integrate into my company's account?

Upon acceptance of each case, we will study and understand your trade and invoicing convention. We would then customise our administrative format to suit your business process.

Both the client and Accolade A.A will update the progress and accounts balance actively. We will generate reports and worksheets for your record.

Our staffs are professionally trained and we work in strictest confidentiality.

9. Are we legal?

Yes, we are totally legal and highly effective; we gain our success through proper channels and are also transparent in what we do. We also have our strategic attorneys and advisors in place to help you settle business dispute or take legal actions if necessary.

10. Who are the people we work with?

Accolade A.A. services both private and government organisations. We have great experience dealing with medical accounts and the securities industry.

Besides corporate accounts, we also take on individual recovery as and when there is a request.