



LEADING FIRE SECURITY PROVIDER EPI STREAMLINES FINANCIAL OPERATIONS WITH SOFTWARE SOLUTION KOLLENO

Introduction

EPI Fire Protection and Security is a leading provider of quality fire alarm and security services to clients across the Greater Toronto Area. With a proud tradition of excellence, EPI offers top-notch fire protection and security solutions tailored to customers' specific needs, offering them peace of mind and safeguarding their assets. However, due to the ensuing continuous growth they have experienced, EPI has also faced some administrative challenges.

Challenge

As EPI's business expanded, they faced the mounting challenges of accounts receivable. Managing overdue invoices, chasing unresponsive clients, and the administrative strain of handling a growing volume of payments started to undermine their operational efficiency.

Jonathan, General Manager at EPI, noted, "With our expansion, managing accounts receivable became a growing concern. At times, it felt as though chasing payments demanded more of our time than our primary services of fire protection and security. We realised this was not sustainable and searched for ways to optimise our processes in order to facilitate continued growth."

"Kolleno helped us save a significant amount of time by automating manual tasks and organising all of our financial data in one centralised place. Switching between tools was time-consuming and inefficient. Thanks to Kolleno, now we do not have to do this."

Jonathan Zafrani

General Manager, EPI

Solution

Seeking a solution, EPI turned to Kolleno, selecting it for the vast functionality of its workflows and ability to automatically reconcile payments.

Specifically, by integrating with EPI's existing system and tools, Kolleno accessed their real-time data, consolidating it into a centralised format that is readily actionable. Then by combining live data access with Kolleno's trigger-based workflows and automated reconciliation, EPI was able to significantly reduce repetitive collection tasks, save time, and transform their operations.



“Kolleno went beyond simplifying our processes; it elevated our entire financial operations. We sought a solution that was dynamic and intuitive, and Kolleno exceeded our expectations in delivering just that.”

Jonathan Zafrani, General Manager, EPI

Results

Following the implementation of Kolleno, EPI achieved a remarkable 79% reduction in their 90+ days overdue balance within the initial 3 months. Furthermore, they realised a 37% decrease in the number of overdue invoices and a substantial 67% reduction in median days late during the same timeframe.

This unlocked their cash flow and allowed the company to invest in new service offerings and employee development. In addition to the enhanced collections, EPI was also able to redirect the time previously dedicated to manual collections towards providing exceptional fire protection and security services to their clients.

Integration and Adaptability

One of the features that stood out about Kolleno was its seamless one-click integration with EPI's existing system, Quickbooks. The platform connected directly to their ERP enabling real-time visibility and analytics of their receivables, which proved crucial in achieving their outstanding results in a short span of time.

Furthermore, Kolleno's inherent adaptability has proven to be invaluable for EPI. Through the integration Kolleno ensures EPI's financial operations continue to run smoothly and efficiently by accessing their live data

Conclusion

Kolleno has been pivotal to EPI's financial operations, enabling the company to efficiently manage their accounts receivable and significantly enhance their cash flow. By streamlining operations, EPI has been able to focus on providing top-quality fire protection and security services, laying a solid foundation for future growth and expansion.



Company Snapshot

Company: EPI, Fire Protection and Security

Location: Toronto, Canada

www.epi-fps.ca

Kolleno.

Partner Name: Kolleno

Location: London, United Kingdom

www.kolleno.com