



GROWING EDTECH HOW TALENT GARDEN STREAMLINES RECEIVABLES WITH KOLLENO

Introduction

Talent Garden, the leader in the European digital skills academy landscape, offers an extensive blend of online, offline, and hybrid digital skills courses. With a growing community of over 25,000 alumni, they continuously aim to provide innovative and transformative learning experiences for students and professionals alike.

Challenge

As Talent Garden's course offerings expanded, so did the complexity of managing its diverse revenue streams – course fees, membership subscriptions, and event bookings. The academy grappled with delayed payments and inconsistencies in collecting receivables. Edoardo Raimondi, CFO at Talent Garden, highlights, “Every CFO understands the importance of cash; it's truly the king. And the cornerstone to efficiently managing cash flow is ensuring that payments are made on time.”

Solution

Seeking a solution, Talent Garden chose Kolleno for its compatibility with Netsuite, quick results and ease of daily workflow integration.

“Kolleno is more than just a debt collection platform. It's a client-focused software that has streamlined the way we manage our receivables, both efficiently and effectively.”

Edoardo Raimondi, CFO, Talent Garden

Furthermore, the platform's features, like the 'to-do list', became vital tools for the finance team, helping them prioritize and manage their daily tasks effectively.

Raimondi noted, "What stands out most for us is how integral Kolleno has become to our Finance Department. We regard it as a colleague. The platform provides guidance on the right tone, time, and channel to communicate with our customers. This ensures that we maintain our valuable client relationships, a factor crucial in sales.”



“We choose Kolleno because it offers fast results, is affordable and easy to use. Kolleno easily connects with our accounting and ERP system and gives us an accurate view of what's happening with our receivables all in one single platform, becoming an essential part of our workflow.”

Edoardo Raimondi, CFO, Talent Garden

Results

Post-integration, the outcomes were evident. Talent Garden witnessed a 54% reduction in overdue payments in just six months, improving their cash flow stability by 18%. The amount of time they previously invested in accounts receivable management was reduced by 36%, allowing them to reallocate those resources to core educational activities and community engagement.

Raimondi elaborated, "Our collaboration with Kolleno has truly been transformative. Not only have we seen tangible improvements in our cash flow and time management, but it's also paved the way for our academy's future growth and potential expansion."

Integration and Adaptability

Raimondi praises how effortlessly Kolleno integrated with their NetSuite system, offering an all-encompassing view of their receivables. He mentioned, "Kolleno interfaces seamlessly with our accounting and ERP systems, consolidating our receivables all in one singular platform."

Kolleno's integration provided Talent Garden with the flexibility to manage and prioritize daily tasks effectively. This adaptability has been instrumental in ensuring efficiency across different revenue streams.

Conclusion

For Talent Garden, the integration of Kolleno with their NetSuite system completely transformed their receivables management approach. By addressing their challenges head-on, the academy now enjoys streamlined processes, improved cash flow, and the capacity to focus more on their core – delivering high quality education.



Company Snapshot

Company: Talent Garden

Location: Milan, Italy

www.talentgarden.org

Kolleno.

Partner Name: Kolleno

Location: London, United Kingdom

www.kolleno.com