



# GROWING DIGITAL SOLUTIONS PROVIDER ZARTIS USES KOLLENO TO STREAMLINE COLLECTIONS PROCESS

## Introduction

The leading digital solutions provider, Zartis, has come a long way in establishing its mark in the industry. Recognised as a Deloitte Fast50 company, they are renowned for their technical expertise, with services spanning from technology consulting to product development. Zartis' team, representing over thirty nationalities, collaborates with a range of industries, providing top-tier digital solutions and technical advice.

## Challenge

With their operations expanding, Zartis confronted growing inefficiencies in their payments collection. Managing transactions for numerous clients became an issue. This not only affected their cash flow but also drained valuable resources that could have been focused on their core services.

Laura Sanchez, COO at Zartis, noted, "As our portfolio diversified, receivables became a growing challenge for us. We began to feel we needed to act as it started affecting our cash flow and pulling us away from our core services.

"Managing payments and collections used to take up so much of our time. Kolleno came in as a real game-changer, streamlining our processes and letting us refocus on our clients."

## Laura Sanchez

Chief Operating Officer, Zartis

## Solution

Seeking a remedy, Zartis adopted Kolleno's accounts receivable management solution. Automated collection sequences coupled with streamlined customer payment portal, ensured consistent reduction in overdue payments.

The platform's real-time dashboard and analytics offered Zartis a complete picture of their payment landscape, enabling proactive measures to tackle late payments. Laura shared, "Partnering with Kolleno was like getting a fresh lens to view all our finances. Everything suddenly became clearer and much more manageable."



“With Kolleno, it felt like we had added an extension to our finance team. The ease of integrating the platform with our Dynamics 365 package was surprising, giving us full control and visibility.”

**Laura Sanchez**, Chief Operating Officer, Zartis

### Results

After integrating the Kolleno platform, Zartis achieved clear improvements in their payment collection process. The median days late for collections dropped by 38%. As a result, in the first five months, 82% of their invoices were settled on time, showcasing a remarkable reduction in late payments.

Furthermore, the Kolleno’s automation capabilities helped Zartis achieve noteworthy efficiency gains. Manual tracking, emails, phone calls and administrative tasks were significantly reduced, becoming much less of a burden for the team. These operational enhancements allowed Zartis to reclaim, on average, 12 hours every week, redirecting that time to more value-driven activities.

### Integration and Adaptability

Integrating Kolleno into Zartis' existing finance workflow proved to be a smooth process. The platform seamlessly connected to their Microsoft Dynamics 365, enabling full real-time visibility into their receivables.

As Zartis' operations continued to grow, Kolleno's scalability came to the forefront. This allowed Zartis to stay focused on their primary tasks without facing the pains of frequent software changes.

### Conclusion

For Zartis, their partnership with Kolleno was not just about refining their financial processes; it was a strategic move. With improved cash flow and reduced administrative hassles, Zartis could concentrate on what they do best – crafting bespoke digital solutions tailored to their clients' needs.

# zartis

## Company Snapshot

Company: Zartis

Location: Cork, Ireland

[www.zartis.com](http://www.zartis.com)

# Kolleno.

Partner Name: Kolleno

Location: London, United Kingdom

[www.kolleno.com](http://www.kolleno.com)