

CUSTOMER SPOTLIGHT

Global manufacturer uses AI from Aible to identify \$2M potential working capital reductions (semi-annualized) in 15 days



Company Profile

Global industry leader in glass, ceramics and concrete manufacturing

Industry

Manufacturing

Region

US

Challenge

The executive team at Client aimed to create value from their data assets across their CRM and analytics systems. Using readily available customer invoice data, they zeroed in on a use case to improve their collections effectiveness for customers who had outstanding payments over 30 days.

Solution

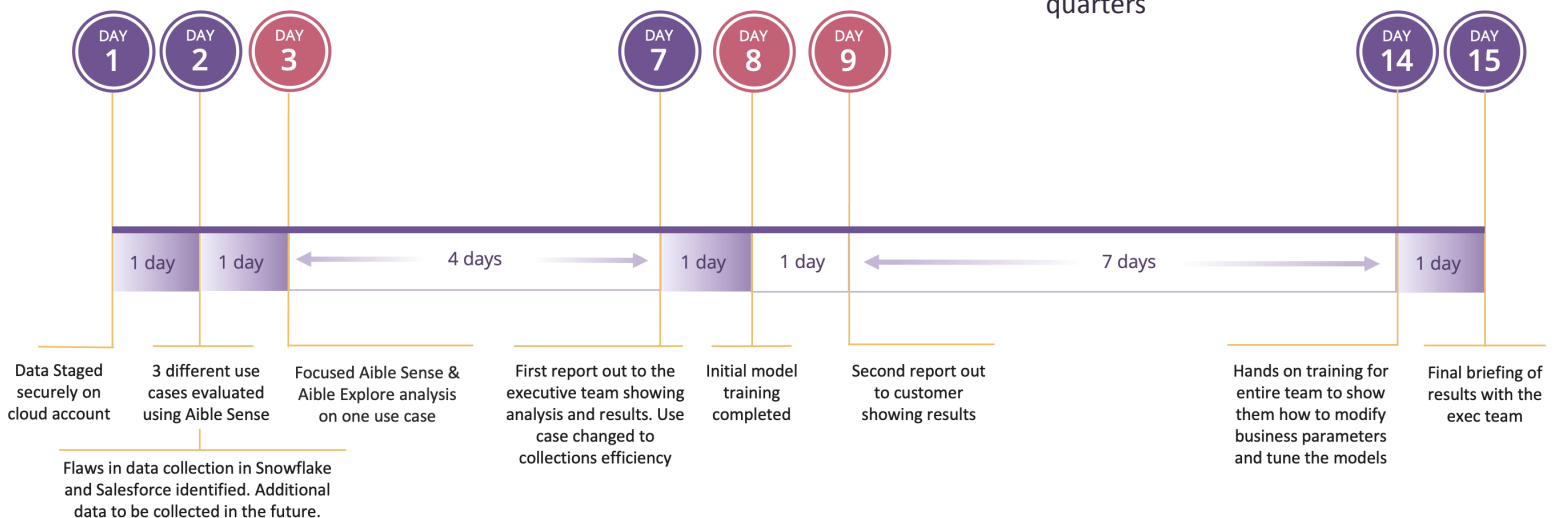
Aible identified patterns with clients and invoices where the client is paying late and receiving discounts to sustain the value of business. Aible helped the collections team decide that they needed to advance the payment process and recommended lowering discounts for specific clients.

Use Case & Project Details

- **Use case analyzed:** Collections Effectiveness
- **Potential Project Results:** Potential to reduce Days Outstanding on receivables by 5 to 10 days. Expected value \$2M over the next 2 quarters as collection processes are adjusted.
- **Time from data provision to project completion:** 15 days
- **Elapsed time from start of model training to completion of 415 models on serverless infrastructure:** 9 min 12 sec

Outcome

Expected value \$2M over the next 2 quarters



“When we used Aible Sense to evaluate the data in our new Salesforce and Snowflake instances, we quickly found we were not collecting the data we need to predict sales outcomes. By quickly detecting the problem, we could adjust our underlying processes so that we start collecting the right data. Don't wait to fully implement systems before analyzing data. The analysis will inform your system's design so you don't lose useful data.