

# VERSAPAY

## **16 Signs Your Collections Processes Are Sabotaging Your Financial Forecasts**

Take this 2-minute self-assessment to uncover how much your collections process may be undermining forecasting accuracy and financial agility.

## Steps to take

Review each statement and compare it to your current finance operations. Mark each as True or False based on how you operate today. Your score will be tallied at the end to uncover how much your collections process may be undermining forecasting accuracy and financial agility.

## Team productivity and resource allocation

Statement	True	False
Your finance team spends more time explaining forecast variances than identifying growth opportunities	<input type="radio"/>	<input type="radio"/>
Monthly planning meetings focus on adjusting expectations rather than setting targets	<input type="radio"/>	<input type="radio"/>
Collections follow-up happens sporadically without systematic timing	<input type="radio"/>	<input type="radio"/>
You can't confidently predict which customers will pay late in any given month	<input type="radio"/>	<input type="radio"/>

## Strategic planning impact

Statement	True	False
Capital allocation decisions get postponed due to cash flow uncertainty	<input type="radio"/>	<input type="radio"/>
You've missed market opportunities while waiting for "better visibility" into cash timing	<input type="radio"/>	<input type="radio"/>
Long-term financial projections feel more like educated guesses than strategic tools	<input type="radio"/>	<input type="radio"/>
Your cash flow assumptions change significantly month-to-month	<input type="radio"/>	<input type="radio"/>

## Cash management and opportunity costs

Statement	True	False
You maintain higher cash reserves than needed “just in case” collections are delayed	<input type="radio"/>	<input type="radio"/>
Emergency borrowing or credit line usage has increased due to timing surprises	<input type="radio"/>	<input type="radio"/>
Investment decisions are conservative because you can't model liquidity confidently	<input type="radio"/>	<input type="radio"/>
You've delayed strategic initiatives due to cash flow unpredictability	<input type="radio"/>	<input type="radio"/>

## Operational warning signs

Statement	True	False
Customer payment patterns aren't tracked systematically for forecasting purposes	<input type="radio"/>	<input type="radio"/>
Collections data doesn't feed directly into your forecasting models	<input type="radio"/>	<input type="radio"/>
You discover payment delays after they've already impacted monthly targets	<input type="radio"/>	<input type="radio"/>
DSO looks good, but cash flow variance is high	<input type="radio"/>	<input type="radio"/>

## Here's your score

See how much your collections process may be undermining forecasting accuracy and financial agility.

## What your score means

**0-3** Strong forecasting foundation

**8-11** Significant forecasting gaps

**4-7** Moderate forecasting risk

**12-16** Critical forecasting crisis

## Why this matters

These aren't just operational issues; they're symptoms of a deeper forecasting crisis. When your collections process lacks consistency and insight, it:

- Increases the cost of capital
- Lowers enterprise value
- Limits your ability to make confident decisions

## What's the ROI of getting it right?

Companies that modernize their AR processes see measurable gains:

**50%**

less time spent managing  
receivables

**25%**

faster payments = improved  
liquidity and working capital

**30%**

fewer past-due invoices =  
fewer surprises in forecasts  
and reporting cycles

## Ready to Turn Insight into Action?

No matter what your score, your next move is the same:

Book a free 15-minute consultation with one of our specialists.

### We'll walk you through:

- Where you're most exposed to forecasting risk
- How Laticrete, a global manufacturer with 12,000+ monthly invoices, eliminated forecasting blind spots by implementing systematic collections automation
- What results you could see in the first 90 days

[Book your 15-minute consult now →](#)