

Reduce Collections and Build Relationships with QuickFee Finance

CASE STUDY: FRAZIER & DEETER

Shawn Fowler,
CFO



CHALLENGE

Frazier & Deeter is an Inside Public Accounting Top 50 CPA firm that operates worldwide from headquarters in Atlanta, GA.

The firm's Days Sales Outstanding was **48 days**, creating operational inefficiencies and revenue risk. Limited payment options also hampered the client experience.

PRIOR TO USING QUICKFEE:

48 DAYS
DAYS SALES OUTSTANDING (DSO)

SOLUTION

Frazier & Deeter implemented QuickFee's flexible digital payment options: Finance, ACH and Card.

A short time after signing up, these payment options were embedded into Frazier & Deeter's e-invoices and placed on their website.

QUICKFEE'S PAYMENT OPTIONS:

+ **FINANCE**
+ **ACH**
+ **CARD**

RESULTS

Frazier & Deeter **reduced their DSO down to 17 days** on average.

Client experience improved due to the trifecta of offering Finance, ACH, and Card – allowing the client to select the best payment option for their needs.

AFTER IMPLEMENTING QUICKFEE:

17 DAYS
DAYS SALES OUTSTANDING (DSO)



QuickFee's been a lifesaver for us...They've helped us with ACH fees and Credit Card charges, and then also payment plans for our clients. Most of our clients have taken a 3 or 6-month option at nominal interest. **It's really been helpful for us to erase the pain point of collection issues.**

Shawn Fowler, CFO