

COGNIZANCE

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MD'S WORD

We have now entered the month of August 2022 and there are only 5 months left for this year to end. Traditionally, in the last 6 months we give more importance to collecting our credit sales. However, for the past few years we have moved from this mind set and give importance to both activities of Revenue Generation (Sales) & Collection on a monthly basis.

Sales that is not collected on time is not considered sales, until the amount owed is not collected then the product or service provided is considered free, this negatively impacts our profitability. Accounts receivable is the lifeblood of a business's cash flow. Accounts receivable indicates how much of the cash flow is held up in unpaid invoices. The collection efforts that are currently employed are simply not enough. Following are few things you can do to further strengthen your collection efforts in your respective branches.

· REGULAR TRACKING OF A/R PERFORMANCE

This is a no brainer, this activity should be performed each week. Respective Managers should sit with their teams discussing the Potential collection activity of the week and update the Branch Manager with the total figure that would be collected during that week. The concentration should be on the right hand side of the receivables (The Overdue amounts).

· CONDUCT CREDIT FACILITY REVIEWS PROACTIVELY

This is an important activity that should be performed proactively. This activity is a periodic assessment of our client's business credit profile with us. The primary purpose of a credit facility review is to determine if the potential business is a good credit risk or not. Sometimes during the review the potentially negative data is revealed. Mostly such review helps us making decision to sell more to client or stop selling altogether as we can gauge their ability to repay the debt or not.

· STREAMLINE THE INVOICE WORKFLOW

Accounts receivable often runs into problems when invoicing isn't handled effectively. From incorrect client information to the failure to send the invoice quickly enough, errors in your invoice workflow can lead to delays and stop you getting paid. It's also important to review when the invoices are sent out to the clients, as many a times an invoice is submitted late and it is entered into the client system a day or two later, creating a bottleneck that slows down the cash flow.

· CONFIRM RECEIPT OF INVOICES

This step comes after the invoice is submitted on time. In many of our branches we have Sales Executives who call in the client's office after a week of Invoice submission to confirm that the client's accounts department has entered the invoice in their system. A quick inquiry about the invoice receipt also provides you the chance to ask for feedback on the product provided, demonstrating your excellent customer service skills.

· ONSIGHT CUSTOMER VISITS TO KEY ACCOUNTS AND ACCOUNTS OF CONCERN

Create a Schedule for visiting the Key Accounts & Accounts of concern to understand their nature of business and why they are unable to pay on time. There can be a host of issues, maybe we had a mistake in the invoices that needs correction before they make a payment or they needed a clarification on the invoice or maybe they did not prioritize us in their payment cycles. A customer visit can come a long way in developing & strengthening the relationship with customers' accounts dept., this can help us in the future when dealing with payment issues. These visits are usually made with one of our Accounts Personnel, who could understand the issues better.

Saqib Altaf.

PRODUCT REFRESH ROCKFON

BEYOND ACOUSTICS AND DESIGN

Rockfon is a part of the ROCKWOOL Group, the world's largest producer of stone wool. Stone wool is a versatile material and forms the basis of all our businesses. We are the world leader in stone wool solutions, from building insulation to acoustic ceilings, external cladding systems to horticultural solutions, engineered fibers for industrial use, insulation for the process industry, and marine & offshore.

Rockfon is a leading supplier of acoustics ceilings, wall solutions, and grid systems that are responsibly sourced and produced, providing our customers with a complete ceiling system offering.

Their products address both important indoor environment requirements and design considerations.

Rockfon is well-known for its high aesthetics and key performance features with superior acoustic control, fire protection, humidity resistance, and optimum light reflection.

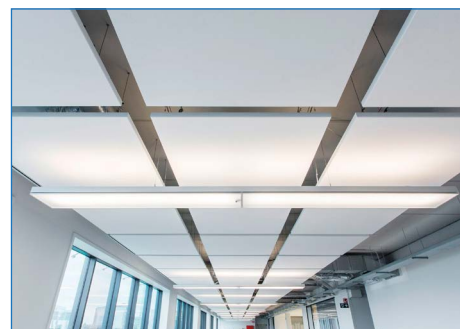
This ensures that Rockfon products are among the best performing, most cost-effective, and time-saving available.

With Rockfon, we are helping our clients to create a space that looks and sounds just right, whether it is a calming office, a bubbly restaurant, or a tranquil library. Rockfon beautiful acoustic solutions always create the perfect atmosphere. They're some of the most effective acoustic solutions on Earth.

Speaking of the Earth, they make all of their products with sustainable innovation and closed-loop recycling. So, our clients can enjoy a space that looks great, sounds great, and impacts our world.

It is a range of products inspired by beautiful colors and styles that improves visual comfort, reflect daylight, resist moisture, and repel bacteria. It drives continual innovation to transform human wellbeing.

It is a brand that expands our vision **to be the customer's first choice.**



PRODUCT REFRESH RAWLPLUG

RAWLPLUG®

Rawlplug is a globally recognized brand and market leader in an industry we helped create over a century ago. With more than 100 years of expertise in fixing, fasteners and Tools Rawlplug continues to be the brand of choice for both professionals and amateurs.

Rawlplug invented the first expansion plug, the first mechanical anchor, and the first drywall fixing, and their long and proud history of innovation continues.

UNITECH and RAWLPLUG share the same strong heritage and present ambitions

RAWLPLUG FIXING & FASTENER SELECTOR PRODUCT RANGE:

- ▶ Bonded Anchors
- ▶ Mechanical Anchors
- ▶ Lightweight Fixings
- ▶ Facade Insulation Fixings
- ▶ Roofing Insulation Fixings
- ▶ Passive Fire Resistance System
- ▶ Foams, Sealants and Adhesives
- ▶ Fasteners
- ▶ Direct Fasteners Solutions
- ▶ Power Tool Accessories
- ▶ Stapling, tacking, gluing

APPLICATIONS :

- ▶ Foundation, casting and concrete works
- ▶ MEP
- ▶ Main Steel Structure
- ▶ Secondary steel structure
- ▶ Internal finishing
- ▶ Façade



15 WAYS TO IMPROVE PRODUCTIVITY

CLICK BELOW TO WATCH VIDEO



<https://youtu.be/4h04mCYvj3Q>

5 VISUALS THAT WILL CHANGE YOUR MINDSET

10%

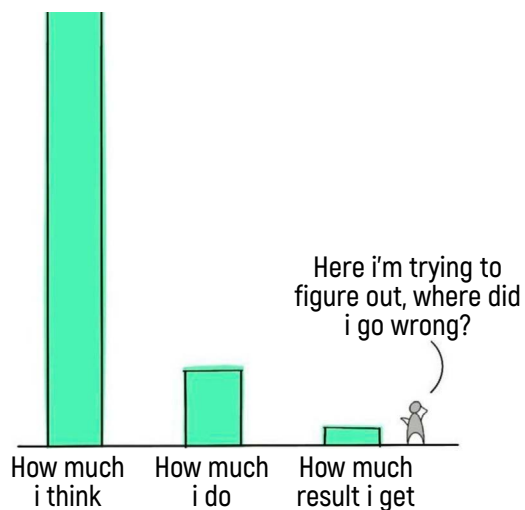


You won't let
this happen to
your phone

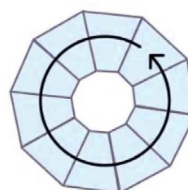
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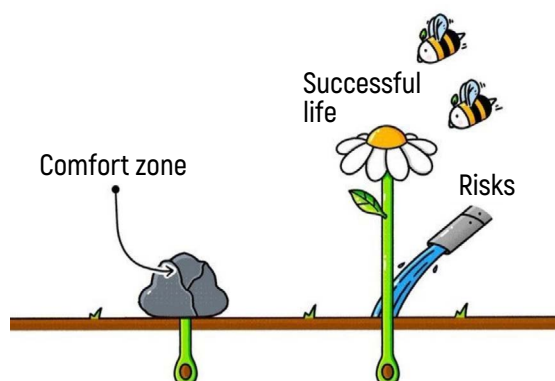
Then why do you let
this happen with
your mind?



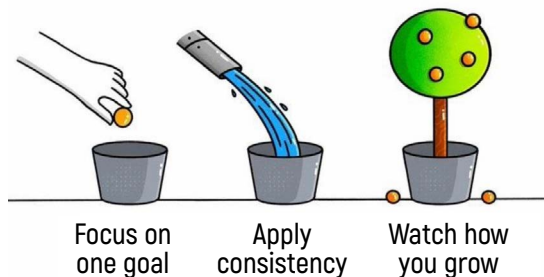
You're not going in
circles...



You just need to see
differently



Life is simple, but we insist on
making it complicated





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HAPPY HIJRI NEW YEAR,
WISHING YOU ALL A PROSPEROUS YEAR TO COME!

This is a side of the new year celebration at Jeddah Office.



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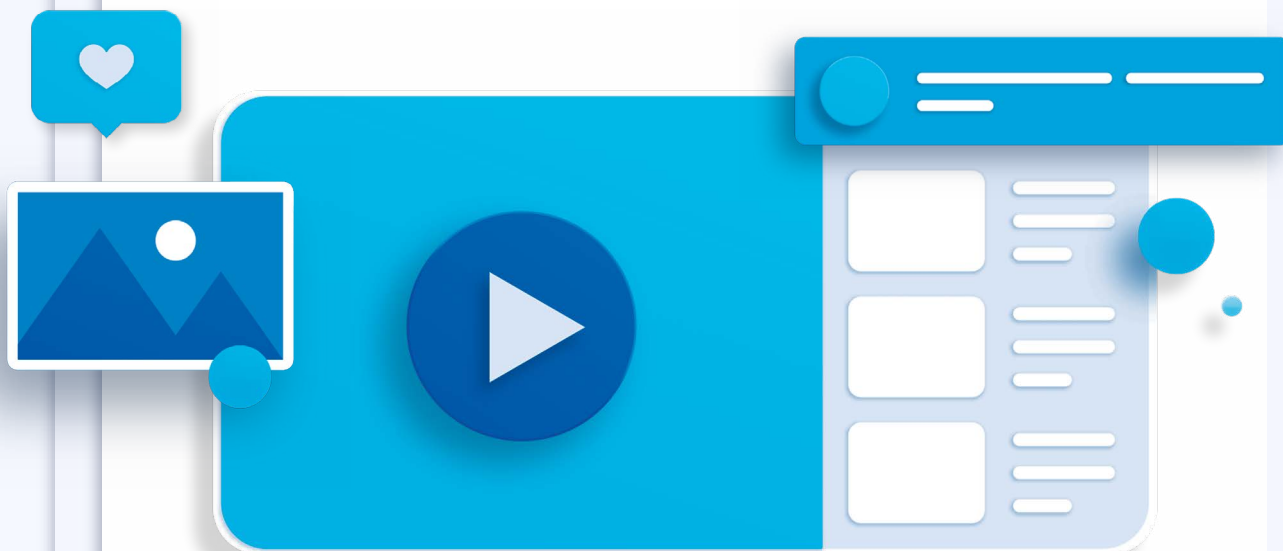
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The mission of our social media channels is to provide you with posts and short publications that will highlight the products, services, brands and teams that make up the Unitech family.

Follow Us, So you can be updated with our new developments, news and more...



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