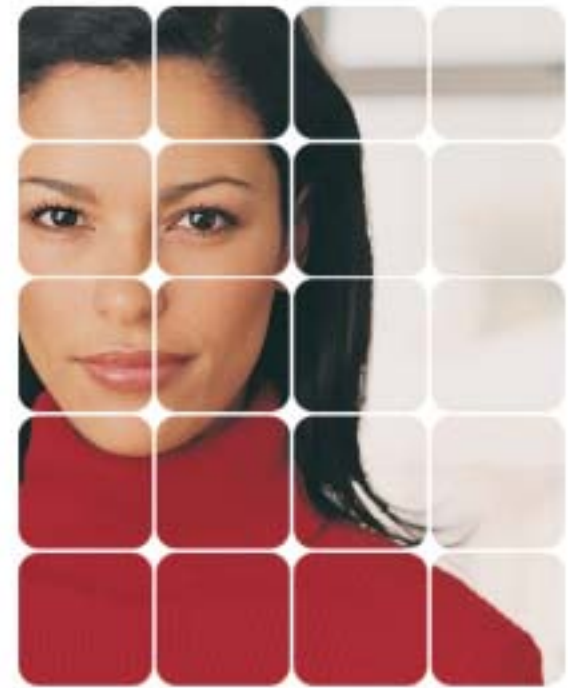


Finance & Accounting Survey Results

Name: R. Walker **Company:** Products, Inc. **Survey Period:** Jan 07 – Mar 07 **Survey Size:** 3,450

Questions	Your Input	Avg.	High	Low
General				
Does your company have a CFO?	yes	56.5%	n/a	n/a
How many Controllers do you have in your company?	1	.75	3	0
Do you have a head of Accounts?	yes	56%	n/a	n/a
Number of A/P staff?	4	2	6	2
Number of A/R staff?	3	2	4	2
A/P Information				
Number of invoices/payables received monthly?	2,300	2,150	5,600	850
Percentage of invoices received as:	Want this report?			
Paper?	85%	72%	100%	65%
Email?	10%	25%	45%	0%
Fax?	5%	16%	25%	0%
EDI?	0%	3%	27%	0%
Percentage of invoices paid by:	Take an online survey and get a personalized copy			
Check?	60%	55%	100%	42%
Electronic (credit card)?	30%	12%	75%	5%
Electronic (Bank)?	10%	7%	27%	1%
Percentage of invoices that are:	Click here or go to			
P/O?	60%	30%	70%	4%
Non P/O?	40%	55%	80%	6%
Average days to process an invoice (receipt to payment)?	27	18.56	35	10
Average payables amount?	150	75	350	60
A/R Information				
Number of invoices/receivables generated monthly?	2,300	2,150	5,600	850
Percentage of invoices delivered as:	Sample Report			
Paper?	85%	72%	100%	65%
Email?	10%	25%	45%	0%
Fax?	5%	16%	25%	0%
EDI?	0%	3%	27%	0%
Percentage of payments received as:	www.ffpglobal.net/survey.html			
Check?	60%	55%	100%	42%
Electronic (credit card)?	30%	12%	75%	5%
Electronic (Bank)?	10%	7%	27%	1%
Do you use a lockbox service?	yes	30%	n/a	n/a
Average days sales outstanding (DSO)?	27	18.40	35	10
Average receivables amount?	150	75	350	60
A/P & A/R Information				
On a scale of 1 to 10 (1 - not satisfied, 10 - satisfied) please rate the following:				
A/P Process:				
Cost?	6	5.3	8	2
Quality?	4	3.67	8	1
Control?	6	4.65	9	3
A/R Process:				
Cost?	7	6.3	9	3
Quality?	3	4.67	9	1
Control?	5	3.65	9	6
How much do you think it costs your company to process a payable (invoice receipt through payment)?	14	12	25	6
How much do you think it costs your company to process a receivable (invoice delivery through funds collection)?	20	18	30	16



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