



LUBRICATION TECHNOLOGIES, INC.

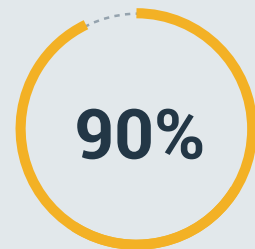
ACHIEVING A SMART, SCALABLE DIGITAL
TRANSFORMATION WITH AUTOMATED
COLLECTIONS MANAGEMENT



REDUCED AVERAGE
DSO BY 7 DAYS



CUT NUMBER OF
PAST-DUE AR IN HALF



ELIMINATED 90% OF
ALL INVOICE REQUESTS

BACKGROUND

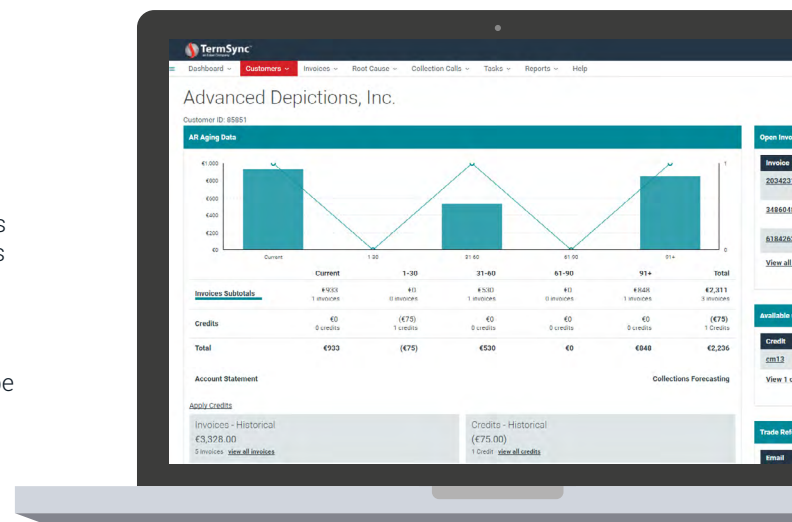
As a growing international petroleum distributor and marketer, Lubrications Technologies, Inc. needed a more effective way to manage its accounts receivable (AR) collections processes. The company's existing cloud solution, GETPAID, was failing to offer the level of reporting, support and foundational functionality that Lube-Tech was looking for as it continued to expand and evolve as a company.

"We realised our old way of managing collections simply wasn't going to improve," said Jason Lund, Credit Manager at Lubrication Technologies, Inc. "That was four years ago. Today, with Esker's Collections Management solution in place, we're now doing everything we couldn't do and more."

SOLUTION

After attending numerous credit conferences and looking into multiple vendors, Lube-Tech selected Esker due to the cost-effective and robust capabilities of its solution. One of the biggest goals Lube-Tech wanted to achieve was having the ability to assign customers via different branches and divisions within the company. Esker's cloud-based Collections Management solution, powered by TermSync technology, was able to seamlessly provide this.

"Before, we had little management visibility between product lines," said Lund. "Esker allows our team to access what we previously couldn't — quantifiable data that empowers us to be more effective in collections management."



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Jason Lund | Credit Manager | Lube-Tech

BENEFITS

Following its implementation of Esker's collections task management software, Lube-Tech has been able to quantify a number of benefits achieved. Among the more impressive of these include:



Reduced DSO by 7 days



Reduced past-due AR by 50%



Eliminated 90% of all customer invoice requests thanks to a self-service portal



Immediate ROI due to low upfront costs & no IT maintenance necessary



All but eliminated past-due AR over 90 days



Maintained headcount even as the company doubled in size



*"The visibility Esker offers not only allows our team to **collect faster and more efficiently**, it also helps us deduce where the improvement lies and why invoices aren't getting paid. It's simply a **great fit** for our company and does exactly what we need it to do."*

Jason Lund | Credit Manager | Lube-Tech

ABOUT LUBRICATION TECHNOLOGIES, INC.

Since 1925, Lubrication Technologies, Inc. has demonstrated an employee-first, customer-focused approach. As the Midwest's goto resource for advanced lubrication and energy solutions, Lube-Tech serves transportation, automotive, industrial, and small engine customers in over 70 countries. Based in Golden Valley, Minnesota, Lube-Tech has operations throughout the Midwest region, Shreveport, LA, and Langenthal, Switzerland. The company produces and distributes over 25 million gallons of lubricants and employs 400+ employees.