

### Lacklands

Lacklands is the largest independent photographic and accessories supplier in NZ with an inventory list including anything from home security systems to aerial imaging equipment to weather stations.

**Distributor  
Wholesale  
MYOB Exo**



## THE CHALLENGE

Fast growth meant a mounting list of overdue debtors. Keeping track of more than 1,000 small debtors and knowing when to call them was time-consuming and inefficient. In 2016, about 30 percent of debtors were overdue. With the Board wanting regular updates, the accounting team needed to find a way to improve debtor management and accounts receivable results.



## SOLUTION

- ◀ **Seamless integration** with their Myob Exo software, so ezyCollect elevates existing data.
- ◀ **Automated reminders** prompt overdue debtors to pay. A system-generated phone call list tells the team which debtors need a high-touch approach.
- ◀ **Workflows** give the accounts team a structured accounts receivable process and high visibility of every debtor and invoice.
- ◀ **Customisation** means Lacklands can exclude certain customers from the automation to suit how they choose to manage every debtor relationship.



## RESULTS

- ◀ 95 percent of debtors now pay on time.
- ◀ ezyCollect has reduced the accountant's personal workload by 60 percent.
- ◀ With data at their fingertips, the accounts team has more time to add value elsewhere in the business.
- ◀ "Our balance sheet has improved considerably, our debtors are down, and the Board has given me positive feedback about this," says Abhishek Sood, Lacklands' Assistant Accountant.

# LACKLANDS

brands, innovation, service

**"95 percent of debtors now pay on time." - Abhishek Sood, Assistant Accountant, Lacklands.**

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