



Transform accounts receivable management and optimize collections with FIS Revenue Insight

DISCOVER MORE



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Introduction

Anyone who supports the office of the CFO knows today's struggles across the entire money lifecycle: manual, error-prone processes, limited visibility, high-stakes security, clunky implementations, complicated integrations and the list goes on. For those who want to take finance to the next level – from a cost center to a true strategic advantage – it takes more than just better products.

It takes the visibility, insights, and innovation that let you maximize revenue, strengthen customer relationships, and transform business operations. It takes a compatible ecosystem with modern interfaces that fuel automation, cost savings, and operational efficiency. It takes a true strategic partner with global scale and expertise, who can grow along with you, helping you manage risk and operations, optimize cash flow and see ahead to what's next. Additionally, it takes the power of having one vendor for all your finance needs, providing seamless integration and consistency across your B2B payments processes.

In today's finance landscape, collection teams are frequently asked to do more with less.

Faced with budget constraints, collections teams need solutions that don't require increasing headcount or overheads. That's where predictive analytics models come into play. Accounts receivable departments are leveraging these models to enhance collection efficiency and proactively manage cash flow.

Discover the three key routes to unlocking the power of predictive analytics with Revenue Insight. This proprietary product from FIS® leverages AI and ML technologies to offer actionable insights into cash at risk, allowing businesses to proactively identify risk, accelerate revenue, improve overall customer relationships and drive business growth.



Cutting costs



Predictive analytics models forecast, with a high degree of accuracy, the customers that are most likely to pay and therefore most likely to return the highest yield.



It can also predict the lower-yield customers. These can be categorized and put in the hands of a collection agency, or sent for alternative, lower cost treatments.

Revenue Insight identifies **future delinquency** allowing companies to prioritize accounts for maximum cash flow with reduced processing costs.

Enhancing customer service

Great customer service leads to higher compliance.

Predictive models can identify low-risk customers who are likely to self-cure. For these customers, a light-touch approach—like gentle reminders via SMS or email—can be more effective and less intrusive. This results in fewer complaints and stronger customer relationships.



Using **Revenue Insight**, you can de-prioritize low-risk customers, allowing your team to focus on accounts that require direct intervention, ultimately lowering collection costs and fostering better client relationships.

Optimizing collections strategies




AI-driven analytics help balance staff workloads and highlight opportunities for reallocating resources.

They can also determine when to stop pursuing uncollectible accounts, helping you manage budget and resource constraints more effectively.

Optimized collection strategies can **directly influence critical KPIs** such as revenue leakage and days sales outstanding (DSO).

With **Revenue Insight**, businesses can see 5–15 days reduction in DSO and uncover new revenue growth opportunities.



Unlock the power of predictive analytics with FIS Revenue Insight

Conclusion

It's clear that predictive analytics is no longer a “nice-to-have” tool for collections teams. In today's competitive market, it has become an essential component for any successful collections strategy.

By leveraging the power of AI and ML, **Revenue Insight** can provide your business with cost savings, improved customer service and optimized strategies.

FIS Automated Finance is helping modernize the office of the CFO. With solutions like FIS Revenue Insight, driven by cutting-edge artificial intelligence (AI) and ML technologies, finance leaders can advise the business strategically, creating value and enduring collection strategies remain efficient and effective. Let FIS help you unlock the true potential of predictive analytics in collections and take your business to the next level.

Contact us today to learn more about how we can help streamline your collections process.

About FIS

FIS is a financial technology company providing solutions to financial institutions, businesses and developers.

We unlock financial technology that underpins the world's financial system. Our people are dedicated to advancing the way the world pays, banks and invests, by helping our clients confidently run, grow and protect their businesses. Our expertise comes from decades of experience helping financial institutions and businesses adapt to meet the needs of their customers by harnessing the power that comes when reliability meets innovation in financial technology.

Headquartered in Jacksonville, Florida, FIS is a member of the Fortune 500® and the Standard & Poor's 500® Index. To learn more, visit [fisglobal.com](https://www.fisglobal.com). Follow FIS on LinkedIn, Facebook and X (@FISglobal).



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