

DEVELOPING A "COUNTDOWN TO DELIVERY"

with Simon Littlewood and Mark Laudi

RIABU experts Simon Littlewood and Mark Laudi discuss how to put a "countdown to delivery" together, and how to stick to it

May 06, 2019 08:45 +08

Developing a "countdown to delivery"

Most customer interactions follow the same workflow. The customer places the order, you then deliver the product or service.

But if you don't include some of these critical actions in the lead-up to delivering, you will likely have to chase for payment later.

A "countdown to delivery" is a pre-emptive measure which gives you enough time to delay or stop delivery if the customer hasn't met their deadlines.

In this podcast, RIABU experts Simon Littlewood and Mark Laudi discuss how to put such a countdown together, and how to stick to it.

Click [here](#) to listen to the full podcast.

RIABU helps companies of all sizes – but especially SMEs – be first in line to get paid. We provide you with insights into the past payment conduct of prospects and customers, and how long they are likely to take to pay their invoices, based on the experiences of other suppliers. RIABU also helps you to get paid on time in the future, by giving you access to the RIABU Academy. There you can find expert advice, best practice guides, and peer forums to improve your policies and processes and ensure you get paid faster.

Contacts



Mark Laudi

Press Contact

Managing Partner

mark.laudi@riabu.com

(+65) 6223 2249