



AlexaPartners Debt Solution Ecosystem

Collection | Legal | Advisory

About AlexaPartners



- We founded in 2020 when the founders of Alexa partners in their respective careers noted that most of the corporate struggle with cash flows due to ineffective and low focus debt collections and zero focus on Bad Debt collections.
- Founders have decade-long experience working in complex business environments and geographies.
- Founders achieved the industry's best DSO and nil above 180 days outstanding by deploying best collection strategies.



Key Statistics

- INR 200Cr. Collection and Advisory Portfolio
- 100+ Collectors and Legal Professionals
- 60+ Cities in India & 40+ Countries outside India
- National and International Legal Assistance
- National and International call centre
- 75+ Indian and International corporates



Leadership Team



MANISH JAIN

Chartered Accountant, CFO, Vice President, Controllers, Group Revenue Assurance and Credit Control Head, Qess Corp, Airtel, VI, Aircel, Kalaam Telecom- Kingdom of Bahrain



VAIBHAV RANE

MBA Finance, Group Director, Vice President, Controllers, Global Revenue Assurance Head. Protiviti, Etisalat – Abu Dhabi, Tata, Airtel, BPL



SACHIN GUPTA

Chartered Accountant, CFO, Business Controllers, Head of Credit Collection, Blue Dart, Toll Logistics-Singapore, DHL, Conagra, LG.



NEETU JAIN

Neetu is an Advocate and Company Secretary and has varied experience in legal advisory, litigation matters, mediation, conciliation and commercial disputes.



NISHANT SINGH

Specialized in Forensic Investigations, Cyber investigation, Skip Tracing, Bank fraud investigations, Money laundering, and Theft investigations.



NARENDRA VAIDYA

Chartered Accountant, CFO & Director – Bharti Airtel-Sri Lanka, Principal Finance Controller – Bharti Airtel Gujarat, Finance Controller–Telecom(Seychelles) Ltd.

Solutions

- Bad Debt collection
- International Collection
- GST Collection
- EMD Collection

Success Fee

- Zero Days Collections
- Onsite & Offsite support
- Dedicated Team

End 2 End Collection

- End-to-End Legal
- Legal Filling & Management
- Existing legal cases migration

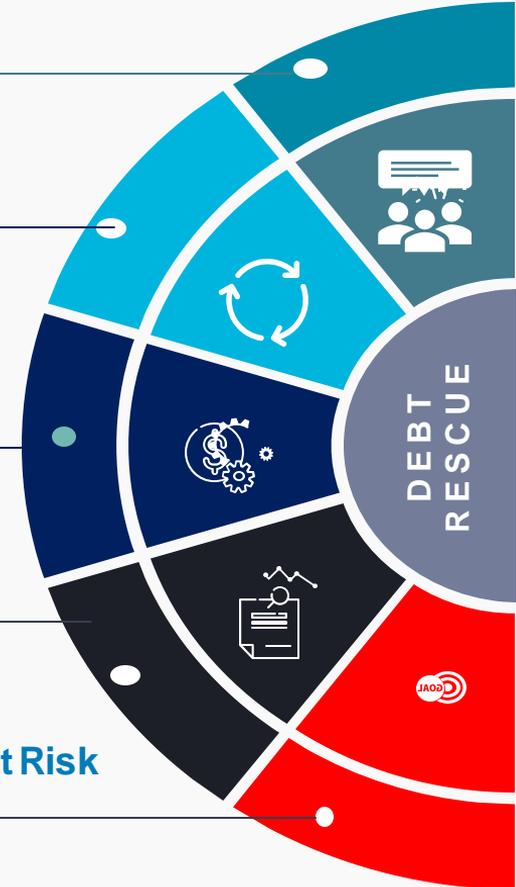
Legal Collection

- DSO Improvement
- Policies & Process Assessment
- KPI Design & Implementation
- Debtors Life Cycle Management

AR Advisory

- Skip Trace
- Forensic Investigation
- Credit Check & Credit Evaluation
- Address & Documents check

Skip Trace & Credit Risk



Why Us

Professional Collector Network

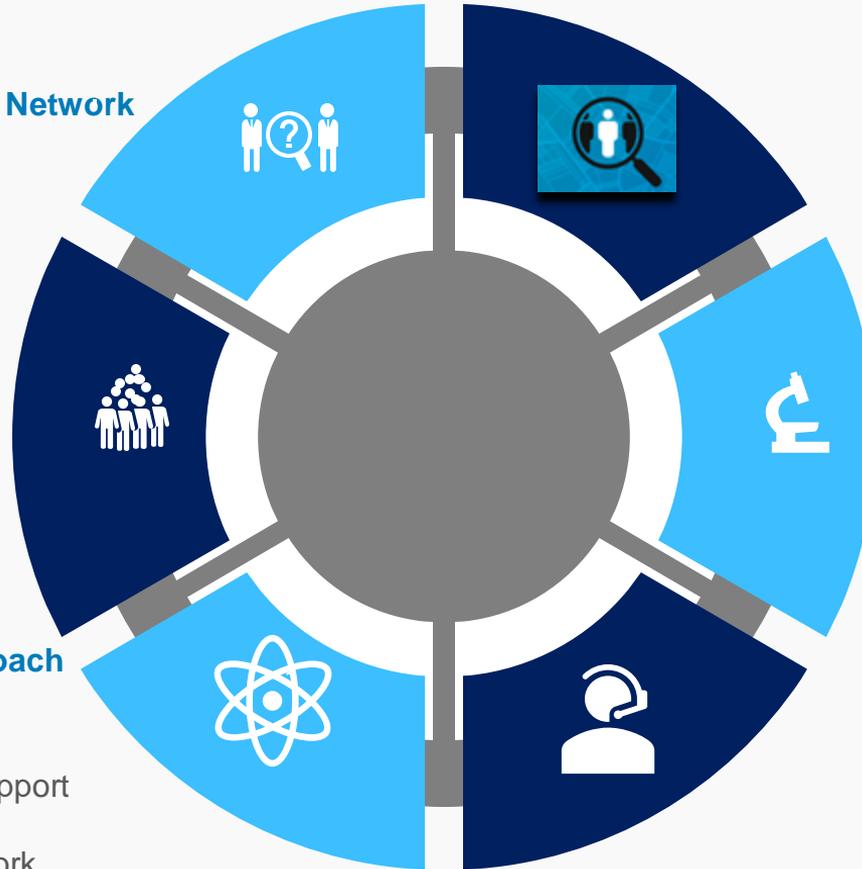
- Industry Expert with expertise in more than 180 days of collection

Strong follow ups

- Unmute customers
- Rigorous follow up
- Personal meetings
- Invoice wise discussion

Legal Integrated Approach

- Legal plus on-ground collectors
- Local police station support (if required)
- Usages of Cloud network (if required)



Quick Skip Trace

- Skip tracing from available sources
- Forensic investigations
- Credit Check & Credit Evaluation

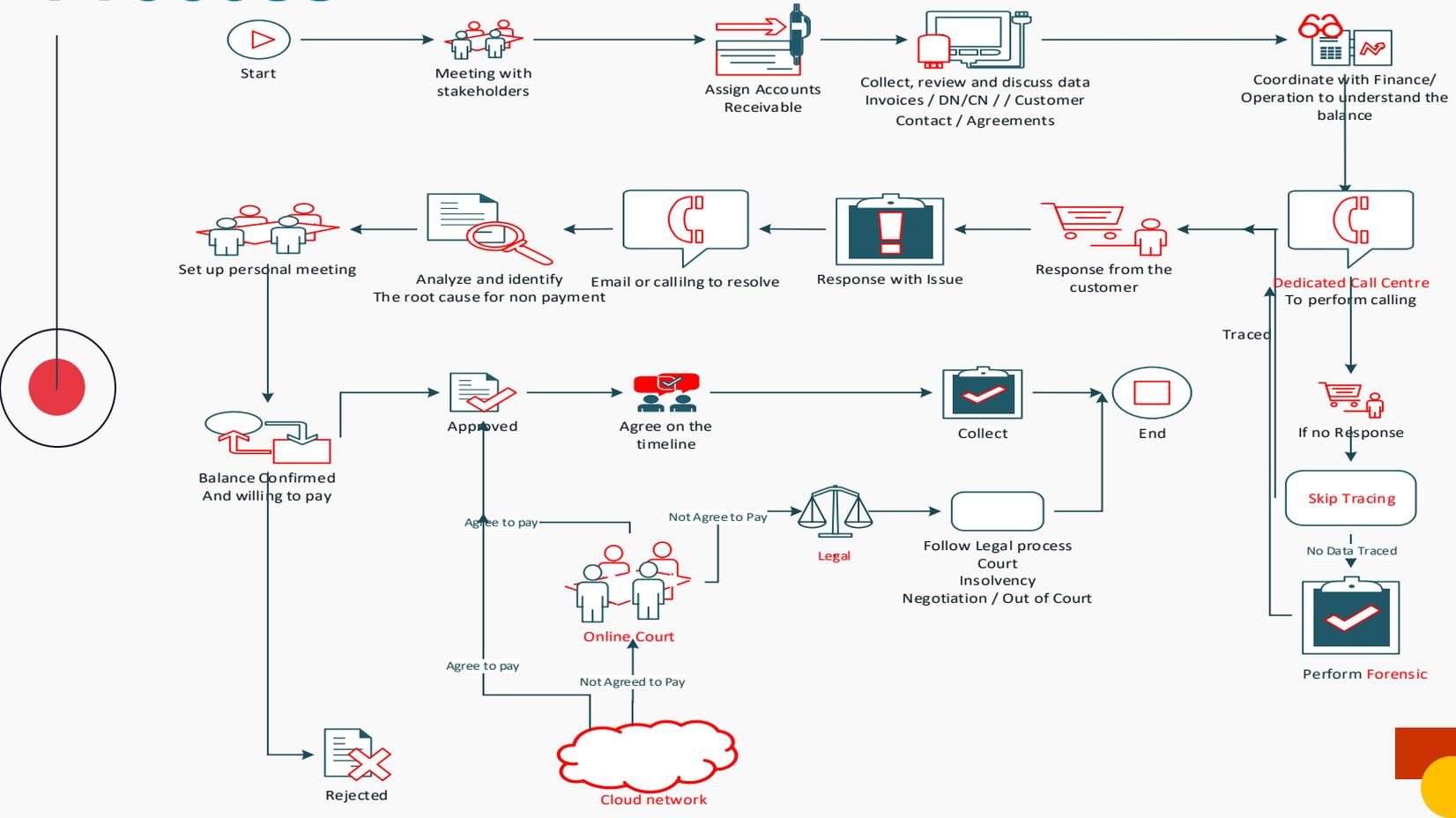
Innovative Method

- Industry-wise collection approach
- Understanding Problem-solving with applying ideas for alternative approach

Call Centre & Digital Adoption

- Know your customers – Adopt your language
- Centralize PMO & Decentralized collection

Process



Project Lifecycle



0-15 Days

- NDA
- Proposal
- Agreement - Signoff
- Data Collection & Analysis
- Understand History
- Customer Classification
- Strategy Approach
- Acceptance
- Stakeholder Involvement
- Project Roll out discussion and acceptance



15-30 Days

High Potential

- Email/Tele Calling
- Feedback Collection
- Reconciliation

Mid/Low Potential

- Email/Tele Calling
- Skip Trace (Optional)
- Legal (Optional)

Client Feedback/Response

- Reclassification
- High / Medium / Low
- Refine approach



31-90 Days

Positive Account

- Full payment or
- Instalment payments or
- Settlement then
- Payment collection &
- Payment Acknowledgment

Negative Account

- Non-Responding to customer
- Skip Trace Reports (Fixed Fee)
- Demand Letters (fixed Fee)
- Legal Approach (fixed Fee)

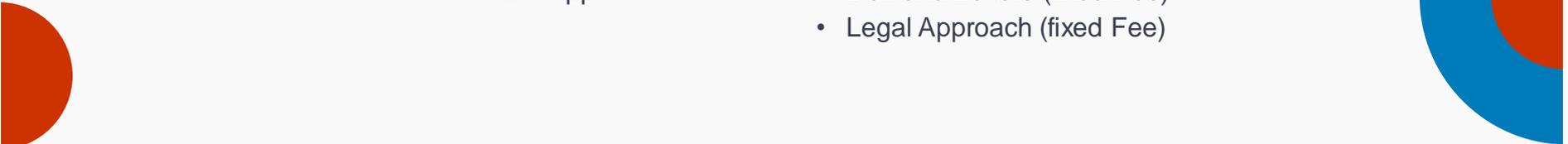


90 Days+

- Closing of all positive accounts

Negative accounts

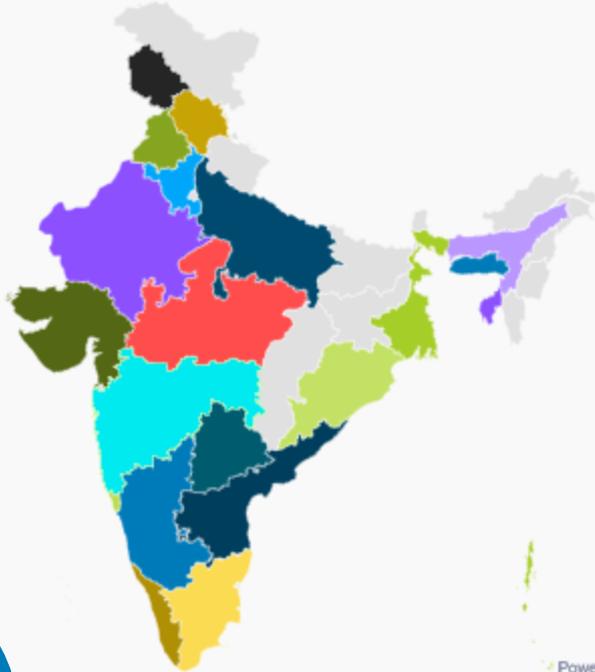
- Online Court
- Legal Action
- Surrender



← MIS, Progress Reporting, PMO Discussion, Key Decision →

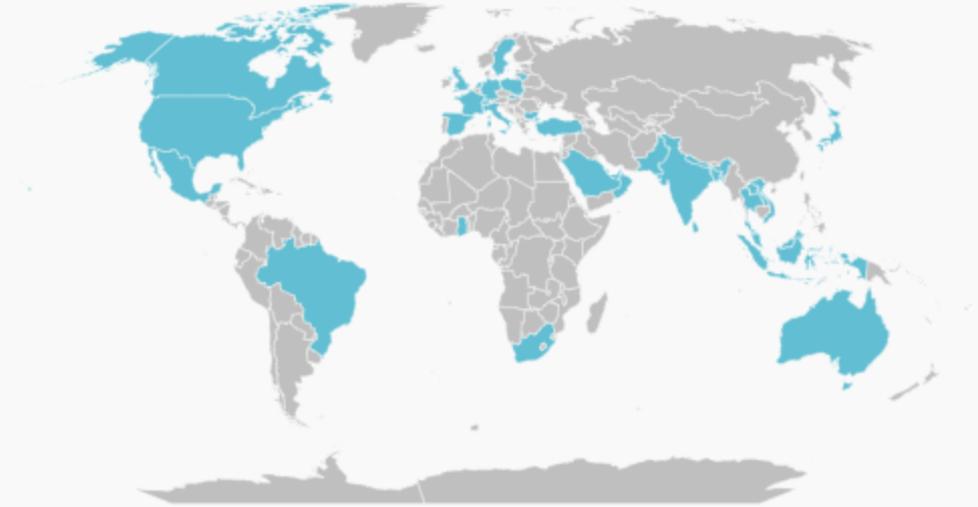
Our Presence

INDIA



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Industry Coverage & Engagement



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Thanks!

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