

**Fw: Fwd: appreciation from the MD : DSO v/s. COLLECTION : quality of AR**

1 message

**Peter Joseph** <tpeterjoseph@rediffmail.com>  
To: "tpeterjoseph@gmail.com" <tpeterjoseph@gmail.com>

Sat, J

Best Regards,  
Peter Joseph.  
Cellular # : 09930445077

Quality is never an accident; it is always a result of intelligent effort

From: Peter Joseph <tpeterjoseph@gmail.com>  
Sent: Wed, 17 Dec 2014 20:56:16  
To: tpeterjoseph@rediffmail.com  
Subject: Fwd: appreciation from the MD : DSO v/s. COLLECTION : quality of AR

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**From:** House, Paul (Gurgaon)  
**Sent:** Friday, March 19, 2010 12:26 PM  
**To:** Joseph, Peter (Mumbai)  
**Subject:** RE: DSO v/s. COLLECTION : quality of AR

Hey that is great Peter.

Tushar tells me you are also spending time with each business manager and their team walking them through what these reports means and what they can do practically to improve the. me updated as you do these and I can then follow up with the businesses too and reinforce your messages to them.

Regards,

**Paul House**  
Managing Director

SGS India Private Limited  
250 Udyog Vihar  
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Gurgaon 122 015  
Haryana, India

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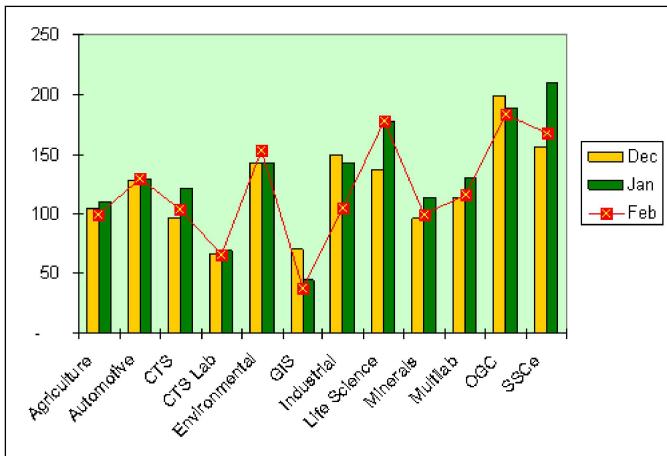
**From:** Joseph, Peter (Mumbai)  
**Sent:** Friday, March 19, 2010 10:55 AM  
**To:** Kumar, Sudhir (Mumbai 1); Vivekanand, N (Nagpur); More, Sundip (Mumbai); Kumar, Sudesh (Gurgaon); Paulson, N (Mumbai); Sebastine, Jose (Mumbai); Shetty, Shivananda (Gurgaon); (Chennai); Jogan, Shashibhushan (Mumbai); Yadlapalli, Sudhakar (Gurgaon)  
**Cc:** House, Paul (Gurgaon); Apte, Rajendra (Mumbai); Karnik, Tushar (Mumbai)  
**Subject:** DSO v/s. COLLECTION : quality of AR

Dear Sir,

The DSO per sector and location is attached for your review and records.

Please note the DSO levels are decreasing:

1. **Significantly** in INDv
2. **Considerably** in AGRI; MIN; SSCe
3. It been **maintained** / marginally decreased in CTS, CTS lab, Multi LAB & OGC
4. It has **increased** in ENVI and Life Sciences



#### INCREASE IN COLLECTIONS:

The most significant reason for shift in DSO is collections and FEB10 was a bountiful month.

We had rung the cash registers with INR 332 million (an increase of 37% over JAN10)

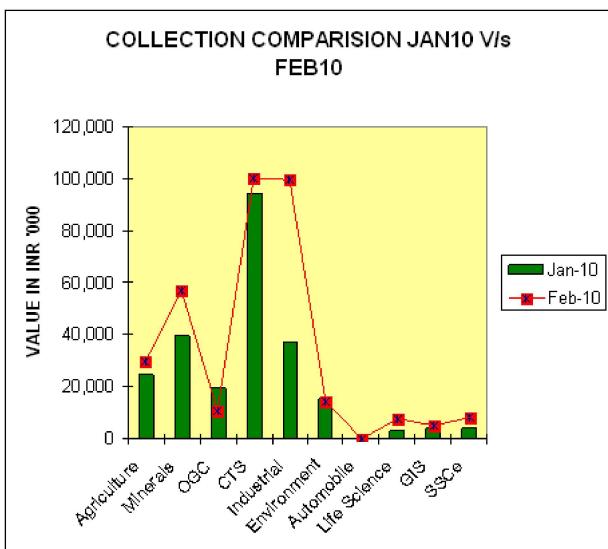
Pls. view the INCREASE in collections in:

**INDv**

**MINERALS** and

**CTS** considering their volume.

Their contributions have been stupendous.



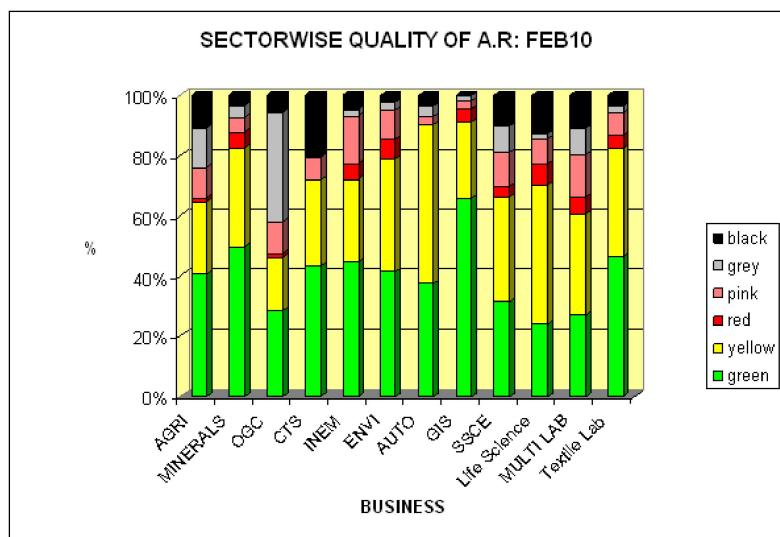
Yet; there is a long way to go; as the quality of our AR needs attention.

The legend in reading is categorized on the basis of its age bucket:

0-60 DAYS	= GREEN ZONE	271-365 DAYS	= RED ZONE
61-270 DAYS	= YELLOW ZONE	>1 YR < 2 YRS	= PINK ZONE

>2 YRS < 3 YRS = GREY ZONE

> 3 YRS = BLACK ZONE



We from credit control are in consultation with the sectors and have taken pivot projects in ENVI and INDv this month.

We have introduced a simple, effective and user friendly plan towards collection follow up and the same is under way.

**Our focus is to ensure each sector ends up the month with a WRITE BACK.**

We invite the sectors to share their issue based AR with us; for us to pitch in our contribution.

This could be as simple as sharing contact details of these clients and we having a telephonic discussion with the client.

We would need your advice and guidance in this regard and we are sure together we can surmount the task of attesting the DSO and bringing the same down in a structured manner.

**To refresh our target collections against estimated WRITE BACK for FEB10 we have a long way to go INR 15 million (approx).**

**Also, the forward charge for Q2 is huge in sectors indicated in RED below (as a %)**

**Estimated collections (> one year & Forward Charge)**

MONTH : Mar-10		(all values in IN.)										
Business	A.R > ONE year as on 29.02.2010	ESTIMATED COLLECTION FROM BAD DEBTS (> 1 YEAR)	CHARGE FOR MAR10	ESTIMATED COLLECTION AGAINST MAR10 Charge	ESTIMATED CHARGE / (WRITE BACK) @ PERIOD CLOSE	ALREADY COLLECTED FROM BAD DEBTS- already provisioned	ALREADY COLLECTED FROM MAR10 CHG. - Exp. Chg.	CHANGE IN CHARGE FOR MAR10	FORWARD CHG FOR APR2010	FORWARD CHG FOR MAY2010	FORWARD CHG FOR JUN2010	
Agri	22,715	200	427	55	172	246	192	(11)	289	69	542	
Mine	17,284	450	2,150	1,738	(38)	152	82	1,915	1,411	3,711	4,273	
<b>OGC - TOTAL</b>	<b>36,008</b>	<b>3,482</b>	<b>328</b>	<b>-</b>	<b>(3,154)</b>	<b>450</b>	<b>-</b>	<b>(122)</b>	<b>79</b>	<b>384</b>	<b>754</b>	
Marker	44,205	3,450	-	-	(3,450)	450	-	(450)	-	-	-	
Non Marker	(8,197)	32	328	-	296	-	-	328	79	384	754	
CTS	32,574	1,478	2,717	708	531	371	354	1,992	3,408	1,787	4,246	
<b>Industry</b>	<b>39,751</b>	<b>7,517</b>	<b>265</b>	<b>178</b>	<b>(7,430)</b>	<b>73</b>	<b>37</b>	<b>155</b>	<b>5,139</b>	<b>4,048</b>	<b>3,586</b>	
Envi	7,795	132	1,205	2,549	(1,476)	272	77	856	705	1,619	2,927	

Auto	135	-	(117)	-	(117)	-	-	(117)	19	8	-
Life	5,588	735									

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From: **peter joseph** <[tpeterjoseph@gmail.com](mailto:tpeterjoseph@gmail.com)>

Date: Mon, Jul 5, 2010 at 7:44 PM

To: [tpeterjoseph@rediffmail.com](mailto:tpeterjoseph@rediffmail.com)

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[Message clipped]

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Thanks and Best Regards,  
Peter Joseph.

Cellular #:09930445077.

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