

CFO'S GUIDE

TOP 6 BEST PRACTICES BENCHMARKS

- 1** DAYS TO BILL **5-7 days**
- 2** DAYS SALES OUTSTANDING **55-60 days**
- 3** AGING **over 180 < 5%
over 90 < 10%**
- 4** CASH POSTING **1 FTE =
\$5M - \$5.5M**
- 5** COST PER CLAIM **3.75% of cash
collected**
- 6** NET COLLECTION % **80-85%**

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