

# pencil.

## Use Case

How Alti Lighting fast track production & shipment by automating their deposits and pre-payments in Cin7 Core



## AT A GLANCE

### Use Case:

Alti Lighting

### Business Type:

Lighting Importer/Wholesaler

### Sells to:

Builders, architects, electricians

### Tech Stack:

- Cin7 Core
- Xero
- PencilPay

### Challenges:

- Incorrect deposit amounts
- Slow Payment confirmation
- Tough to reconcile

### Benefits:

- Faster deposit payments
- Less reconciliation time
- Next day settlement

## CHALLENGES

Importers, wholesalers, and manufacturers often don't have the exact products readily available for trade customers or consumers.

As a result, orders need to be placed or products manufactured, which introduces a lead time that can extend up to six months. To confirm these orders, a deposit or downpayment is typically required.

## PREVIOUS PROCESS

- Alti Lighting required a 50% down payment;
- Deposits were paid bank to bank, which often took days/weeks to be recognised & cleared;
- Customers often paid the wrong amount;
- Labelling issues meant payments were impossible to identify and hard to match/reconcile.

All of this slows down the process of import or production, extending the delivery date.

## THE SOLUTION

- Alti creates a sale in Cin7 Core & sets the deposit %.
- The customer receives the Cin7 Core PDF (Quote, Order or Invoice) template then clicks to pay the deposit amount by credit card.
- Alti receives an immediate payment confirmation.
- A credit note is automatically added to the sale in Cin7 Core & payment is recognised in a suspense account.