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Vengroff, Williams & Associates, Inc. Announces New BPO Solution for Midsized Global Organizations

Source MPO Addresses Need for Low-Cost BPO for Small to Midsized Companies

GARDEN GROVE, CA--(Marketwire - June 25, 2008) - Vengroff, Williams & Associates, Inc., a global provider of receivables management and business process outsourcing solutions, today announced a new low-cost in country solution for small to midsized corporations. Historically, midsized businesses have been limited in their ability to leverage BPO due to the costs and lengthy implementation times associated with full-scale outsourcing projects. With Vengroff, Williams and Associates, Inc.'s new solution, called Source MPO, fast-growth global companies have access to vast industry and business process expertise with best-of-breed technology and services to achieve critical business objectives such as optimal business performance, increased revenue, and productivity, enabling companies to devote more time and resources to their core businesses.

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According to a recent industry research report distributed by outsourcing advisory firm, EquaTerra, in which over 100 decision makers in 100 North America-headquartered organizations were polled and all respondent organizations had annual revenues between \$500 million and \$2 billion, mid-market organizations in North America today face many challenges. Pressures from a slowing economy, increased global competition and rising costs of doing business are just some of the major issues that exist in this market segment. While the challenges are similar to those larger businesses are facing, the means employed to address them are often different. Mid-market firms to date, for example, have been less likely to employ alternative service delivery models like shared services, information technology and business process outsourcing as part of their business improvement efforts. The situation is changing, however, as mid-market firms are expanding their use of outsourcing as a change enabler.

By combining extensive industry expertise, proven best practices, best-of-breed solutions and market-leading partners, Vengroff, Williams and Associates, Inc. offers low-cost, end-to-end solutions which enable midsized companies in specific vertical markets to quickly outsource various levels of onshore BPO back office including:

- Collections and Credit Management
- Deduction management
- Vendor and Payment Processing
- Receivables Management Solutions
- Talent Management
- Order to Cash Automation

"With this new solution we are significantly enhancing our BPO offering to the mid-market place," stated Mark Vengroff, CEO of Vengroff, Williams & Associates, Inc. "Clients are now able to leverage VWA's existing infrastructure, global operational centers, internal analytics and 45 year reputation, to bring proven practices into their service offerings. By partnering with Vengroff, Williams and Associates, Inc., these companies now have the opportunity to gain competitive advantage in today's economy where cash flow is pinnacle."

Vengroff, Williams and Associates, Inc.'s well-known domain expertise now enables small to mid-sized companies to have access to a broad-based outsourced solution typically not available to this segment of the market place. Additionally, this new solution reduces the cost of implementing and maintaining an in-house HR/FA solution and measurably improves the ROI on key metrics and talent management strategies. By combining BPO services with

robust technology solutions, mid-market corporations can begin to realize enormous cost and process improvements, while still ensuring maximum visibility across the enterprise, as well as compliance with internal controls and external regulatory requirements.

About Vengroff, Williams & Associates, Inc.

Founded in 1963, and with \$23 billion dollars under its management, Vengroff, Williams & Associates is a leading provider of receivables management business process outsourcing (BPO) solutions for Fortune 1000 companies such as Ford Motor Company, Federal Express, Kodak, Microsoft, Yamaha and others. Applying state-of-the-art proprietary information systems, best practice work flow and people to realize cost reductions, operating efficiencies, and improved process design, Vengroff, Williams and Associates' approach enables clients to easily insource or outsource all or part of the quote-to-cash function. Solutions are customized to each client's requirements or expanded to incorporate specialized tools and SAS 70 compliant processes and procedures. Services include full order to cash processing, third party collections, EIPP systems, deduction management, dispute management, auto cash solutions, front-end risk mitigation, and tax resolution. Named a Top 21 enterprise-level FAO service provider by FAO Today Magazine and to the Global Services Top 10 in the FAO Category, to learn more about the award-winning Vengroff, Williams and Associates, please visit www.vwainc.com or telephone (866) 393-4892.

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