

成功個案 Successful Case

代表一亞洲珠寶手飾製造商追討一筆在歐洲約美金\$250,000的逾期賬款
欠債公司於3個月內償還超過70%賬款！

業務性質	: 亞洲珠寶手飾製造商
RMS提供的服務	: 海外商賬追收服務
追收結果	: 經過3個月的磋商，為客戶成功追回超過70%賬款
Industry	: Asian Jewelry Manufacturer
RMS Solution	: International Collection Services
Results	: Resolved within 3 months of placement with over 70% of overall debt is collected

個案背景 Case Background

客戶花費大量資源及時間向一歐洲買家追討一筆逾美金25萬的貨款，經過八個月的磋商仍未見成效。疲弱的環球經濟狀況令欠債公司陷入嚴重財政困難，更考慮申請清盤。去年RMS HK開始代表客戶與欠債公司進行洽談。

Client has spent heaps effort and cost in collecting a large unpaid debt in an amount of US\$250,000 from an Europe buyer for over 8 months with no response or success. The debtor encountered serious financial difficulties caused by global economic depression and considered to go into liquidation. Consequently, client approached RMS HK for assistance last year.



RMS: 成功解決方案

由於欠債公司正考慮申請清盤，所以RMS HK立即與欠債公司展開洽談。經過數回磋商後，RMS HK成功為客戶爭取到最佳的清還債務方案。

催款信函：以RMS的名義發出多封催款信函，令欠債公司正視還款的迫切性

商賬追收服務：由RMS的專業及曾接受追收培訓的商賬管理專員與欠債公司進行洽談

RMS Solution

As the debtor is considered to go into liquidation, so RMS HK took immediate action to negotiate with the debtor. After several rounds of negotiation, RMS HK was strived the best payment plan for the client successfully.

Debt Alert Collection Letters: A series of letters with powerful messages were issued to increase the demand for payment

Third Party Collection Services: Phone calls made under RMS name to the debtor by professional and well-trained collectors

追收結果 Results

RMS HK成功於3個月內與欠債公司達成清還債務協議！

➤ 欠債公司最初只答允清還50%債務，RMS HK竭力為客戶爭取最佳的清還債務方案，最終欠債公司答應於3個月內償還超過70%債項

➤ 過程由RMS HK監管以確保賬款依照清還債務方案進行

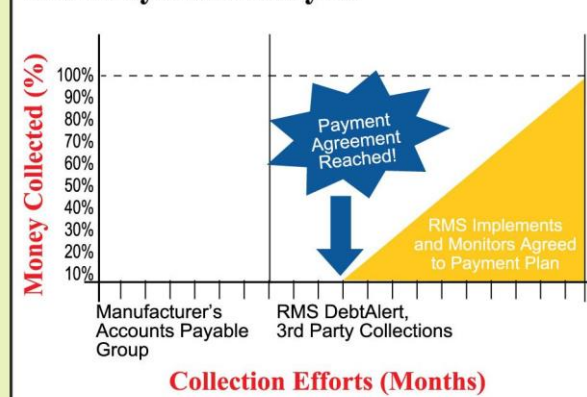


RMS HK successfully negotiated a mutually agreeable payment plan within 3 months!

➤ Debtor only agreed to repay 50% of the debt during the initial negotiation. RMS HK devoted full effort to fight for the best payment plan for client and finally resulted in over 70% of the debt being settled within 3 months

➤ The entire payment process was monitored by RMS HK

Debt Payment Analysis



RMS 的優勢

全球歷史 170 年	建基香港 40 年	全球員工 45,000 人	追收網絡覆蓋 190 多個國家
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