

### With *zlien*, Graybar took control of its lien rights.

Before *zlien*, Graybar struggled with the following:

- Escalating costs of lien and bond claim compliance
- Increasing numbers of slow-paying or defaulting accounts
- No organized system for sending preliminary notices
- No awareness of approaching notice deadlines

With *zlien*, Graybar achieved...



Graybar is an employee-owned Fortune 500 company that furnishes electrical and telecommunication materials. With its network of more than 240 North American distribution facilities and construction projects all over the world, Graybar faces varied rules and regulations that complicate mechanics lien compliance.

#### Visibility

Comprehensive platform makes managing and organizing lien and notice documents easy. The queue provides a prioritized list of actions while search and filtering options facilitate organization.

#### Automation

Automatic deadline tracking in all states allows Graybar to stay on top of all deadlines. Customized preferences can be set to automatically send preliminary notices on all projects.

#### Analytics

Detailed reports and A/B testing measure how process impacts A/R, and empowers management to optimize lien policy and reduce the number of slow-paying or defaulting accounts.

### These improvements to Graybar's lien process and policy led to tangible results.

Graybar saw a 600% decrease in defaulting accounts from 2011 to 2012 after adopting *zlien*. The platform enabled Graybar to implement a consistent and thorough preliminary notice policy that secured lien rights and promoted faster payment.

600%

A circular graphic with a blue border containing the text "600%".

By adopting *zlien's* platform, Graybar took control of its lien rights. Since they were able to track, organize, and view projects and deadlines, the company was able to take on more projects with confidence that it would get paid.