

## Case Study

Accounts receivable (AR) automation is making a positive impact on commercial and residential construction companies. From automating payment reminders to reducing DSO, Bill360 is improving the financial health for companies like White Wolf Septic & Portables.



**INDUSTRY:** Commercial & Residential Construction

## How Bill360 Helped White Wolf Septic & Portables Reduce DSO by 77%

### OVERVIEW

Cash flow is the lifeblood of any construction company. Effective AR management is critical to keeping the crews moving. Pay apps must be submitted accurately, follow-ups need to be relentless, and every payment must be reconciled with your project costs and accounting system.

Staying on top of the paperwork while managing a build is a massive challenge. That's why construction firms looking to protect their margins and tighten their billing cycles are turning to AR automation platforms like Bill360.

### DESIRED OUTCOME

To accelerate their financial health and create efficiencies within their accounting team, White Wolf was in search of a solution that would allow them to achieve these goals:



#### REDUCE DSO

Improve overall cash flow by speeding collections and eliminating the costs associated with credit card terminals.



#### ACCEPT DIGITAL PAYMENT

Reduce the number of late-paying customers by providing access to digital wallets and new payment methods.



#### AUTOMATE AR

Simplify workflows to automate manual tasks like invoicing, collections, and reconciliation.



## CHALLENGE

White Wolf Septic & Portables encountered persistent delays in payment collection due to manual accounts receivable processes. High DSO, inefficient card processing, and limited payment flexibility resulted in slow cash flow and increased administrative burden. Manual credit card transactions took substantial monthly time, while high terminal fees and extended payment cycles created operational challenges that hindered growth.

White Wolf Septic & Portables, a leader in portable sanitation solutions, faced mounting challenges with their accounts receivable processes. Reliant on manual invoicing and collections, the company struggled with delayed payments and limited payment options for customers. Extended DSO, at 69 days, strained cash flow and required the billing manager to spend half a day each month manually processing credit cards for over 75 customers. High fees from underutilized credit card terminals and inefficiencies in their billing workflow further compounded operational obstacles, limiting White Wolf's ability to scale and optimize their financial operations.

## SOLUTION

### White Wolf Adopts Bill360 for AR Automation

Located in Massachusetts, White Wolf Septic & Portables is a provider of portable sanitation solutions, specializing in porta potty rentals for job sites, homes, local towns, parks, and transfer stations.

Seeking a comprehensive solution, White Wolf Septic & Portables evaluated their options for automating and modernizing AR operations. Bill360's accounts receivable automation platform stood out for its seamless integration, embedded payments, automated workflows, and real-time DSO tracking. The decision to adopt Bill360 was reinforced by its ability to automate customer invoicing, streamline payment acceptance, and reduce manual intervention.



Dorothy DeBella, Billing Manager at White Wolf said, "The biggest chunk of time it saves me is it was taking me a solid half a day every month to manually run credit cards for about 75 customers using a terminal at my desk. That alone is a huge time saver for me."

The onboarding process was smooth, and White Wolf quickly began leveraging features like batch invoicing, automated reminders, and customizable payment thresholds, transforming their AR processes and customer experience.

# RESULTS

After implementing Bill360's AR automation, White Wolf Septic & Portables achieved a 77% reduction in DSO—dropping from 69 days to just 16 days between July 2025 and March 2026. The platform's automated workflows, integrated payment options, and customizable reminders streamlined collections, eliminated manual credit card processing, and automated customer invoices for a large portion of the company's clients. In addition, the White Wolf staff saved more than four hours per month by leveraging automation. These changes significantly improved cash flow, reduced administrative overhead, and enhanced the billing experience for both staff and customers.

The greatly improved cash flow, lower administrative costs, and a more efficient billing cycle empowered White Wolf to focus on growth and service delivery.

- 01 | Streamlined the Collections Process
- 02 | Saved Time by Automating Tasks
- 03 | Reduced Days Sales Outstanding (DSO)



## FROM OUR CUSTOMER

“The amount of time waiting to get paid went from 69 days down to 16 days. I’m thrilled. It’s amazing results. The experience has been fantastic beginning to end.” – Dorothy DeBella, Billing Manager, White Wolf Septic & Portables

**Get paid faster with Bill360.**

Discover how AR automation can help your company improve cash flow in as little as 30 days.

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