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Kaulkin Ginsberg Conducts Study For ARM Industry

Participating companies analyze their own standing within the ARM marketplace and monitor industry trends.

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Kaulkin Ginsberg, a strategic advisory firm, is conducting an ongoing operational benchmarking study for the accounts receivable management (ARM) industry. The research addresses three quantifiable areas of participating collection agencies' operations, including staffing, company financials, and collection statistics.

The study, available to all [insideARM.com](#) members, has already produced some revealing results. Thus far, the survey reflects that for the twelve month period ending on June 30, 2006, the average collector brought in nearly \$655,162 in gross revenues. This figure was calculated by dividing the gross collections for each company participating in the study (gross collections are total recoveries, including payments to creditors) by the number of collectors on staff, and taking the overall average. The median gross revenue taken in by collectors during this same period was \$400,774.

Twenty-two companies participated in this phase of the study, including Asset Management Outsourcing, H&R Accounts, IC System, MRS Associates, and West Asset Management. ARM revenues of participants averaged \$26,616,186, and ranged from \$800,000 to well over \$50 million

All participants sign confidentiality agreements. The results of this study are returned to participants in aggregated form, and none of the reported information is attributable to specific companies.

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