

Rimilia awarded Microsoft co-sell status

Submitted by: Rimilia

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-Financial automation specialist gains strategic sales status -

10 October 2018 – Rimilia (<https://www.rimilia.com/>), a developer of intelligent automated financial solutions, has achieved co-sell status with Microsoft Corporation as an Independent Software Vendor (ISV), recognising the viability, relevance and maturity of Rimilia's Alloc8 product set.

The new co-sell status follows Rimilia's successful completion of the Microsoft ScaleUp program (<https://startups.microsoft.com/en-us/scale-up/>) (previously known as Microsoft Accelerator), part of the Microsoft for Startups (<https://startups.microsoft.com/>) programme that connects companies with Microsoft customers and channel partners.

As a new Microsoft partner, Rimilia will engage in strategic joint sales initiatives with Microsoft's global sales team, including specific activities to engage and influence Microsoft's enterprise customers.

Rimilia's Alloc8 software (<https://www.rimilia.com/software-page/>) automates the accounts receivables process for organisations to control their cash flow and cash collection. Based on machine learning, artificial intelligence (AI) and sophisticated analytics, Rimilia Alloc8 automates cash allocation and reconciliation, creates dynamic credit management strategies, and predicts customer payment behaviour.

Rimilia Alloc8 runs on Azure platform and Rimilia is deploying an increasing number of customers onto the Microsoft Azure application service, delivering enhanced security, resilience, scalability and responsiveness.

Rimilia will engage and educate Microsoft's global sales force on the benefits of Rimilia's Alloc8 financial automation software.

Steve Richardson, cofounder and COO for Rimilia (<https://www.rimilia.com/about-us/>) said: "This is a highly valuable and proud achievement for Rimilia. It opens up a raft of new channel and sales opportunities while reinforcing the position of our accounts receivable platform as the global lead in machine learning. We look forward to a successful partnership that supports our strategic growth plan."

Warwick Hill, managing director Western Europe, Microsoft for Startups (<https://uk.linkedin.com/in/warwickhill>), said: "We are proud to support Rimilia and have enjoyed working with the Rimilia team to become co-sell ready. Rimilia and its AI solution has the potential to transform operational efficiencies inside the CFO's office which can only be good news for both Rimilia's and Microsoft's clients alike."

About Rimilia

Rimilia provides intelligent, automated financial solutions which dramatically improve cash allocation, remittance services and credit collection processes.

Harnessing machine learning, predictive analysis and artificial intelligence, Rimilia enables corporates, lockbox providers and Fortune 1000 businesses to increase throughput, resolve unaccounted payments, gain transparency of transactions, and apply valuable predictive insight and dynamic decision-making into payment processes.

Rimilia's Alloc8 software automates the manually intensive process of matching payments with expected receivables with auto-matching rates up to 94 per cent, dramatically improving the quality and speed of cash allocation and revenue recognition. Customers include Adecco U.K., Avis, Biffa Waste Services, Hitachi, TalkTalk, and Wesco Aircraft.

Founded in 2008, Rimilia is headquartered in Bromsgrove, U.K., with U.S. offices in Richmond, Virginia. Investors include Eight Road Ventures (<https://eighroads.com/en/>) and Kennet Partners (<https://www.kennet.com/>). It employs 98 people and is privately held.

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