



Malta Association of Credit Management
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The Malta Association of Credit Management launches its revamped website

www.macm.org.mt

In view of the economic and commercial turmoil that the business community has experienced during the year 2008, the Malta Association of Credit Management (MACM) has been proactive by improving its services and systems provided to its members.

All enhancements were made upon the suggestions of the members themselves in order to ensure high quality standard and to meet the various demands of the Maltese creditors.

Keeping in mind the importance of sound profit and efficient cash flow management, the revamped website features a wide variety of content and introduces new interactive and unique tools for the MACM users.

Creditors need timely information pertaining to credit management to analyse and monitor, on a daily basis, the risks associated with credit, thus evaluating the credit worthiness of their existing and potential debtors. Credit information can also help to build and sustain long-term customer relationship, which is critical to all businesses, especially during the current commercial situation.

The Members' Area, which can only be accessed by MACM members with a unique log-in and password, provides pertinent information, whilst it gives access to credit management tools, such as Daily Monitoring of Debtors, Financial Ratios Calculation, and Credit Scoring.

Through the MACM website, the Maltese business community can also request comprehensive and cost-effective Credit Reports on companies registered all over the world. MACM is the local representatives of Graydon International.

Graydon International is one of the leading database information providers specialising in credit risk management. The company helps clients reduce the uncertainty of doing business by providing a complete, differentiated and high-quality package of credit risk management services. Graydon provides access to credit information and reports on companies in more than 130 countries worldwide. The Graydon group is owned by Atradius, Coface and Euler Hermes, three of Europe's leading credit insurance organisations.

Thus the information available by MACM assists the local business community in:

- *Minimising the risk associated with trade credit,*
- *Introducing procedures and controls to avoid bad debts,*
- *Being professional and consistent in taking credit decisions,*
- *Controlling of credit management processes,*
- *Enhancing long-term customer relationship,*
- *Improving customer retention.*
- *Identifying financially solvent prospects,*
- *Turning credit risk into credit rewards.*

Legal obligations and implications were kept in mind at all times in order to assist in complying with the Data Protection Act.

The Malta Association of Credit Management (MACM) is a not-for-profit organisation, providing a central national organisation for the promotion and protection of all credit interest pertaining to Maltese businesses.

MACM represents the credit profession across all economic sectors. It is a centre of expertise for all matters relating to credit management in Malta. MACM offers a range of services to the local creditors, including, credit management information systems, credit management education, training, conferences, seminars, and lobbying activities. It is the ICM (UK) accredited Training Centre for Malta. MACM is a member of the Federation of European Credit Management Associations – FECMA.

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