Maximum exposure to a late customer · What if the process stalls?

For: Paušalni obrt · Obrtnici · j.d.o.o. · d.o.o.

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Applicability: According to the profile and circumstances of the described case.

Before suspending delivery, check the contractual rights and notify the buyer.

When a plan meets an obstacle

Estimate the total value of overdue invoices, open orders and expenses you still need to pay.

Keep a running record of the open balance per customer and the schedule of actions under the contract.

Working example · Maximum exposure to a late-paying customer

Simulate the consequences if the largest customer fails to pay during this period.

Specific next steps

1. Estimate the total value of overdue invoices, open orders and expenses you still need to pay.
2. Keep a running record of the open balance per customer and the schedule of actions under the contract.
3. For new orders, consider an advance payment or shorter confirmed milestones.

Limits of application

Apply the guideline to your documents and working methods.

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