

How Runn AI Helped an 11-Branch Pest Control Company Recover \$180K+ in Month One

A FieldRoutes-based pest control operator used Runn AI to collect on accounts more than 2 days past due, reaching a 57% recovery rate across 2,110 past-due accounts.

\$180K+ past-due revenue recovered in month one	57% recovery rate achieved	2,110 past-due accounts worked	< 1 week FieldRoutes integration
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<p>The Problem</p> <p>The company operates 11 pest control branches and wanted a more aggressive, consistent way to collect on accounts that were already past due.</p> <p>Instead of waiting 30+ days, this customer asked Runn AI to work accounts that were more than 2 days past due. That created a much larger, faster-moving AR recovery opportunity across the organization.</p> <p>Their manual process was similar to the prior case study: each branch could tie up roughly \$360/week in collection-call labor capacity, with a lower manual recovery rate than Runn AI ultimately achieved.</p>	<p>The Runn AI Solution</p> <p>Runn AI integrated with the company's existing software, FieldRoutes, in less than one week.</p> <p>Once connected, Runn AI began outreach on eligible past-due accounts across all 11 branches, helping the company pursue overdue balances earlier and more consistently.</p> <ul style="list-style-type: none"> - Automated outreach for accounts more than 2 days past due - Scaled collection workflows across 11 branches - Tracked recovery performance across thousands of accounts
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Month-One Results

In the first month after implementation, Runn AI collected over \$180,000 across 2,110 past-due accounts, achieving a 57% recovery rate. The customer reached these results after a sub-one-week FieldRoutes integration.

Metric	Before Runn AI / Manual Process	After Runn AI	Business Impact
Recovery rate	Lower manual recovery rate	57%	Higher recovery on eligible past-due accounts
Accounts worked	Manual branch-level follow-up	2,110 past-due accounts in month one	Collection activity scaled across 11 branches
Recovered revenue	Manual collections only	\$180K+ collected in month one	Immediate cash recovered from overdue balances
Labor capacity	\$360/week per branch	\$3,960/week across 11 branches	Approx. \$17.1K/month or \$205.9K/year in branch labor capacity

<p>Labor Capacity Math</p> <p>\$360/week per branch x 11 branches = \$3,960/week in collection-call labor capacity.</p> <p>Using a 4.33-week month, that equals approximately \$17,147/month, or about \$205,920/year of annualized branch labor capacity that can be redirected away from manual collection calls.</p>	<p>Partner Takeaway</p> <p>Runn AI gives pest control operators and their partners a high-leverage AR recovery layer: fast integration, earlier follow-up, scalable outreach, and measurable recovered revenue across multiple branches.</p> <p>For partners, this is not a nice-to-have tool. It is a revenue recovery product customers can understand immediately.</p>
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Note: Results are based on an anonymized 11-branch pest control customer using FieldRoutes. "Past-due accounts" refers to accounts more than 2 days past due that were included in Runn AI outreach during the measured period. Labor capacity is calculated from the customer-provided estimate of \$360/week per branch.