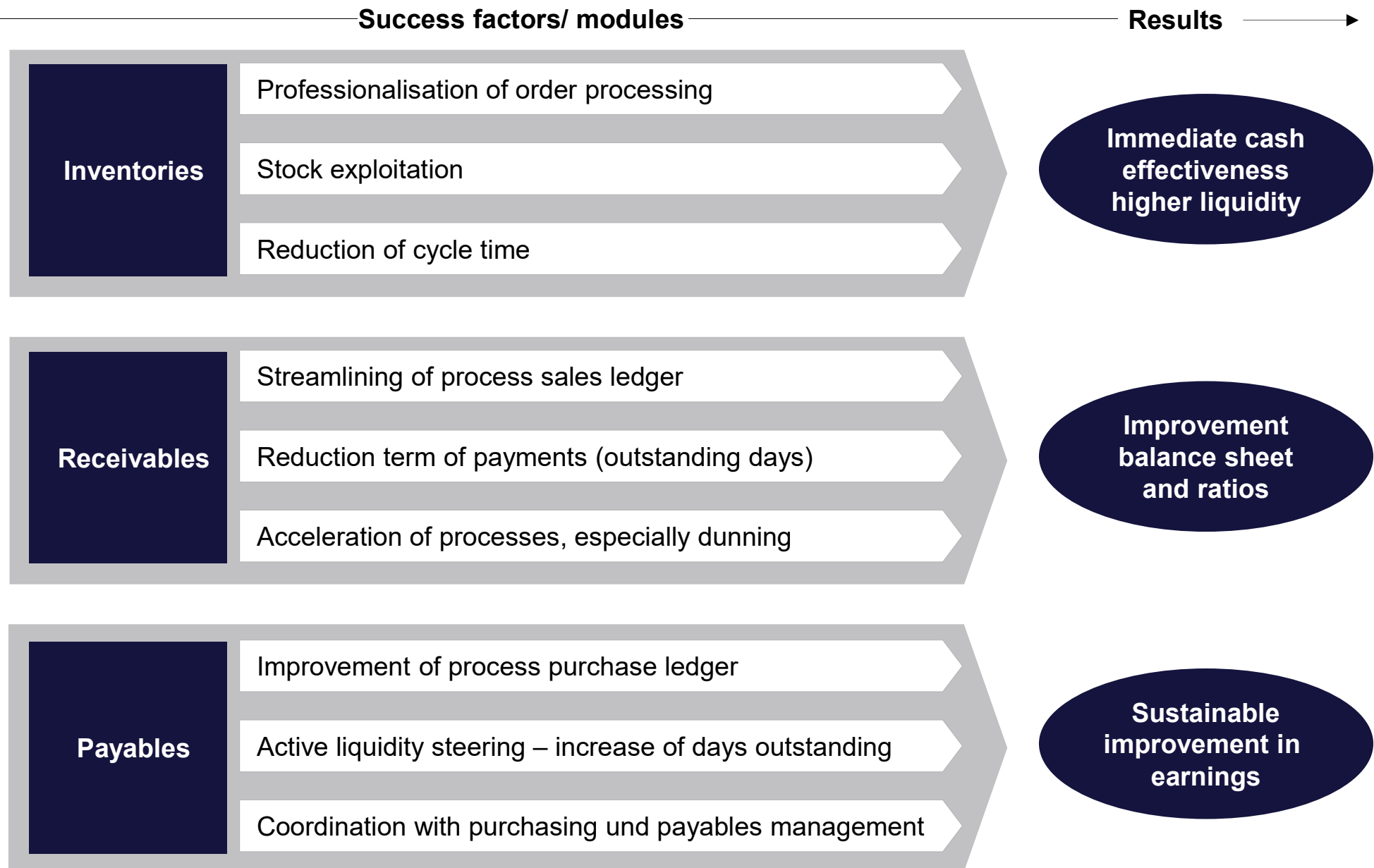




WORKING CAPITAL OPTIMISATION

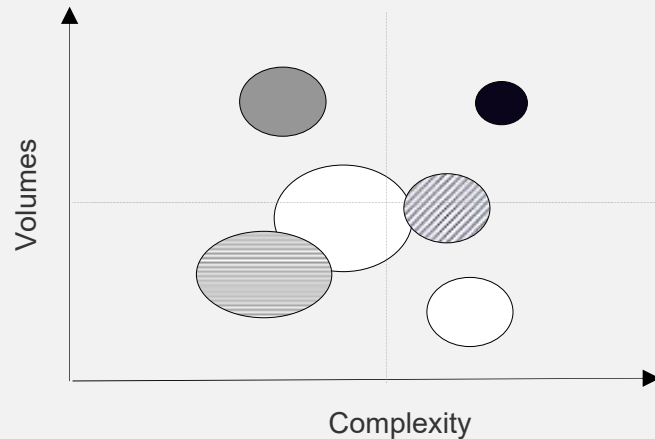
Internal Financing of Growth

Overview of working capital optimisation ADMETAM



Profitability evaluation of asset portfolio and production processes

Actual product portfolio and stocks

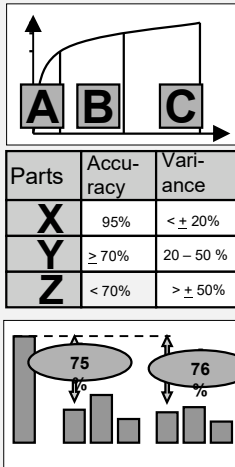


Clarifying supply policy

- Determining material-, supplier- and production-specific sourcing-strategies
- Decision about supply policies as JIS, JIT, Kanban ...

Minimisation of storage volume and storage duration

Asset Analysis



- ABC-Analysis of stocks: by quantity and value of material needed in production
- XYZ-Analysis: Classification of consumption continuity to establish possible stock reductions
- Comparative reach analysis of stocks: shows days of inventory of raw material and supply

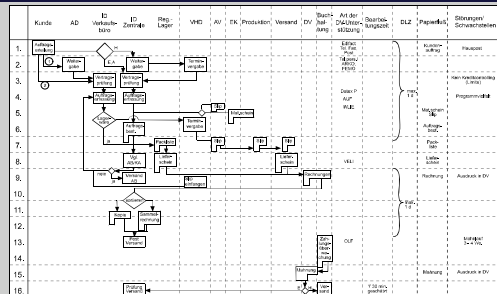
Overall portfolio analysis

Value	A	B	C
Consistency			
X			
Y			
Z			

► Connection of results of detailed analysis tools

Realignment and acceleration of receivables management

Analysis

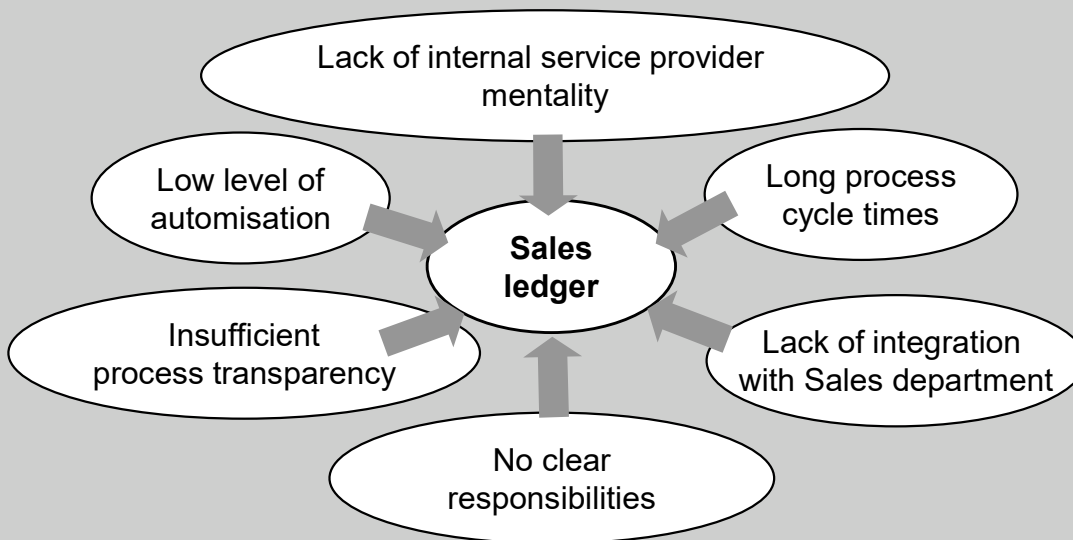


Process analysis tools:

- Analysis of single work steps by frequency, duration, sequence and process participants
- Visualisation to facilitate identification of logistics chains and of saving potentials
- Process Benchmarking

Process steps	Departments	Pictogram	DLZ	Forms/EDV	Notes
1. Rechnungsvers.			20'	20'	
2. Übern. in OP-Liste			1 h	1 h	
3. Zuordnen			1 h	3 h	
4. Anlage Neukunde					
5. Buchen Eingänge					
6. Klärung Differenz					Standard letter
7. Rückbelastung			5'	9.5 T	
8. Aktual. OP-Liste					
9. Überwachung OP				1 h	
10. Mahnung					

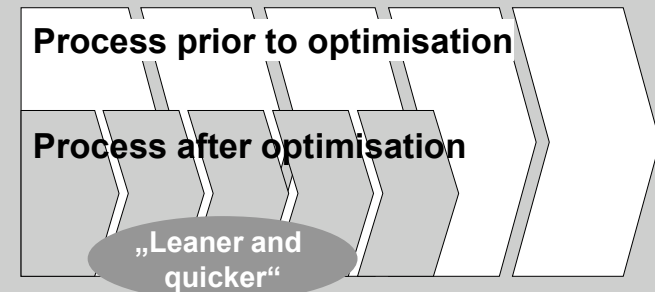
Deficits in standardisation



Target process

Project example

Definition of standardised debtor sales ledger processes



Optimisation of resources used

- Time
- Staff capacity

Reduction of cycle time

- Respect deadlines by observing strictly terms of payment
- Increase transparency
- Clear responsibilities

Improvement of process quality

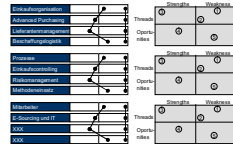
- Stringency through clear definition of processes
- Error reduction through standard texts in dunning process

Purchasing

Accounting

Procedure

Supplier evaluation and contract drafting



**Steering terms of payment
Controlling WCO-Process**



Inhalte

- Evaluation of „critical“ suppliers
- ABC- and XYZ-Analysis material volumes and needs
- Risks due to supplier's bargaining power
- Supply security
- Set-up alternative providers
- Interface with production and accounting

- Liquidity management
- Synchronisation payment terms with sales
- Process efficiency of purchase ledger
- Interface to Purchasing and other departments involved in WCO
- Supervisory Controlling of overall WCO-processes

Results

- Scoring of suppliers
- Contractual adjustment of payment terms by supplier's importance, bargaining power and exchangeability
- Increase of payable terms

- Extended availability of liquidity in the company
- Timely matching of own payments with inflows from receivables
- Top instance in WCO-process after Management

Integration optimisation tools in one Financing-Model

Cash-Flow-Model ...

Gewählter Case									
Name CF-Modell XYZ GmbH									
Blatt "Arbeit"									
Alle Angaben in 1000 € (= EURO)									
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ADMETAM-Publications

- ☐ We would like to have a formal presentation of the subject „Working Capital Optimisation “

We are interested in other ADMETAM topics:

- ☐ Market-oriented restructuring
- ☐ Effective project management

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