



Rapid Working Capital Diagnostic for liquidity improvement Identifying impactful and actionable value creation opportunities for AR and AP

In the current situation it is critical to control your short term cash needs in the face of declining sales prospects. The speed and effectiveness of businesses' response to the financial impact of Covid-19 will be tested in the coming months. In certain cases, the scale and urgency of the short term working capital requirements

of our clients have taken the company's management team by surprise, emphasising the need to act swiftly and decisively. Therefore, all businesses should have a focus to optimise working capital by identifying 'quick win' self-help measures to deliver rapid, tangible cash release.

How Deloitte can help

As we understand that resources, capabilities and time are limited, we are able to provide a low barrier and rapid diagnostic to identify leakages and provide an outline for working capital optimizations. As most companies experience leakage in their Accounts Receivable and Accounts Payable, we are able to provide actionable recommendation in these areas through data analytics within **two weeks**.

10-12 working days

Rapid Working Capital Diagnostic

- Get a **quick insight** into the business's current AR and AP performance and main areas of leakage.
- Obtain **initial approach to capture opportunities** to improve working capital rapidly during a workshop
- **Understand the possibilities** of using analytics in improving working capital with a Tableau dashboard

Our approach

Using the Tableau analytics, we are able to analyse your historical company AR and AP data on transactional level, complemented with customer/vendor master data.

The analysis will be presented and discussed in an (online) workshop where we discuss with management the findings and recommendations, as well as a possible roadmap and next steps.

The Tableau dashboard is available for the client for own further analysis, which can be updated on recurring basis.

Possible subsequent steps

Working Capital Improvement Program

- Provides an **prioritized, actionable and detailed roadmap** for improvement opportunities for the **full cash** conversion cycle
- Provides a **customized comprehensive dashboard** to track and measure working capital performance, which can be embedded and implemented in an existing business' operations

Areas covered

The analysis will be conducted in the following areas:

- Receivables/Payables trend
- Receivables collection performance
- Overdue receivables & trend
- Payment behavior
- Supplier performance & trend



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