



## How can your customer receivables generate cashflow quickly and consistently?

Turnover leakage and longer DSOs have an impact on your company's performance.

You need to act on the following:

- Invoice your clients more quickly to guarantee turnover maximisation
- Recover potential missing profits from your clients/suppliers without affecting your business relationships
- Reduce working capital requirements & improve business performance
- Improve and streamline the Order-Delivery-Invoice process
- Make competent resources available to reinforce your teams and manage your customer receivables

The management of your customer receivables can be optimised through a series of rapid, tangible and operational measures.

### Our solution

- Identify and recover amounts not invoiced to your clients or excess sums paid to your suppliers
- Ensure your turnover is accurate and that you do not have any turnover leakage
- Rapidly generate cashflow thanks to excellent processes to optimise your customer receivables
- "Educate" your clients in order to reduce invoice issuing delays and implement quality invoicing standards
- Apply a "cash culture" in your organisation by giving your staff training in best practices
- Coordinate projects designed to improve the reliability of your IT and production chains

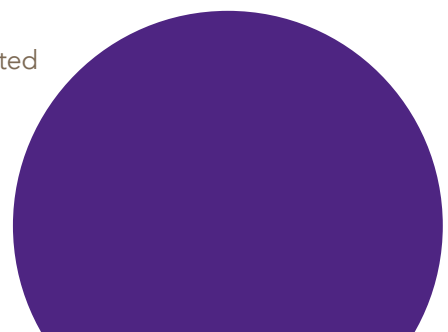
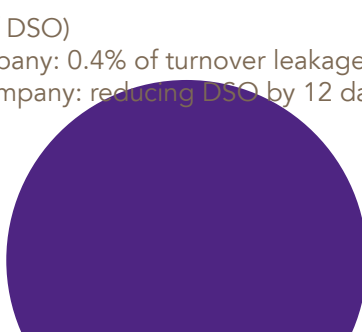
### Our added value

- Assignments that combine operational efficiency with consulting expertise
- Commitment to obtain rapid and measurable results
- Fees based on results obtained
- Analysis, management and follow-up tools (ARIANE, SYCARE) developed in-house allowing our teams to work in an efficient and structured manner
- Innovative reporting tools

### Facts and figures

A team of 35 consultants with operational Financial and Accounting expertise and Auditing and Consulting experience is at your disposal. Examples of results obtained:

- Telecoms Operator: recovery of 500k€ of non-invoiced services and improving the invoicing process
- B2B Service Provider (turnover of 100 M€): recovery of 7 M€ debt outstanding for more than 90 days within three months (-3 days of DSO)
- Transport/Logistics company: 0.4% of turnover leakage detected
- Leading engineering company: reducing DSO by 12 day



## Our services

Our service meets all the working capital requirements & long-term performance improvement initiatives demanded by financial and general management. We intervene at all stages "from sales to cash" in order to ensure rapid generation of cashflow. Furthermore, we analyse how the working capital requirements and the debtor days can be improved.

### The action cycle "from sales to cash"



### Turnover maximisation

- Detect all non-invoiced supplies of products and services delivered
- Detect "over-charged" supplier invoices
- Recover potential missing profits from your clients/suppliers without affecting your business relationships

### Cash marathon

- Accelerate due debt recovery (generally assignments are carried out during a three month period) reinforcing the commercial relationship with your clients
- Negotiate with debtors: identify blocked payments, propose solutions, arbitrate and speed up cash collection
- Carry out operational diagnostics of ongoing practices - improve procedures

### Secure payments

- Ensure the daily management of all or part of your customer receivables (process / people)
- Establish a service agreement with 100% confidentiality

### Training / coaching

- Train your teams on best practices and on Accounts Receivables Management processes

### Diagnostics, consulting and action

- Assist management to put in place major changes in the cycle "from sales to cash" with a view to reducing debtor days

### Operational support

- Improve in both the short and long term your team's capabilities with "sales to cash" best practice solutions

#### For further information:

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