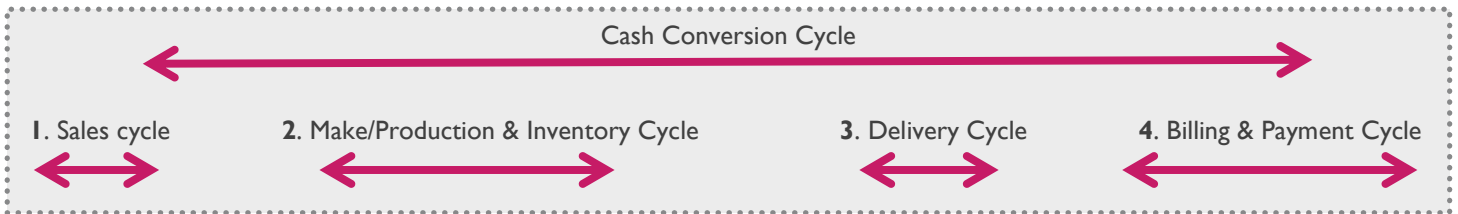




CASH OPTIMISATION TOOL



1. HOW AM I IMPROVING THE SALES CYCLE?	SHORTEN CYCLE TIME	ELIMINATE MISTAKES	IMPROVE BUSINESS P&L

2. HOW AM I IMPROVING THE MAKE/PRODUCTION & INVENTORY CYCLE?	SHORTEN CYCLE TIME	ELIMINATE MISTAKES	IMPROVE BUSINESS P&L

3. HOW AM I IMPROVING THE DELIVERY CYCLE?	SHORTEN CYCLE TIME	ELIMINATE MISTAKES	IMPROVE BUSINESS P&L

4. HOW AM I IMPROVING THE BILLING & PAYMENT CYCLE?	SHORTEN CYCLE TIME	ELIMINATE MISTAKES	IMPROVE BUSINESS P&L

NOTE: The sequence of these components may differ for different firms, with some cycles overlapping others or occurring in different order .

Do this exercise monthly to brainstorm ways to improve each of the cash cycle components and to improve understanding of how cash flows though the business and how each function can contribute positively.

To download more copies and to get help on implementing them please go to www.bmim-cash-flow.co.uk