



Optimizing Working Capital in Turbulent Times: Enhancing the Financial Supply Chain

On-Site Seminar Overview

Make counter-cyclical moves to build competitive advantage. Align your financial measurements more closely with operational challenges. Learn about current technological tools and current strategies that make a more proactive use of company assets. Create win-win opportunities for your trading partners employing practical initiatives and technology solutions to optimize working capital. Establish a real-time collaborative *financial supply chain* between buyers, vendors and banks. Streamline procurement-to-pay; order-to-cash and forecast-to-fulfill processes. Re-think the old practices!

Recommended On-Site Seminar Format

An on-site seminar format that has proven to be successful includes an emphasis on obtaining executive sponsorship and building a business case for driving process improvement. To accomplish this, IAPP recommends that your on-site seminar be divided into two segments:

1. Executive Overview (1 hour) – This opening segment is an overview presentation designed to demonstrate the unleashed opportunities in working capital.

Audience: Company President and Executives from Purchasing, Accounting, Finance, Operations and involved team members

2. Workshop Review & Evaluation (6 hours) – This component examines the components of DSO, DIO, DPO and DWC.

Audience: AP, Purchasing, Accounting, Finance, Operations, IT involved team members

Optimizing Working Capital On-Site Agenda

Executive Overview

- Increasing visibility into supply chain milestones that manage supply chain risks & improve supply chain performance
- Synchronizing financial transactions with physical events with automation

Workshop Review & Evaluation

- Improving the accuracy of operational budgets to reduce “just in case cash”
- Balancing inventory risks with customer demands - a more pull environment
- Collaborating technologically with trading partners to lower working capital requirements
- Speeding billing procedures and enabling faster customer authorizations via e-invoicing
- Compressing payment match cycle time and increasing transactional visibility
- Creating win-win payment terms and alternative opportunities
- Monetizing missed discounts while harvesting opportunities
- Capitalizing and marketing dynamic discounting
- Employing e-commerce technology to leverage discounting and to secure lower financing rates
- Injecting third party financing at lower rates through a reduction in supply chain risks for both receivables/payables
- Determining which of the outstanding receivable or payable invoices could/should be financed