

Order-to-Cash | Working Capital Optimization



Situation

A large manufacturer of industrial equipment was in the middle of an initiative to free up \$200-\$300 million cash flow from its Accounts Receivable (A/R) balances throughout its global footprint.

The Company turned to SolomonEdwards for assistance with both project management and to provide resources to execute on the roadmap established.

Solution

SolomonEdwards continues to provide support for the initiative with specific expertise in A/R and Process Improvement around Order-to-Cash (OTC).

Results

Although the project is still ongoing, so far SolomonEdwards has been able to help the client realize the following benefits:

- Over \$33 million collected in the first 16 weeks from customers.
- Identified 8-10 specific areas of impact that did not involve technology spend and would precipitate \$100M+ improvement in cash flow.
- Pilot collection activity discovered that 18% of invoices had not made it to the customer.
- Collected over \$2M in reserved receivables.


INDUSTRY:
Manufacturing


DEPLOYMENT:
Team (15+)


SERVICES:

Accounting & Finance
Working Capital and Order-to-Cash Optimization

Business Transformation
*Business Process Optimization
Project Management*