

# Cash Management

## Do you want more cash from your business?

Cash is the lifeblood of your business. At the most fundamental level, the capacity to turn sales into cash faster reduces the cost of running your business. The ability to understand how and how quickly cash flows around your business allows you to ensure it is being used to your best advantage. In the current environment, organisations that have cash reserves and can demonstrate a clear understanding of their own cash flow will be best placed to take advantage of growth and acquisition opportunities.

You know “cash is king”. But do you know exactly how long a sales dollar and a profit dollar takes to become a cash dollar, and why? Do you have the right controls and processes in place to get the most cash out of your business? Could you be doing more to communicate and encourage a “cash culture” within your business?

## Are you experiencing any of these symptoms?

- + Lack of clarity over exactly why growth isn't converting into more cash.
- + Lack of clear, routine cash reporting tools and cash flow forecasts for all divisions or regions.
- + Regular needs for short term increases to your overdraft / debt facilities.
- + Lack of clear policies and procedures for invoicing, debtor collection and purchasing.
- + Working capital growing faster than sales and / or increasing supplier / creditor pressures.

## How can McGrathNicol help you?

Our cash management service is focussed on increasing cash flow by implementing practical and effective procedures to forecast, track, save, and generate cash. We turn sales into cash faster and we give you and your staff the tools to sustain improvement.

We start by assessing the cash control environment, comparing it to best practice, setting targets, then implementing a process to resolve any deficiencies and get cash flowing faster.

## What do we provide?

When you engage our cash management team you receive:

- + Independence, experience and a sharp focus enabling quick results.
- + Fresh thinking and new perspectives.
- + High quality resources with established processes and access to a wealth of technical expertise to complement your staff and processes.
- + Improvements and clarity that will make negotiating with your financiers simpler and build confidence with your stakeholders.
- + Comfort that your business is in the best cash position it can be.

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Some detail on what we bring

## What do we offer?

- + Cash forecasting tools.
- + Cash control improvement programs.
- + Working capital management techniques.
- + Coaching of staff to improve skills in cash management.
- + Cash generation and conservation techniques.

## What do you get?

- + Tailored and flexible cash forecasts.
- + Cash and working capital “dashboards” to help you drive improvement.
- + Benchmarking of processes and controls against “best practice”.
- + Clear policies and procedures, staff activity plans and incentive plans.
- + A prioritised summary of potential cash generation and preservation measures.

## What do we do?

- + Provide practical, hands-on assistance with all aspects of cash management.
- + Work with management to evaluate requirements, then clarify and set priorities for change.
- + Design and implement cash management controls to improve invoicing, collection and purchasing procedures.
- + Develop and implement clear robust cash forecasts quickly.
- + Develop clear and meaningful working capital and cash reporting procedures.
- + Monitor results and report improvements, providing a regular “drumbeat” to ensure change is made.
- + Identify and prioritise potential cash generation and preservation opportunities.
- + Develop staff training to ensure our results are maintained.
- + Develop incentive programs to ensure staff are rewarded for cash flow, not just profit.

## Our clients

We have worked with clients with turnover of between \$100,000 and \$5 billion.

Should you wish to speak with our clients to find out more about the benefits and value we provided, contact us and we will be happy to provide client contact details.

For more information please visit [mcgrathnicol.com](http://mcgrathnicol.com) or contact one of our Cash Management Partners:

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