

Project Manning

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| Issues | <ul style="list-style-type: none">▪ A privately owned importer and wholesaler of home furnishings was continually short on cash despite growing sales.▪ The Group had recently expanded its operations into the UK and New Zealand which had placed a further burden on cash flow. |
| Challenge | <ul style="list-style-type: none">▪ Instigate a process of cash tracking, forecasting and control to isolate, then mitigate the causes of cash shortages. |
| Outcomes | <ul style="list-style-type: none">▪ Instigated a process of cash forecasting and reporting variances to forecast on a weekly basis.▪ Identified the cash drain placed on the Group by the new subsidiaries and instigated procedures to tighten controls and reporting, then cut costs in those centres.▪ Conducted a comprehensive review of each sales relationship – terms of trade and receipts profile – to establish profitability by the customer, then renegotiated terms.▪ Embarked on a comprehensive inventory reduction program. |
| Result | <ul style="list-style-type: none">▪ Brought cash leakages under control and addressed operational issues to sustain improvement. |
| Solutions | <ul style="list-style-type: none">▪ Cash Management▪ Turnaround Execution |