

# WORKING CAPITAL MANAGEMENT

Satori Consulting helps companies leverage their working capital to achieve financial and operational goals. Our customized diagnostic tool reveals gaps in a company's working capital management and illuminates opportunities for realizing value that have been missed. We make targeted recommendations for improvements and work with clients to address project needs and craft effective solutions.

## THE SITUATION AT HAND

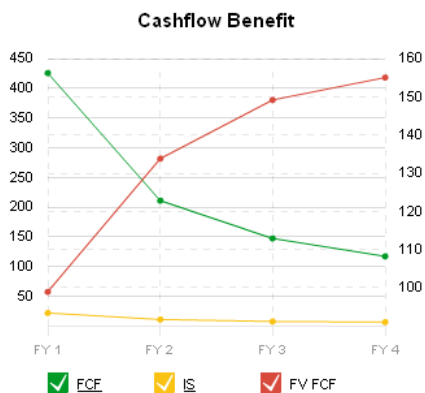
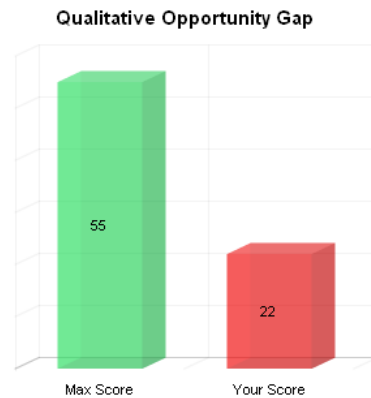
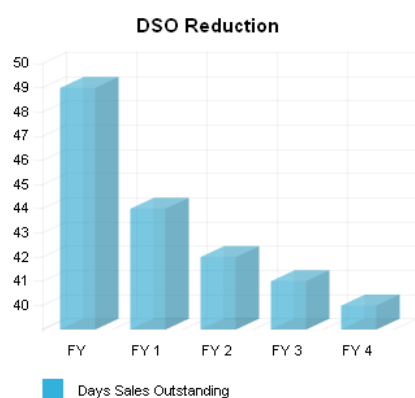
Many companies, focused on competitive pressure and managing growth, fail to realize the full value of their working capital. Even when executives focus on improved working capital management, roadblocks can present themselves, including:

- A lack of coherent operating policies and procedures
- Misaligned or redundant organizational functions
- Ineffective methods for enforcing industry best practices
- Unnecessary operational expenses
- Uneven systems integration and support of processes

## DIAGNOSTICS

After using our diagnostic tools to identify areas with room for improvement, we focus on key performance levers, such as:

- Debt servicing
- Process improvement
- Systems configuration
- Organizational redesign or transformation
- Operational risk mitigation
- Data alignment that creates a “single source of truth”
- Free cash flow maximization
- Financial reporting
- Balanced scorecards



## BENEFITS

Effective working capital management can serve as a growth engine by helping organizations:

- Release reservoirs of cash
- Reduce costs
- Manage operating risks
- Increase productivity

## THE SATORI FRAMEWORK

Our Working Capital Management framework focuses on three areas of improvement opportunity within the business value chain.

### Quote to Cash Optimization

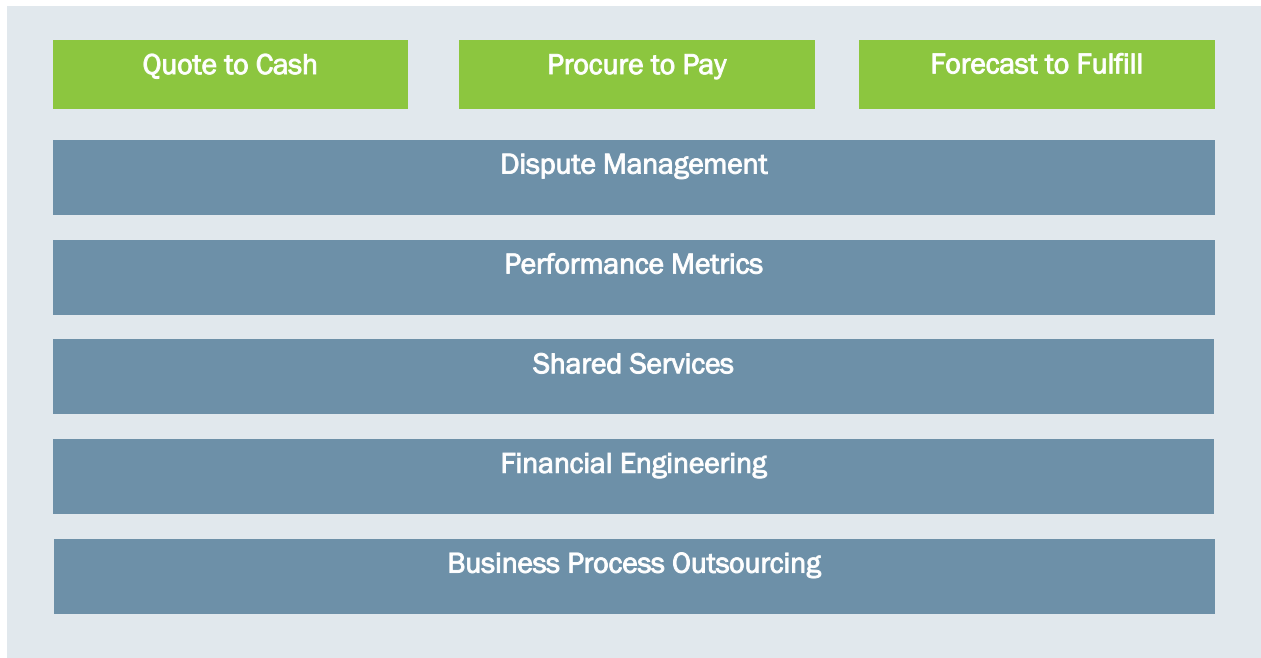
Increases free cash flow conversion from accounts receivable and optimizes external funding requirements.

### Procure to Pay Optimization

Extends buying power and optimizes TCO through strategic procurement and the implementation of best practices.

### Forecast to Fulfill Management

Effectively calibrates inventory levels and releases excess inventory.



Our flexible framework further focuses on improving the value chain around key business processes:

### DISPUTE MANAGEMENT

Improves customer service by eliminating the root causes of transaction inaccuracies and errors.

### PERFORMANCE METRICS

Develops efficient and effective measurements for the working capital management process, creates balanced scorecards, and implement performance management strategies.

### SHARED SERVICES

Assesses transformation readiness and provide change management services for the implementation of shared services models.

### FINANCIAL ENGINEERING

Prepares working capital assets for securitization and perform portfolio risk stratification and liquidity forecasting.

### BUSINESS PROCESS OUTSOURCING

Helps assess, plan, implement, and manage outsourcing and off-shoring initiatives.

*At Satori Consulting, our mission is simple: to work side-by-side with clients to discover opportunities and solve problems. We strive to provide both comprehensive and expert service, mindful of every client's unique needs. Our team of highly-skilled management consultants brings a wealth of industry and functional experience to provide wide-ranging services in project and program management, risk management, change management, organizational effectiveness, strategy and advisory, business process engineering, performance management, and infrastructure and technology.*



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